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A Profile of Canadian Exporters

by Marc Nadeau, Simon Préfontaine
and Lili Mei

International Trade Division
9th, Floor, Jean Talon Building, Ottawa, K1A 0T6

Telephone: 613 951-9647

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A Profile of Canadian Exporters

Marc Nadeau

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Note of appreciation

Canada owes the success of its statistical system to a long-standing partnership between Statistics Canada, the citizens of Canada, its businesses, governments and other institutions. Accurate and timely statistical information could not be produced without their continued cooperation and goodwill.

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Introduction

This issue presents statistics, derived from the Exporter Register Database, on exporting establishments for the years 1993 to 2007. This is a follow-up to the original Exporter Register Database that contains data on the years 1993 to 1997[1] and its successors that contain data on the years 1993 to 2006[2]. This issue continues to provide information on the number of exporters and the value of their domestic exports by industry, exporter size, destination and province of residence as well as employment statistics of exporting establishments for the year 2007.

As in previous issues, the establishment is the statistical unit of measure. Consequently, any reference made here to "exporters" represents "statistical establishments that exported." To be included in the Exporter Register, an establishment must have exported commodities valued at $30,000 or more in at least one year from 1993 to 2007. If an establishment does not export in a given year, that establishment is not included in the register for that year. Also, if the value of exports of an establishment is less than $30,000 in every year from 1993 to 2007, it is not included in the Exporter Register Database, even though it may be exporting.

This report is divided into four sections, each with subsections:

- "Highlights" consist of an overview of results of the 2007 Exporter Register Database;
- "Findings" contains more detailed analyses of the Exporter Register Database;
- "Methodology, Data concepts and definitions" outlines the estimation methods and limitations as well as the fundamental principle of the Exporter Register Database; and
- "Data tables" contain tabular data for the years from 1993 to 2007.

1. Statistics Canada catalogue no. 65-506-X, September 2000.
2. Ibid., November 2007

Highlights

In 2007:

- the number of establishments that reported domestic exports fell from 48,305 in 2006 to 45,260 establishments in 2007, a decrease of 6.3% (Table 1-1);
- the value of exports of these establishments was $413.7 billion, up 2.3% from 2006 (Table 2-1);
- 67.3% of all exporters are accounted for in two sectors: the manufacturing sector represents 44.9% of all exporters while the wholesale trade sector accounts for 22.3%. In terms of their total value of exports, the manufacturing sector exported $243.4 billion and wholesale trade $52.9 billion. These two sectors accounted for 71.6% or $296.3 billion of the total value exported in 2007 (Table 1-1 and Table 2-1);
- 36,814 establishments exported merchandise to the United States, a decrease of 7.1% from 2006 (table 3-2);
- the value of domestic exports to the United States was $327.5 billion, a slight decrease of 0.8% from 2006 while the value of exports to Non-U.S. countries increased 16.2% from 2006 (Table 4-2 and Table 4-3);
- 72.6% of exporting establishments had exports of less than $1 million; these establishments accounted for 1.5% of the total value of exports (Table 5 and Table 6);
- just 1.6% of exporting establishments had more than 200 employees and exports of over $25 million, but these establishments accounted for 41.1% of the value of exports (Table 7 and Table 8);
- just over 2000 establishments began exporting in 2007, these new exporters accounted for 3.8% of all exporters; the value of exports from these new exporters was $3.1 billion.

Findings

Analytical Overview

In 2007, 45,260 establishments exported more than $414 billion worth of merchandise. The declining trend in the number of exporting establishments continued for a second consecutive year, down 8.4% from a high of 49,419 in 2005 (Table 1-1 and Table 2-1).

Despite the decrease in the number of establishments, the structure of the exporting community has remained unchanged over the years. In 2007, establishments exporting $25 million or more represented 3.9% of all establishments in the Exporter Register Database and accounted for 83.9% of the total value of domestic exports. In contrast, establishments that exported less than $1 million worth of goods annually represented approximately 7 out of 10 establishments and contributed only 1.5% of the total value of domestic exports (Table 5 and Table 6).

From 1997 to 2007, the number of exporting establishments increased by 11.5%, while the value of exported merchandise increased 48.3% or $134.8 billion (Table 1-1 and Table 2-1).

Industry

The Manufacturing sector had 44.9% of the number of exporters in 2007 and accounted for 58.8% of the total value of exports. Meanwhile, the Wholesale Trade sector accounted for 22.3% of the number of exporters and 12.8% of the total value of exports in 2007. These two sectors accounted for over 70% of the total value of Canadian domestic exports (Table 1-1 and Table 2-1).

Within the Manufacturing sector, the value of exports in the Transportation equipment manufacturing industry ($75.9 billion in 2007) has steadily decreased over the last five years since reaching a high of $98.6 billion in 2002. This industry accounted for 40.1% of all exports from the Manufacturing sector in 2002 but only 31.2% in 2007 (Table 1-2 and Table 2-2).

Outside of the Manufacturing sector, Mining, Oil and Gas Extraction sector has had the largest increase in terms of both the number of exporters and the value of exports between 1997 and 2007. In 1997, the sector exported $11.5 billion dollars representing 4.1% of the total value of exports that year. In 2007, the sector exported $35.6 billion or 8.6% of the total value of exports. The value of exports increased three-fold during this timeframe. In terms of number of exporters, the sector grew by 25.0% over this same timeframe yet only accounted for 1% of the total exporter count for all years (Table 1-1 and Table 2-1).

Destination

In 2007, about 60% of all exporters relied exclusively on the United States as their sole export market. This measure has been steadily declining since 2000 when 71.8% of all exporters shipped goods exclusively to the United States.

Approximately 8,500 exporters or 18.7% of exporters concentrated their exports to non-U.S. markets only. In 2007, one-fifth of exporters shipped goods to both the United States and abroad. For the second consecutive year, the number of exporters that exported to both United States and other countries decreased 11.3% from the previous year (Table 3-1).

In terms of the value of domestic exports for U.S.-only exporters, the 2007 total value of exports totalled $186.9 billion; a slight increase of 1.8% from the previous year. This exporter group accounted for over 45% of the total value of Canada's merchandise exports (Table 4-1).

The non-U.S. only market exporter group reached a high of $30.2 billion in total value of exports which was an increase of 7.2% from 2006. The non-U.S. only exporter group accounted for 7.3% of the total value of Canada's merchandise exports (Table 4-1).

Exporters to both the United States and Non-United States generated almost half (47.5%) of all domestic exports. This rate has been consistent for the last six years, reaching a high of $216.6 billion (53.9%) in 2005 (Table 4-1).

A total of 36,814 establishments exported to the United States in 2007, down 7.1% from the previous year. Some 18,300 establishments exported to destinations other than the United States, down 7.5% from the previous year and the second consecutive decrease since reporting a high of 20,258 establishments in 2005 (Table 3-2 and Table 3-3).

