

assign their evaluations or ratings of transportation services as well as to obtain their views on variables that affect sales to those regions. The co-operating firms export to one or more of 81 different countries within those regions. Firms exporting commodities which are normally shipped by charter vessel (e.g., bulk shipments of grain, coal, etc...) as opposed to regular liner services were not included since the survey was designed to include fabricated and semi-fabricated goods rather than raw materials that are normally transported in bulk.

TABLE 1: SURVEY COVERAGE BY IMPORT REGION

Region	1984 Canadian Exports TO LDC's (\$ millions)*	Total Survey Respondents' LDC Exports (\$ millions)	% Coverage of Survey
South America	1089.5	283.3	26.0
Central America	865.6	72.4	8.4
Africa	731.1	229.1	31.3
Asia	2092.9	847.4	40.5
Total Exports to Above Regions	4779.1	1432.2	30.0

* Calculated from Statistics Canada data, excluding those commodities which are normally shipped by charter bulk vessel.

2.1 EXPORTER CHARACTERISTICS

The surveyed exporters have been classified according to firm size (large, medium or small) and location (eastern or western Canadian using the Manitoba/Ontario border as the dividing line). Table 2 outlines the distribution of firms. The table indicates that although only 20% of the firms are classified as large, this group accounts for approximately 87% of the value and volume of exports to the LDC's. While only 21% of the surveyed firms are western shippers, these companies exported 69% of the total volume to LDC's (60% of value).