TABLE 3

Canadian Exporters by Destination

Year	United States	Europe	Asia Pacific	Latin America	Other
			Number		
1999	38,862	6,371	4,502	2,675	4,383
2000	41,578	6,451	4,731	2,675	4,416
2001	42,876	6,973	5,166	2,888	4,926
2002	43,111	7,638	5,880	3,118	5,647
2003	41,219	9,092	6,798	3,784	7,152
2004	40,553	10,169	7,853	4,508	8,434
2005	39,519	10,253	8,126	4,903	9,038
2006	36,276	9,552	7,784	4,670	8,548
Change 2001-06	-6,600	2,579	2,618	1,782	3,622
% Change 2001-06	-15.4	37	50.7	61.7	73.5

more likely to use intermediaries such as wholesalers and retailers to facilitate exporting. As such, the share of exports handled by wholesalers and retailers increases with the difficulty faced by exporters in accessing destination markets. As illustrated in Table 4, 70 percent of SME export sales to Asia and Latin America were by wholesalers and retailers in 2001. In more mature markets such as the United States and Europe, the share of SME exports via wholesale and retail networks was about 50 percent.

Of particular note is the decline of the importance of intermediaries in SME export sales to Asia and Latin America over the study period. This share dropped from 70 percent in 2001 to around 50 percent in

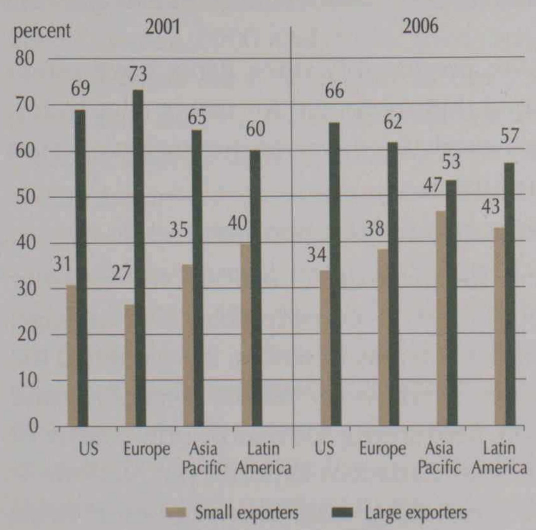
FIGURE 9

Growth in Number of Exporters, % change, 2001-06

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

FIGURE 10

Share of Value of Exports by Size of Firm (%)



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