

While Canada trades with all the major industrialized nations and sells products and services to some 147 countries, the United States is Canada's largest trading partner. Bilateral trade in 1985 amounted to some \$167 billion (Cdn) with Canada exporting 78 per cent of its total to the US. Virtually all Canadian products and services from primary resources to high-technology products are marketed in the US.

Japan is Canada's second most important trade partner and in 1985 received 4.8 per cent of Canadian goods and accounted for 5.7 per cent of Canadian imports. Other major export markets for 1985 were Britain with 2 per cent, the USSR with 1.4 per cent, the People's Republic of China with 1.1 per cent and West Germany with 1 per cent.

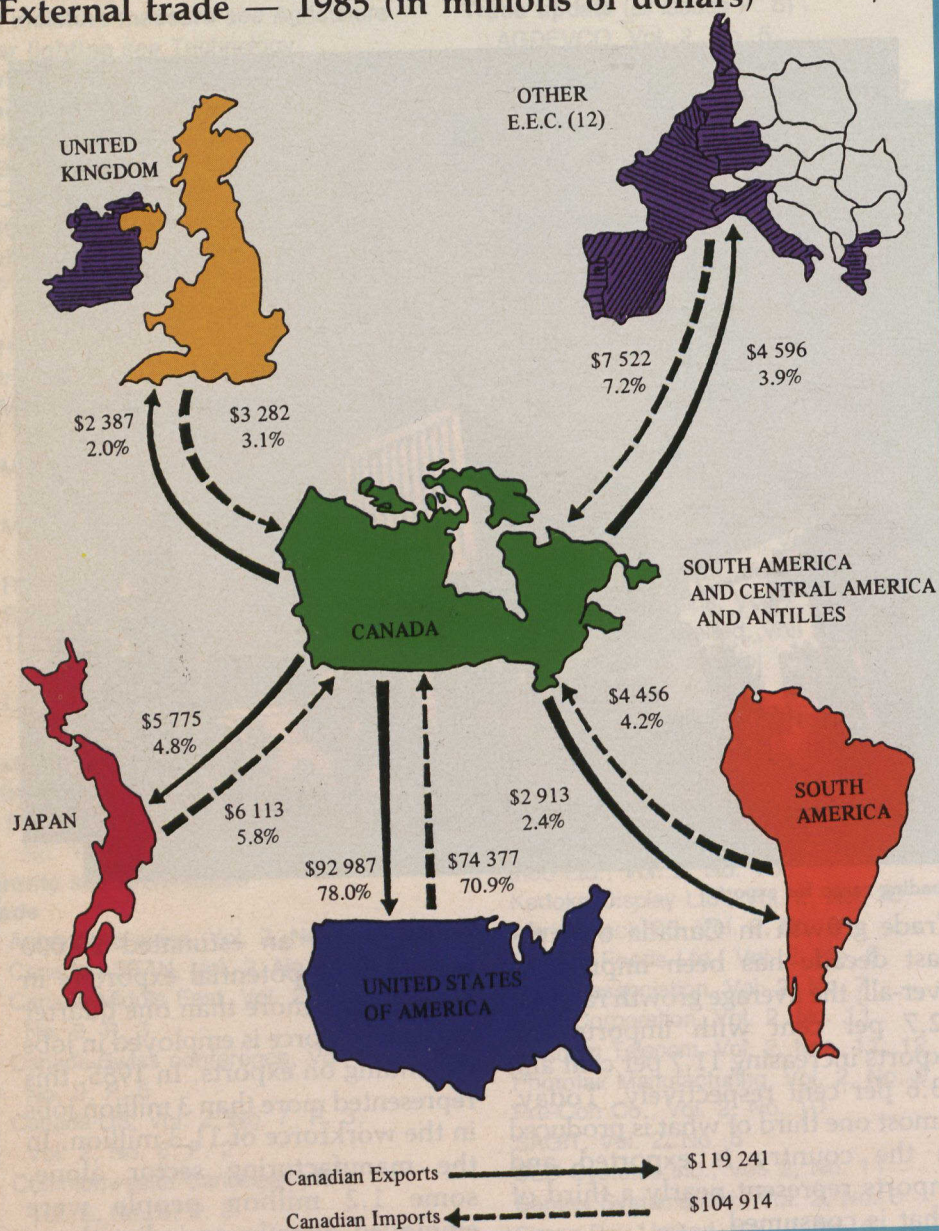
Asia and the Pacific are the fastest growing of all the country's regional export markets. Canadian exporters have successfully penetrated the Japanese market with products as diverse as custom-made sports cars and kitchen utensils. China has reached agreements to acquire farm machinery, telecommunications and various types of production equipment, while India has emphasized power generation, oil and gas exploration equipment. In Australia and New Zealand, more than half of Canadian exports are fully manufactured products and the newly industrialized countries such as Hong Kong, South Korea, Singapore and Taiwan import foodstuffs, forest products, chemicals, electronics, telecommunications and satellite equipment.

Export opportunities in Latin American and Caribbean markets are largely found in infrastructure projects in energy development and distribution; telecommunications; transportation; and in urban, tourism and resource development. Canada's primary markets in the area have been Mexico, Brazil, Venezuela, Cuba, Colombia, and Trinidad.

More than 55 per cent of Canada's exports to Western Europe are now fabricated and end products. Canadian suppliers have also been successful in exporting specialized products and services, notably to the North Sea oil and gas industry.

Canada's primary markets in the Arabian Peninsula are Saudi Arabia and the Gulf countries; in North Africa they are Egypt and Algeria.

### External trade — 1985 (in millions of dollars)



Statistics Canada  
Thexton, James, *Made in Canada, Economics for Canadians*, Oxford University Press, 1981.