In line with the decline in the number of exporters to the United States, the value of exports to this country also dropped in 2007, falling 0.8% to $327.5 billion. Despite the fall in the number of exporters, the value of exports to non-U.S. destinations increased, rising 16.2% to $86.3 billion (Table 4-2 and Table 4-3).

As has traditionally been the case, in 2007, more than 80% of all exporters shipped merchandise to the United States, accounting for over 79% of the total value of exports. (Table 3-2 and Table 4-2).

At the same time, over 40.0% of all exporters sold merchandise to countries other than the United States. This has remained virtually unchanged over the last three years in terms of both the value of exports and number of establishments (Table 3-3 and Table 4-3).

Size

In 2007, the vast majority of the fall in the numbers of exporters was due to the decline in the number of exporters exporting less than $1 million which accounts for a drop of 7.4% from 2006. Similarly, the number of exporters exporting $25 million and over decreased at a rate of 3.5% from 2006 (Table 5).

The structure of the exporting community has remained unchanged over the years, with establishments exporting less than $1 million worth of goods annually accounting for about 70% of exporting establishments. In contrast, establishments exporting $25 million or more represented only 3.9% of all establishments (Table 5).

There has also been little change when looking at the value of domestic exports. Establishments exporting $25 million or more account for over 80% of the total value of Canadian merchandise exports, while those exporting less than $1 million worth of goods annually contributed less than 2% of the total value (Table 6).

Employment

In 2007, almost three quarters (73.8%) of all exporters employed fewer than 50 employees. These exporters also accounted for almost one third (30.3%) of the value of domestic exports. At the other end of the scale, the largest exporters in terms of employment (those employing 200 employees or more), represented a minority (6.2%) of exporters. These exporters accounted for almost half (43.5%) of the value of all exports (Table 7 and Table 8).

Taking into account both measures of size, 8 out of 10 exporters employed less than 50 employees and exported less than $1 million worth of goods. However, the total value of merchandise exported by these establishments in 2007 totalled $4.3 billion, or 1.0% of the total value of domestic exports. By comparison, exporters with 200 or more employees that exported more than $25 million worth of merchandise were a small minority (1.6%). Nevertheless, these exporters were responsible for $170 billion worth of domestic exports, 41.1% of the total value of exports in 2007 (Table 8).

Provinces

In 2007, 40,873 or 90.4% of Canadian exporting establishments were located in the following provinces: Ontario (45.5%); Quebec (22.1%); British Columbia (14.0%) and Alberta (8.8%). In terms of value of domestic exports, Ontario continued to occupy the largest share at 42.9% followed by Alberta (21.6%), Quebec (17.1%) and British Columbia (7.6%) (Table 9 and Table 10).

Between 2006 and 2007, the largest decrease in the number of exporters was found in Ontario. This province reported 1,355 fewer exporters and accounted for 45% of the decline in the national number of exporters. Quebec reported 827 fewer exporters (27% of the national total) (Table 9).

Between 2006 and 2007, the largest decrease in terms of losses in the value of Canadian domestic exports was found in British Columbia, this province reported a loss of 5.7% (Table 10).

Average Export Value

The value of exports per exporting establishment varies widely across Canada, ranging from a high of $33.4 million in Newfoundland and Labrador to a low of $3.9 million in Prince Edward Island (Table 10).

New exporters

New exporters accounted for 4.5% of all exporters in 2007, while the total value exported by this group was $3.1 billion. The average value exported by each new exporter averaged $1.5 million per establishment in 2007.

Another characteristic of the new exporters that is different than the average exporter is their decreasing reliance on the United States as an export destination. In 2007, 60% of new exporters shipped to the United States and 47% of their value of exports went to the U.S. which is different than the typical exporter of 2007 where 81% of establishments export to the U.S. which accounts for 79% of their value of domestic exports.

The overwhelming majority of new exporters exported less than $1 million in their first year (88.5% in 2007). In 2007, their exports made up over 9% of the total value exported by new exporters.

The majority of new exporters belonged to the non-manufacturing sector (74.4% in 2007), contributing 65.7% to the total export value generated by new exporters.

The provincial pattern of new exporters is similar to that of exporters in general, with the majority of them residing in Ontario (40.4%), Quebec (19.3%), Alberta (17.1%) and British Columbia (14.6%).

83.5% of new exporters had fewer than 50 employees and accounted for 55.9% of the value of domestic exports by new exporters. Approximately 5% of establishments had 200 employees or more contributing 27% of the total value of domestic exports by new exporters.

Exporting Patterns

Almost one third of all establishments that exported in 2007 had also exported every year since 1996. These veteran exporters accounted for 72% of all exports in 2007. They also tended to have more employees. Indeed, 53% of them employed 200 or more employees as opposed to only 6.3% of the general exporting community.

Establishments with high export values were also more likely to have greater export experience. In 2007, 67.2% of exporters who had exported $25 million or more had also engaged in export activity every year between 1996 and 2007. In contrast only 16.7% of those who had exported under $100,000 in 2007 had done so.

The data show that the longer an establishment refrains from exporting activities, the less likely it is to resume exporting. Indeed, of the 4,800 establishments that had ceased exporting in 1996, about one third resumed export activities the following year (1997), and another 12% the year after that (1998). About one-third (36%) of them had not resumed exporting by 2007.

Enterprises

In 2007, the Canadian exporter community consisted of some 45,260 exporting establishments which were represented by 36,303 enterprises (see Methodology and data concepts and definitions section for further description of establishments and enterprises). The following analysis focuses on enterprise data only.

For the purposes of the Exporter Register, enterprises are classified as one of three types:

- Single-establishment, single exporter enterprises (one establishment that exported);
- Multi-establishment, single exporter enterprises (Type I, numerous establishments, one of which exported); and

- Multi-establishment, multi-exporter enterprises (Type II, numerous establishments, several of which exported).

In 2007, the majority of exporters (91.2%) were single-establishment enterprises. These enterprises accounted for 39.9% of the total value of exports. The remaining 8.8% were multi-establishment enterprises. Type I enterprises represented 5.2% of exporting enterprises and 10.1% of value of exports. Type II enterprises represented 3.0% of enterprises and 51% of value of exports.

The 50 largest exporting enterprises accounted for almost half (48.8%) of total exports.

Methodology, data concepts and definitions

Methodology

This section explains the basic methodology used to estimate the number of exporters by industry (NAICS), exporter size, province of residence, destination and number of employees (for 2007 only). Essentially, there are two fundamental parts involved in this process: the data linkage process and the estimation of the unlinked documents.

Data linkage process

Statistics Canada obtains trade data from two main sources: U.S. Customs documents and Canada Border Services Agency (CBSA) documents.

In 1990, a Memorandum of Understanding (MOU) was signed between Canada and the United States to exchange import data. Through this MOU, each country obtains a comprehensive list of exports to the other country. This is currently the largest source of export data in Canada. All remaining data on Canadian commodity exports destined for consumption in countries other than the United States are obtained from CBSA documents. The data from the two different sources are processed differently during the linkage process.

Step 1. Validate the exporter.

