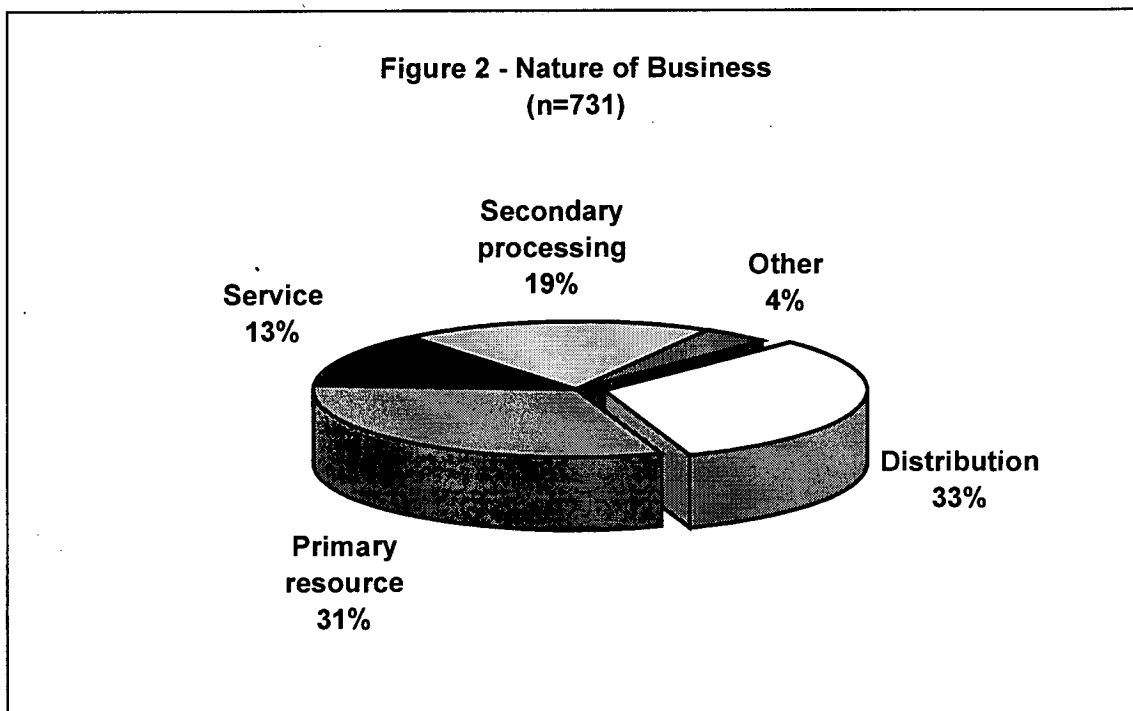


The vast majority of respondents (92%) worked for private sector companies. Only five per cent worked for associations, one per cent worked in the educational sector, and the remainder worked in other types of organizations. Respondents from private companies worked in a variety of businesses. As shown in Figure 2, distributors and wholesalers (including export trading companies) comprised the largest group of private businesses, followed by primary resource producers. The "other" category includes respondents who described the nature of their business as import/export and trading.



The businesses surveyed represented a range of earnings. As shown in Figure 3, more than 60% had \$1 million or more in revenue last year. The largest group earned between \$1 million and \$5 million last year.

Only 30% of the businesses had a primary export focus, earning half or more of their revenues from exporting. Some 45% of respondents earned less than 50% of earnings from export, while 25% of businesses surveyed said they earned no export revenues at all.