

**TABLE 9**  
**EXPORTERS' OPINIONS ON THE BENEFITS OF**  
**FREE TRADE TO COMPANIES IN THEIR INDUSTRY, BY INDUSTRIAL SECTOR**

| Benefits of Free Trade<br>Canada versus U.S.<br>Industries          | Industry Sector |                    |            |                           |
|---------------------------------------------------------------------|-----------------|--------------------|------------|---------------------------|
|                                                                     | All             | Manu-<br>facturing | Services   | Agriculture<br>& Forestry |
|                                                                     | (501)<br>%      | (286)<br>%         | (105)<br>% | (110)<br>%                |
| Canadian Industries Benefit<br>More Than Their U.S.<br>Counterparts | 11              | 12                 | 10         | 7                         |
| Canadian Industries Benefit<br>Less Than Their U.S.<br>Counterparts | 37              | 40                 | 18         | 46                        |
| About the Same As Their<br>U.S. Counterparts                        | 11              | 11                 | 13         | 11                        |
| No effect on Either                                                 | 37              | 33                 | 52         | 33                        |
| Don't Know                                                          | 4               | 4                  | 7          | 3                         |

Source: Question D1.

Table 10 shows that the degree of concern for Canada's disadvantage compared to the United States was related to the percentage of a company's gross (1989) Canadian revenue derived from exports: firms with higher proportions of revenue from exports felt they were less disadvantaged by the FTA than were firms with lower proportions of revenue from exports.