Exports to the United States: According to the Exporter Register Database, exports to the United States accounted for almost 79% of the value of Canada's annual domestic exports in 2007 (Table 4-2 and Table 4-3). Each U.S. Customs document contains a vendor identification (ID) code. This code is constructed using the name and address of the Canadian exporter.

For each vendor ID code, it is necessary to:

- Standardize: Each initial vendor ID code is assigned two codes. The first is a revised/ standardized municipality, based on the Statistics Canada (StatCan) municipality library. The second is a revised/standardized province code (two-digit StatCan numeric code); and
- Un-duplicate: Each initial vendor ID code (for a unique exporter and location) is linked to a single standard identification code for each vendor.

The duplication problem arises because the descriptive information (namely, vendor name and address) is not a standardized field on the U.S. Customs document.

For example, the municipality of "ST JOHNS" (as it is written in the StatCan municipality library) in Newfoundland (standardized province is 10) has been reported in a number of ways, including "Saint Johns", "St. Johns", "St. John's", "Saint John", "Saint Jean" and "St Jean", while the province has been reported as "Newfoundland", "Nfld", "Terre-Neuve", and "TN".

This makes any automated linkage exercise very difficult, because each different spelling or listing is considered a different item. So, an initial automated processing of the file is performed using the Postal Address Analysis System at Statistics Canada. This generalized application attempts to rearrange a freeform address into standardized positioned components.

Exports to destinations other than the United States: According to the Exporter Register Database exports to non-U.S. destinations accounted for about 21% of the value of Canada's total domestic exports in 2007 (Table 4-1 and Table 4-3).

Within each record, an exporter ID code is attached. Unlike documents for exports to the United States, the exporter ID code can come from various sources. The exporter ID can be a payroll deduction number, a Customs and Excise number or, since 1997, a business number. However, in many cases, the exporter ID field is not completed. In such instances, a 'dummy' StatCan code is assigned, and then the name and address information is captured and stored. Each of the previously mentioned codes also has a repository of names and addresses.

For each exporter ID code, it is necessary to

- Standardize: Each initial exporter ID code is assigned a revised/standardized municipality, based on the StatCan municipality library, and a revised/standardized province (two-digit StatCan numeric code); and

- Un-duplicate: Each initial exporter ID code for a single exporter and location is linked to a unique revised exporter ID code.

As with exports to the United States, the present descriptive information (name and address) is not standardized. Again, an initial automated processing of the file is performed using the Postal Address Analysis System.

Step 2: Link exports to U.S. destinations and exports to non-U.S. destinations by name and address of the exporter.
After the standardizing and unduplication processes are completed, it is then possible to aggregate exports by unique exporter at the location level.

This process delivers a concordance file containing many initial ID codes for U.S. and non-U.S. destinations linked to one standardized exporter ID.

Step 3: Link unduplicated exporter information.
The final step is to ensure a proper linkage between the Business Register and the new file of exporters created for the Exporter Register Database.

Non-residents: Where feasible, exports by non-residents are allocated to their Canadian subsidiaries. When no Canadian subsidiary exists, non-residents are considered unlinked and Canadian exporters are estimated during the estimation process. For example, if a U.S. corporation is listed as the exporter of record on the Customs documentation for a given domestic export from Canada, then the corporation's Canadian subsidiary, not the U.S. establishment, will be linked as the exporter.

Estimation of the unlinked portion

A relatively small but significant portion of the documents was not successfully linked to the Business Register. Therefore, based on the linked portion alone, the number of exporters underestimates the true size of the exporting community.

Moreover, the linked portion cannot provide consistent estimates when the linkage rate changes over time. This is the case for exports to countries other than the United States, where the proportion of unlinked documents shrank from an average of about 45% between 1993 and 1995 down to around 10% between 1996 and 2007. By contrast, coverage for U.S. destinations was high and relatively constant from 1993 to 2007 (Table 11).

The number of exporting establishments and the value of their exports were estimated for the unlinked portion, in order to provide a more complete and reliable picture of the exporting community.

The estimation methodology first uses the patterns of the linked portion to provide estimates for the unlinked portion, and then follows these steps:

Step 1. Estimate the export value of the unlinked portion by North American Industry Classification System (NAICS) industry, exporter size, employee class (for 2007 only), province and trading area.
First for 1997 to 1999, the estimated total value of non-captured documents is distributed to commodities, provinces and destinations, for inclusion in the estimates as part of the unlinked portion. These non-captured documents show exports of less than $10,000 in value to non-U.S. destinations. This is done using the distribution of the value observed in similar recorded transactions within the linked portion of exports to non-U.S. destinations. All documents were captured in 2007 regardless of destination or export value.

Second, the export value of the unlinked portion is distributed by NAICS industry, exporter size and employment (for 2007 only) based on observed patterns in the linked portion. For example, in the Fruit and other vegetable farms industry, if the export values of apples in documents of $30,000 to $100,000 has been equally reported by establishments of two sizes ($30,000 to $99,999 and $100,000 to $999,999) in the linked portion, then the value of the exported apples in an unlinked $50,000 document would be distributed equally between these two exporter sizes in this industry.

Third, the province of origin reported on the unlinked documents is used to approximate the province of residency of the exporters.

Fourth, the destination reported on the unlinked portion by NAICS industry, size and employee class (for 2007 only) is distributed to various trading area combinations based on the linked patterns. For example, exports to Japan of $30,000 to $100,000 from the Fruit and other vegetable farms industry would be equally distributed to 'Japan only' and 'Japan and Mexico', if this were the pattern observed in the linked portion. This is necessary because an exporter can export to multiple countries. Therefore, summing the number of exporters by destination will not yield the accurate number of exporters. The distribution by trading area combination tries to split exports by 'unique exporters', where the sum of exporters by these trading area combinations equals the total number of exporters.

Step 2. Calculate the average exports per establishment for each industry, exporter size and employee class (for 2007 only) in the linked portion.
It is assumed that this average should be the same for a given industry, size and employee class (for 2007 only) across provinces and destinations. The geometric mean formula has been used because of the uneven distribution of exports by establishment. Namely, there is a much greater number of smaller exporting establishments than larger ones.

Step 3. Estimate the number of exporters by NAICS industry, size, employee class (for 2007 only), province and destination.
To obtain counts of exporting establishments, divide the exports (sorted by NAICS industry, size, and province and trading area combination, as well as by employee class for 2007 only), by the average export value per establishment and size. Estimates of the population counts by destination are obtained by adding all the trading area combinations for each destination in which the unlinked portion is involved. For example, for Japan, to obtain the total number of unlinked exporters of size $30,000 to $100,000 for the Fruit and other vegetable farms industry, add the count of 'Japan only' plus 'Japan and Mexico;' for Mexico, add 'Mexico only' plus 'Japan and Mexico.' In this way, the exporter exporting to both Mexico and Japan is counted as exporting to both countries.

