

TABLE 4

Share of Export Sales by Sector (%)

	United States		Asia	
	SME	Large	SME	Large
2001				
Agricultural & Commodities	8.5	6.7	13.1	6.6
Food & Beverages	5.1	4.9	4.7	5.5
Wood, Paper & Chemical	15.5	20.8	5.0	27.3
Other Manufacturing	20.8	55.4	7.0	21.7
Wholesale & Retail	49.6	12.2	70.0	39.0
2006				
Agricultural & Commodities	11.4	7.4	29.1	12.0
Food & Beverages	3.4	4.4	3.0	6.2
Wood & Paper & Chemical	14.1	22.9	4.1	22.9
Other Manufacturing	19.5	52.2	10.9	27.5
Wholesale & Retail	51.0	13.1	52.1	31.3
	Europe		Latin America	
	SME	Large	SME	Large
2001				
Agricultural & Commodities	12.7	12.6	6.9	3.8
Food & Beverages	5.6	2.4	5.2	5.3
Wood, Paper & Chemical	9.2	17.3	5.1	30.4
Other Manufacturing	25.3	56.6	11.7	33.4
Wholesale & Retail	46.8	9.8	70.8	27.1
2006				
Agricultural & Commodities	22.3	18.6	7.6	5.2
Food & Beverages	4.2	2.3	3.6	6.5
Wood & Paper & Chemical	6.6	13.7	8.3	28.1
Other Manufacturing	37.8	52.1	17.4	32.2
Wholesale & Retail	28.5	13.2	57.7	27.9

Source: Statistics Canada's Exporter and Business Register/Authors' calculations

2006; presumably once firms have established their potential for direct sales in foreign markets, the need for intermediaries diminishes.

Entry and Exit Dynamics

Turnover or "churn" in the exporter population is considerable. On average, about 9,500 new Canadian firms entered the export market every year between 2000 and 2006, accounting for almost one quarter of the total Canadian exporter population. At the same time, a similar number of firms exited the export market (See Figure 11).

At the beginning of the study period, the number of exporters entering the export market exceeded those departing markets by a wide margin; however, by the end of the period, this situation had reversed. The dramatic decrease in the number of new entrants combined with the sharp increase in the number of exiting firms resulted in a net decrease in the number of exporters by the end of the period. As noted previously, the net decrease in number of Canadian exporters was a phenomenon exclusive to the U.S. market. Canadian exporters continued to enter non-U.S. markets.