This methodology is applied at an aggregation level that balances homogeneity of the aggregates and reliability (minimum of observations). The most detailed level of industry classification available for establishments was the six-digit NAICS. To ensure a minimum number of exporters in the linked portion, establishments were aggregated to the four-digit NAICS level (or higher in some cases) to form 137 industry classes.

The exporter size, employment class (for 2007 only) and destination categories used in the tables of this publication were the same as those used for aggregation. The province and territory categories were used without aggregation. At this level of aggregation, estimated counts were rounded to the closest integer value.

In cases where unlinked documents did not have the corresponding patterns in the linked portion at the detailed level, the closest pattern available was used. For example, if the linked establishments did not export apples, then the exports of 'unlinked apples' was distributed according to the distribution of a more aggregated HS (Harmonized Description and Coding System) class for apples.

Results

The estimated counts for the unlinked portion represent 4% of the total number of exporters from 1996 to 2002, and 8% from 2003 to 2007. This is similar to the proportions of unlinked documents over the same periods. The proportion of unlinked value is only about 2% from 1993 to 2001, and about 5% from 2003 to 2007. This reflects the fact that low-value documents are more likely to be unlinked and, therefore, are more likely to be associated with smaller establishments with a lower average value of exports.

Potential sources of error

The unique nature of the source data in the Exporter Register Database lends itself to unique potential sources of error. The following are the most prominent sources of error:

- Incorrect classification of commodities
- Incorrect identification of destination or origin (a trade misallocation - for example, some exports are reported as going to the United States, when in fact they are only traveling through the United States on their way to another country)·
- Trade undercoverage (occurs when exporting establishments do not file export documents)
- Incorrect valuation of exports
- Data capture errors
- Incorrect data linkages (owing to clerical errors or poorly reported information).

Linkage Rates

The most appropriate data quality measure for these data is the linkage rates of the population. For the period 1993 to 2007, these rates indicate that, on average, 96% of the documents and 98% of the export value destined for the United States were linked to a valid establishment. Similarly, for the same period, on average 83% of the Customs documents and 93% of the value bound for non-U.S. destinations were linked. Table 11 highlights the annual linkage rates.

Data quality of unlinked establishments

There are two main sources of error to consider:

Biases

The main problem with these estimates relates to biases in the linked portion patterns. The most important bias stems from the assumption that the average export value per establishment is the same in both the linked and unlinked portions. This assumption means that the unlinked documents are not related to establishments already in the linked portion. However, an unknown proportion of unlinked documents are indeed related to linked establishments. This implies that the number of establishments corresponding to the unlinked portion is overestimated.

This overestimation is not believed to be too serious and is partially offset by a second source of bias. The larger establishments tend to be matched more effectively to the Business Register.

This increases the average exports per establishment in the linked portion, and thus creates a downward bias in the population estimates. This was more prevalent in the period 1993 to 1995 for low-value export documents to non-U.S. destinations.

Variance

If the observed exports per establishment in the linked portion vary a lot between establishments within the same group, the resulting estimates are likely to be less reliable. Therefore, the variance of the population estimates is directly related to the variance of the exports per establishment within establishment groupings. For 2007, the coefficient of variation of exports (after logarithmic transformation) by industry, exporter size, employee class, province and destination was less than 1% for 97% of the groups.

Data concepts and definitions

Statistical units of measure

Statistics Canada's Business Register is a central repository of information on businesses operating in Canada. It is used as the principal frame for most of Statistics Canada's economic statistical programs,

including the Exporter Register Database. The Business Register provides consistent and standardized data at the establishment and enterprise levels for each year under consideration.

The standardized business classification model developed at Statistics Canada comprises a four level hierarchy of statistical entities:

- **Enterprise** — the top of the hierarchy, which is associated with a complete (consolidated) set of financial statements;
- **Company** — the level at which operating profit can be measured;
- **Establishment** — the level at which the accounting data required to measure production are available (principal inputs, revenues, wages, etc.); and
- **Location** — the bottom of the hierarchy, which requires only the number of employees for delineation.

As in previous editions of this report, the statistical unit used in the Exporter Register Database is the statistical establishment, which represents a unit of production, such as a factory, plant or a head office. A statistical enterprise represents the sum of the statistical establishments under its control.

The industry of the exporting establishment may sometimes be different from the industry of the enterprise. Although this publication attributes exports to the industry of the exporting establishment, data are also given for the top 50 enterprises that export.

This publication conforms to the North American Industry Classification System (NAICS). NAICS is an industry classification system developed by the statistical agencies of Canada, Mexico and the United States. It provides common definitions of the industrial structure of the three countries and a common statistical framework to facilitate the analysis of the three economies.

The Exporter Register Database provides time-series statistics on exporting establishments and enterprises. Using the Business Register to link statistical entities through time is a complex task because of the frequency of re-organizations, mergers and takeovers, which often impact only the structure of the enterprise and leave the structure of the establishment unaffected. A new enterprise identifier is not always created when the structure of an enterprise changes. Therefore, the most recent structure is allocated throughout the period 1993 to 2007 in the Exporter Register Database.

As an example, consider two hypothetical enterprises called ABC and YYZ. Enterprise YYZ began exporting in 1993 and was taken over by ABC in 1998. During the takeover, ABC transferred its own business identifier to YYZ. The Exporter Register Database looks at the most recent data year available on the Business Register and transfers this information to the Exporter Register Database for all years under consideration. In 2007, YYZ is no longer on the Business Register; only ABC exists. Suppose that ABC also began exporting in 1993. Throughout the time series, ABC would now replace YYZ.

Technically, both enterprises co-existed for a period (1993 to 1997); however, because of the data refreshment on the Exporter Register Database in 2007, only one enterprise (ABC) is recorded as existing from 1993 to 2007.

It is important to note that this situation occurs only at the enterprise level: the establishment identifier number does not usually change during mergers or takeovers. This is the one reason why the establishment level was selected to measure the exporter population.

Another reason for using the establishment as the main statistical unit of measure is that it allows estimation at the provincial/territorial level. An enterprise often operates several establishments. These establishments can be located in more than one province/territory. Since a single establishment operates from one province or territory only, deriving provincial/territorial estimates at the establishment level is more meaningful.

Coverage of the Exporter Register Database

Merchandise trade transactions for a given year include domestically produced exports as well as re-exports.[1] The Exporter Register Database includes only the value of domestically produced exports and covers more than 95% of these domestic exports. The remaining share not covered can be attributed to the following:

- **Very small exporters:** Establishments with annual exports of less than $30,000 during every year from 1993 to 2007 are outside the scope of the Exporter Register Database. It can be difficult to identify, track and classify small exporters by business frame because of the infrequency of their exports or the low quality of the source documents. Many of these exporters are unincorporated businesses, individuals or institutions whose export patterns are irregular and difficult to monitor. As a result, exporters with less than $30,000 in exports for every year from 1993 to 2007 are not included in the Exporter Register Database.

- **Special trade transactions:** Merchandise exports are a record of commodities that cross the border. Exporters range from large multinational corporations to individuals sending personal effects to another country. The objective of the Exporter Register Database is to identify Canadian establishments that export. Therefore it is important to remove all data unrelated to business activity. One way to do this is to eliminate all commodities that would most likely be exported by individuals for personal, non-business use. These commodities are mainly identified in Chapter 99 of the Harmonized Description and Coding System used by the International Trade.

- **Confidential transactions:** Transactions that are allocated to Chapter 99 are not included in the Exporter Register Database.

For comparative purposes, Table 4-1 contains the Exporter Register Database value totals and ITD published totals for domestic export values. Table 12 outlines a list of the commodities not covered by the Exporter Register Database.

Non-reported trade

Canadian export transactions valued at less than $2,000 to non-U.S. destinations are not required to be reported to Canada Border Services Agency (CBSA). Therefore, this information does not appear in Statistics Canada's export statistics, and as a result they do not appear on the Exporter Register Database.

Existing dimensions of the Exporter Register Database

The Exporter Register Database currently disseminates data on the number of exporters and the value of exports by industry grouping, exporter size, province of residence, and destination of export. In this edition of the Register, exporters are also grouped by their employment size (for 2007 only). Multidimensional tables at aggregated levels are also available. Despite aggregation, not all data in this format can be released because of confidentiality issues. Some descriptive background information on each of these dimensions follows.

- **Industrial classification:** The Exporter Register Database classifies exporters by the North American Industry Classification System (NAICS). The original version of the Exporter Register Database classified exporters by the Standard Industrial Classification for Establishments (SIC-E), which is based on products and relates to the producer, not the exporter. The NAICS system is a comprehensive system encompassing all economic activities of the establishment under consideration.

  To illustrate, consider an enterprise ABC that is composed of two separate establishments (situated in different provinces). One establishment (a plant) only produces goods, whereas the other establishment (a wholesaler) only distributes them. Each establishment has its own NAICS code. If the distributing establishment always acts as the exporter for ABC, then this will be the establishment included in the Exporter Register Database and the exports will be attributed to the wholesale trade NAICS code. This

can explain why the Wholesale trade industry accounts for such a significant share of exports—13% of total value and 22% of exporting establishments in 2007 (Table 1-1 and Table 2-1).

A similar phenomenon holds for the Business Services industry. One reason why this industry accounted for 5% of the total value of exports and 9% of exporting establishments in 2007 stems from corporate head offices being listed as the exporter of record (Table 1-1 and Table 2-1). If a corporate head office reports the domestic export, then the NAICS code for the head office (a business services code) is attributed to that exporter.

The Exporter Register Database covers trade in domestically produced merchandise, but does not include trade in services. However, if a service-producing establishment (e.g., a consultant) exported goods (e.g., computer equipment), then this establishment (and the value of the goods exported) would be included on the Exporter Register Database, yet the NAICS code would be a business services code.

- **Exporter size:** This concept is a key variable in the analysis of the exporting community, given the high proportion of exports by a small proportion of exporters. Each exporting establishment has been assigned to a size class according to the value of its total domestic exports (and employment for 2007 only). Since the 'exporter size' variable refers only to the value of the establishment's exports, it is possible to have a large producer in terms of employment classified as a small exporter in terms of the value of exports.

- **Employment size:** The number of exporting establishments and the value of their exports are also grouped according to employment counts for 2007 only.

- **Province of residence:** The term 'province of residence' represents the province/territory where the exporting establishment is located. 'Province of origin' represents the province/territory where the commodities under consideration are grown, extracted, processed or manufactured.

  Statistics Canada's International Trade Division reports merchandise trade statistics by province of origin. The Exporter Register Database reports exports by province of residence of the exporting establishment. By identifying the exporter, commodities are classified according to the residence of the exporter, rather than the origin of the manufacturer or producer. This is important because manufacturing a commodity is a different activity than exporting one.

  For example, suppose a commodity is manufactured in Ontario and exported by an establishment located in Nova Scotia. Ontario would be the province of origin reported on the Customs document, despite the fact that the exporter resides in Nova Scotia. The exporter's province of residence is obtained from the Customs document. Often, the same establishment performs the production and exporting activities. However when these activities are separated and located in different provinces/territories, the province of origin and province of residence do not coincide.

  Table 13 shows that Quebec, Ontario and Alberta have higher percentage shares of total value of exports by province of residence than by province of origin. This indicates that these provinces had slightly more commodity-exporting activities than commodity-producing activities. This may be attributed to wholesaling industries and the activities of head offices. The opposite holds true for Newfoundland and Labrador, Prince Edward Island, Nova Scotia, Manitoba, Saskatchewan and British Columbia (including the territories); they showed slightly higher production values than export values. New Brunswick demonstrated no significant difference between the two measures.

- **Destination:** The destination countries or states (of the United States) indicated on Customs documents are used to allocate an establishment's exports. Specific destinations were aggregated to five U.S. regions and to five country groupings. These groupings are further aggregated to U.S., non-U.S., U.S. only, non-U.S. only, both U.S. and non-U.S., and a total of all countries. The detail break-downs of each of these destination groupings are listed as the follows:

  U.S. Grouping

  - **Eastern Seaboard:** Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, North Carolina, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia

- **Industrial Heartland:** Illinois, Indiana, Kentucky, Michigan, Ohio, Wisconsin

- **Midwest:** Colorado, Iowa, Idaho, Kansas, Minnesota, Missouri, Montana, North Dakota, Nebraska, New Mexico, Oklahoma, South Dakota, Texas, Utah, Wyoming

- **Southeast:** Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, Puerto Rico, South Carolina, Tennessee, U.S. Virgin Islands

- **West:** Arizona, Alaska, California, Hawaii, Oregon, Nevada, Washington

Non-U.S. Grouping:

- **European Union:** Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, San Marino, Slovakia, Slovenia, Spain, Sweden, United Kingdom

- **South America:** Argentina, Bolivia, Brazil, Chile, Columbia, Ecuador, Falkland Islands, French Guyana, Guyana, Peru, Paraguay, Surinam, Uruguay, Venezuela

- **Other:** this category comprises 203 countries that are not already listed in the above mentioned categories.

Note that an establishment can export to different destinations and can, therefore, be counted in more than one destination. For this reason, the population counts shown in tables 3-2 and 3-3 do not always add up. For example, adding the exporters who export to U.S. destinations to the exporters who export to non-U.S. destinations will not give the total number of exporters. However summing exporter counts in three aggregates U.S. only, non-U.S. only, and both U.S. and non-U.S. will yield the total number of exporters.

1. Re-exports represent commodities imported to Canada and exported to another country without being materially transformed. This includes foreign goods withdrawn for export from bonded customs warehouses. This definition does not apply to commodities of United States origin that return to the United States from Canada without being transformed. These goods are coded to HS 9904.00

Data tables

Table 1-1 Number of exporting establishments, by North American Industry Classification System(NAICS)

	Agriculture, Forestry, Fishing and Hunting	Mining, Oil and Gas Extraction	Utilities	Construction	Manufacturing	Wholesale Trade	Retail Trade
				number			
2007	2,057	510	62	1,275	20,358	10,104	1,838
2006	2,074	523	76	1,377	21,503	10,954	2,053
2005	2,193	505	67	1,450	21,633	11,270	2,290
2004	2,306	481	66	1,456	21,570	11,234	2,386
2003	2,336	492	57	1,390	21,510	11,161	2,341
2002	2,542	457	66	1,371	21,285	10,931	2,585
2001	2,509	486	55	1,285	20,714	10,749	2,364
2000	2,457	437	61	1,206	20,425	10,550	2,228
1999	2,239	394	56	1,131	19,800	10,420	2,141
1998	2,238	384	54	943	19,164	10,104	1,794
1997	2,120	408	54	908	18,565	10,070	1,615
1996	2,030	384	48	830	17,676	9,616	1,629
1995	2,016	390	46	691	18,017	8,577	1,465
1994	1,971	350	51	595	16,732	7,707	1,350
1993	1,894	359	46	491	15,667	7,079	1,058

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 1-1 Number of exporting establishments, by North American Industry Classification System (NAICS) (continued)

	Transportation and Warehousing	Information and Cultural Industries	Finance and Insurance	Business Services[1]	Other[2]	Total
				number		
2007	1,650	495	1,199	4,078	1,634	**45,260**
2006	1,706	562	1,315	4,326	1,836	**48,305**
2005	1,778	607	1,347	4,398	1,881	**49,419**
2004	1,765	609	1,306	4,303	1,805	**49,287**
2003	1,544	585	1,188	4,055	1,631	**48,290**
2002	1,605	575	1,164	3,854	1,549	**47,984**
2001	1,596	587	1,157	3,727	1,484	**46,713**
2000	1,595	594	1,122	3,568	1,400	**45,643**
1999	1,482	563	1,048	3,341	1,296	**43,911**
1998	1,500	545	976	3,154	1,140	**41,996**
1997	1,265	540	924	3,038	1,086	**40,593**
1996	1,218	521	885	2,737	1,009	**38,583**
1995	1,133	512	741	2,327	1,002	**36,917**
1994	950	497	700	2,009	882	**33,794**
1993	898	408	639	1,708	765	**31,012**

1. Includes the following industries: Professional, Scientific and Technical Services; Management of Companies and Enterprises; and Administrative and support, Waste Management and Remediation Services.
2. Includes the following industries: Educational Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; Accommodation and Food Services; Other Services; and Public Administration.

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 1-2 Number of exporting establishments in the manufacturing industry, by commodity groups

	Food	Beverage and Tobacco	Textile Mills	Textile Product Mills	Clothing	Leather and Allied Products	Wood Products	Paper
				number				
2007	1,394	134	275	275	847	134	1,181	564
2006	1,508	154	271	299	962	141	1,302	590
2005	1,553	151	272	296	890	142	1,378	576
2004	1,527	157	289	290	827	141	1,377	608
2003	1,542	153	268	296	891	145	1,412	594
2002	1,540	157	285	291	902	145	1,434	602
2001	1,514	135	267	291	917	156	1,412	592
2000	1,499	130	277	289	914	159	1,416	576
1999	1,469	131	267	285	901	164	1,373	559
1998	1,450	135	255	270	857	173	1,291	554
1997	1,439	138	243	252	822	159	1,273	527
1996	1,358	126	231	246	778	153	1,224	517
1995	1,455	140	248	260	786	162	1,189	523
1994	1,330	124	237	236	705	154	1,101	504
1993	1,318	136	228	200	672	135	1,014	457

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 1-2 Number of exporting establishments in the manufacturing industry, by commodity groups (continued)

	Printing and Related Support Activities	Petroleum and Coal Products	Chemical	Plastic and Rubber Products	Non-Metallic Mineral Products	Primary Metal	Fabricated Metal Products
				number			
2007	737	120	1,146	1,512	589	454	2,684
2006	771	119	1,181	1,632	613	439	2,783
2005	822	126	1,186	1,636	595	448	2,772
2004	835	119	1,170	1,634	605	453	2,748
2003	841	110	1,135	1,653	585	444	2,772
2002	842	106	1,108	1,610	598	443	2,703
2001	814	103	1,092	1,573	583	418	2,658
2000	781	102	1,088	1,538	570	418	2,610
1999	762	96	1,071	1,487	551	404	2,520
1998	713	98	1,050	1,468	535	407	2,435
1997	705	95	1,028	1,407	508	403	2,324
1996	657	93	975	1,320	487	388	2,206
1995	654	110	1,050	1,336	510	400	2,213
1994	585	114	992	1,246	486	383	2,123
1993	563	99	954	1,162	436	374	1,927

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 1-2 Number of exporting establishments in the manufacturing industry, by commodity groups (Continued)

	Machinery	Computer and Electronic Products	Electrical Equipment Appliance and Component	Trans-portation Equipment	Furniture and Related Products	Miscellaneous Manufacturing	Manufacturing Industry Total
				number			
2007	2,893	1,290	659	1,251	971	1,248	**20,358**
2006	3,024	1,348	661	1,305	1,059	1,341	**21,503**
2005	2,997	1,373	673	1,303	1,124	1,320	**21,633**
2004	2,957	1,321	671	1,317	1,174	1,350	**21,570**
2003	2,859	1,311	670	1,308	1,203	1,318	**21,510**
2002	2,773	1,319	669	1,268	1,198	1,292	**21,285**
2001	2,675	1,236	687	1,228	1,175	1,188	**20,714**
2000	2,637	1,226	642	1,209	1,149	1,195	**20,425**
1999	2,574	1,208	623	1,146	1,093	1,116	**19,800**
1998	2,504	1,176	603	1,108	1,025	1,057	**19,164**
1997	2,441	1,154	580	1,073	944	1,050	**18,565**
1996	2,344	1,098	558	1,048	886	983	**17,676**
1995	2,368	1,124	560	1,066	825	1,038	**18,017**
1994	2,208	1,028	531	969	734	942	**16,732**
1993	2,091	975	502	912	639	873	**15,667**

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 2-1 Value of domestic exports, by North American Industry Classification System (NAICS)

	Agriculture, Forestry, Fishing and Hunting	Mining, Oil and Gas Extraction	Utilities	Construction	Manufacturing	Wholesale Trade	Retail Trade
				millions of dollars			
2007	4,378	35,586	6,517	1,731	243,420	52,880	2,561
2006	4,361	32,836	4,733	1,596	244,134	49,047	2,040
2005	4,488	27,275	4,632	2,169	241,976	48,099	1,813
2004	4,257	22,573	2,818	1,472	240,850	47,029	1,478
2003	4,370	18,119	2,940	1,496	222,820	42,270	1,527
2002	5,328	16,109	3,927	1,182	246,185	36,927	1,982
2001	4,595	14,648	6,658	960	237,598	43,192	1,924
2000	4,427	15,634	9,172	794	252,981	40,030	1,628
1999	3,784	9,946	5,537	616	228,679	35,500	1,463
1998	3,642	9,772	4,649	519	200,429	36,793	1,116
1997	3,690	11,522	5,691	437	180,743	38,739	949
1996	3,495	11,231	5,642	458	164,866	35,273	940
1995	3,004	10,464	5,191	965	166,418	31,502	957
1994	2,786	9,150	3,881	744	141,957	28,012	816
1993	2,047	7,978	3,501	755	116,309	24,792	699

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 2-1 Value of domestic exports, by North American Industry Classification System (NAICS) (continued)

	Transportation and Warehousing	Information and Cultural Industries	Finance and Insurance	Business Services[1]	Other[2]	Total
			millions of dollars			
2007	14,803	514	29,410	19,933	2,013	**413,748**
2006	15,262	504	28,469	19,456	1,936	**404,373**
2005	18,187	607	30,831	19,770	1,682	**401,528**
2004	15,299	692	23,696	16,849	1,504	**378,517**
2003	15,269	583	21,389	15,598	1,755	**348,136**
2002	10,589	607	17,364	16,862	2,085	**359,148**
2001	15,057	717	22,922	16,423	2,545	**367,239**
2000	12,247	628	20,379	18,037	2,400	**378,356**
1999	8,112	571	13,120	16,170	2,266	**325,766**
1998	5,443	539	12,606	16,539	1,836	**293,885**
1997	6,323	386	12,086	16,391	2,003	**278,960**
1996	5,523	498	11,174	15,772	2,287	**257,158**
1995	5,166	433	8,924	8,588	2,696	**244,310**
1994	4,058	384	10,136	7,133	2,090	**211,148**
1993	3,124	422	8,723	6,093	1,986	**176,429**

1. Includes the following industries: Professional, Scientific and Technical Services; Management of Companies and Enterprises; and Administrative and support, Waste Management and Remediation Services.
2. Includes the following industries: Educational Services; Health Care and Social Assistance; Arts, Entertainment and Recreation; Accommodation and Food Services; Other Services; and Public Administration.

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 2-2 Value of domestic export of the manufacturing industry, by commodity group

	Food	Beverage and Tobacco	Textile Mills	Textile Product Mills	Clothing	Leather and Allied Products	Wood Products	Paper
				millions of dollars				
2007	11,979	903	1,060	712	981	104	9,029	15,111
2006	11,647	924	1,270	832	1,236	116	11,693	16,370
2005	12,260	918	1,556	928	1,371	143	13,471	16,294
2004	12,503	1,125	1,683	838	1,730	170	15,461	16,715
2003	11,225	1,251	1,772	789	1,887	169	12,976	16,366
2002	11,663	1,306	1,904	870	2,092	206	13,116	18,249
2001	11,118	1,452	1,975	731	2,097	222	13,284	19,467
2000	9,971	1,318	1,838	733	2,294	210	13,173	20,003
1999	9,232	1,421	1,708	685	2,174	230	12,318	17,718
1998	8,430	1,399	1,631	581	2,018	259	10,644	15,877
1997	7,715	1,287	1,477	493	1,641	271	10,234	14,683
1996	6,476	1,164	1,207	499	1,323	249	9,479	15,119
1995	5,631	1,017	948	457	1,073	284	11,459	17,685
1994	5,239	1,028	785	401	815	281	10,033	12,342
1993	4,593	1,390	612	283	625	201	7,845	10,730

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 2-2 Value of domestic export of the manufacturing industry, by commodity group (continued)

	Printing and Related Support Activities	Petroleum and Coal Products	Chemical	Plastic and Rubber Products	Non-Metallic Mineral Products	Primary Metal	Fabricated Metal Products
				millions of dollars			
2007	1,299	12,906	20,380	9,923	2,088	33,655	8,645
2006	1,428	10,763	18,867	10,894	2,299	28,297	8,656
2005	1,591	10,439	16,722	11,042	2,153	23,209	8,759
2004	1,624	8,248	15,740	11,029	2,253	20,896	8,733
2003	1,823	6,079	13,254	10,873	2,207	15,968	8,506
2002	1,972	4,856	12,947	11,155	2,347	17,213	9,269
2001	1,856	4,926	12,674	9,771	2,380	15,870	8,832
2000	1,712	3,949	12,330	9,313	2,385	16,247	8,720
1999	1,478	2,790	10,302	8,340	2,413	15,439	8,108
1998	1,299	2,230	9,385	7,453	2,215	15,810	7,411
1997	1,077	2,843	8,905	6,516	2,043	15,234	6,423
1996	945	3,374	7,628	5,781	1,830	14,306	6,015
1995	840	3,145	8,971	5,834	1,684	14,926	5,649
1994	625	2,445	7,270	5,313	1,402	11,773	5,034
1993	504	2,484	6,053	4,258	1,062	10,401	3,709

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 2-2 Value of domestic export of the manufacturing industry, by commodity group (continued)

	Machinery	Computer and Electronic Products	Electrical Equipment Appliance and Component	Trans-portation Equipment	Furniture and Related Products	Miscellaneous Manufacturing	Manufacturing Industry Total
				millions of dollars			
2007	16,807	10,507	3,746	75,899	3,471	4,213	**243,420**
2006	16,392	11,214	3,989	79,258	3,839	4,151	**244,134**
2005	15,042	11,590	3,622	83,364	4,130	3,374	**241,976**
2004	12,938	12,248	3,468	85,455	4,415	3,578	**240,850**
2003	12,112	11,146	3,225	83,316	4,589	3,288	**222,820**
2002	13,365	12,686	3,777	98,649	5,053	3,490	**246,185**
2001	13,063	15,104	5,094	89,819	4,982	2,878	**237,598**
2000	12,877	25,419	6,185	95,129	5,185	3,990	**252,981**
1999	11,347	15,812	4,711	95,148	4,493	2,810	**228,679**
1998	11,097	12,309	3,724	79,865	3,749	3,040	**200,429**
1997	9,656	10,483	3,202	70,943	2,920	2,697	**180,743**
1996	8,458	9,506	2,674	64,196	2,333	2,304	**164,866**
1995	7,774	9,445	2,315	63,327	1,937	2,015	**166,418**
1994	6,631	7,016	1,788	58,323	1,559	1,852	**141,957**
1993	5,042	3,912	1,289	48,455	1,165	1,697	**116,309**

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 3-1 Number of exporting establishments, by export destination

	United States only	Non-United States only	Both United States and Non-United States	Total
		number		
2007	26,960	8,446	9,854	**45,260**
2006	28,522	8,679	11,104	**48,305**
2005	29,161	8,890	11,368	**49,419**
2004	29,770	8,435	11,082	**49,287**
2003	30,911	7,140	10,239	**48,290**
2002	33,260	6,095	8,629	**47,984**
2001	33,227	5,546	7,940	**46,713**
2000	32,789	5,332	7,522	**45,643**
1999	30,812	5,466	7,633	**43,911**
1998	28,681	5,662	7,653	**41,996**
1997	27,032	5,696	7,865	**40,593**
1996	23,900	5,966	8,717	**38,583**
1995	27,198	3,444	6,275	**36,917**
1994	25,474	2,940	5,380	**33,794**
1993	22,845	2,894	5,273	**31,012**

Note: The categories United States only; Non-United States only; and Both United States and non-United States will add up to the Exporter Register Database total.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 3-2 Number of exporting establishments by export destination to the United States

	Eastern Seaboard	Industrial Heartland	Midwest	Southeast	West	Total
			number			
2007	24,327	20,188	19,782	16,207	18,584	**36,814**
2006	25,889	21,469	20,646	17,090	19,733	**39,626**
2005	26,322	21,501	20,621	17,221	19,859	**40,529**
2004	26,470	21,758	20,432	17,022	19,756	**40,852**
2003	26,592	21,526	20,192	16,704	19,622	**41,150**
2002	26,736	21,509	20,198	16,379	19,634	**41,889**
2001	26,077	20,927	19,630	16,025	19,154	**41,167**
2000	25,925	20,589	19,187	15,761	18,960	**40,311**
1999	25,030	19,680	18,211	15,071	17,937	**38,445**
1998	23,852	18,882	17,491	14,397	17,058	**36,334**
1997	23,009	18,169	16,567	13,764	16,157	**34,897**
1996	21,332	16,706	15,220	12,608	14,950	**32,617**
1995	21,743	17,070	15,229	12,605	15,088	**33,473**
1994	20,184	15,585	13,865	11,267	13,638	**30,854**
1993	18,520	14,259	12,334	10,092	12,189	**28,118**

Note: The categories Eastern Seaboard, Industrial Heartland, Midwest, Southeast and West will not add up to the United States total because an exporter can be included in multiple destinations.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 3-3 Number of exporting establishments by export destination, Non-United States countries

	European Union	Japan	Mexico	South America	Other	Total
			number			
2007	10,447	3,010	2,025	3,532	13,934	**18,300**
2006	11,042	3,273	2,087	3,509	14,845	**19,783**
2005	11,384	3,413	1,995	3,412	15,075	**20,258**
2004	10,791	3,268	1,732	3,139	14,009	**19,517**
2003	9,754	3,064	1,486	2,536	12,100	**17,379**
2002	7,991	2,513	1,113	1,982	9,761	**14,724**
2001	7,332	2,362	843	1,989	8,698	**13,486**
2000	6,889	2,259	735	1,853	8,001	**12,854**
1999	7,174	2,263	695	1,924	8,194	**13,099**
1998	7,277	2,398	625	2,207	8,340	**13,315**
1997	7,056	2,563	577	2,095	8,833	**13,561**
1996	8,183	2,740	738	2,198	9,796	**14,683**
1995	4,858	2,036	472	1,543	6,614	**9,719**
1994	4,232	1,736	629	1,279	5,522	**8,320**
1993	4,321	1,736	523	1,211	5,414	**8,167**

Note: The categories European Union, Japan, Mexico, South America and Other will not add up to the Non-United States Total because an exporter can be included in multiple destinations.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 4-1 Value of domestic exports by export destination

	United States only	Non-United States only	Both United States and Non-United States	Exporter Register Total	Published Total[1]
			millions of dollars		
2007	186,851	30,234	196,663	**413,748**	**420,275**
2006	183,472	28,212	192,690	**404,373**	**411,493**
2005	163,591	21,293	216,644	**401,528**	**408,550**
2004	175,432	17,765	185,321	**378,517**	**385,526**
2003	162,652	13,451	172,032	**348,136**	**354,303**
2002	161,431	14,119	183,599	**359,148**	**365,294**
2001	185,541	14,440	167,257	**367,239**	**375,230**
2000	171,686	14,460	192,210	**378,356**	**385,678**
1999	148,250	14,992	162,524	**325,766**	**331,748**
1998	130,629	17,548	145,708	**293,885**	**297,509**
1997	132,265	20,815	125,880	**278,960**	**280,034**
1996	110,767	15,660	130,732	**257,158**	**259,295**
1995	134,892	15,129	94,288	**244,310**	**246,390**
1994	121,365	11,831	77,952	**211,148**	**212,493**
1993	100,159	9,225	67,044	**176,429**	**177,622**

1. Statistics Canada, International Trade Division, Canadian International Merchandise Trade, CANSIM table 228-0034.
Note: Due to rounding, components may not add to the total.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 4-2 Value of domestic exports by export destination to the United States

	Eastern Seaboard	Industrial Heartland	Midwest	Southeast	West	Total
			millions of dollars			
2007	83,694	118,679	53,659	26,147	45,287	**327,466**
2006	84,769	120,365	52,204	27,261	45,522	**330,121**
2005	87,561	121,904	51,641	27,977	48,032	**337,115**
2004	81,326	121,150	46,140	25,485	46,161	**320,263**
2003	75,636	115,538	42,287	22,544	42,935	**298,941**
2002	78,409	122,692	43,823	23,922	43,446	**312,293**
2001	83,447	119,508	42,587	23,858	49,691	**319,091**
2000	92,307	121,987	44,392	23,745	45,697	**328,127**
1999	82,060	108,045	33,737	20,088	38,301	**282,229**
1998	72,483	96,506	30,828	17,587	30,158	**247,561**
1997	63,046	94,029	30,591	15,036	24,257	**226,960**
1996	56,319	88,733	28,203	13,529	19,863	**206,648**
1995	50,028	87,836	23,430	12,587	18,456	**192,337**
1994	45,177	77,530	19,847	10,333	17,526	**170,414**
1993	41,877	60,092	16,272	8,349	14,560	**141,150**

Note: Due to rounding, components may not add to the total.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 4-3 Value of domestic exports by export destination, Non-United States countries

	European Union	Japan	Mexico	South America	Other	Total
			millions of dollars			
2007	31,362	8,930	4,286	4,069	37,635	**86,281**
2006	26,133	9,294	4,039	3,458	31,329	**74,253**
2005	22,450	8,959	3,083	2,965	26,956	**64,413**
2004	20,416	8,405	2,852	2,585	23,998	**58,255**
2003	18,103	7,925	2,144	2,048	18,974	**49,194**
2002	16,424	8,190	2,258	2,103	17,880	**46,856**
2001	17,471	8,067	2,333	2,594	17,682	**48,148**
2000	18,508	8,955	1,917	2,774	18,075	**50,229**
1999	15,340	8,299	1,534	2,397	15,964	**43,537**
1998	15,865	8,610	1,394	3,235	17,220	**46,324**
1997	15,181	11,149	1,224	3,761	20,684	**52,000**
1996	15,509	11,148	1,214	3,152	19,487	**50,511**
1995	16,057	11,969	1,119	2,882	19,945	**51,973**
1994	11,955	9,809	1,048	2,449	15,474	**40,734**
1993	10,968	8,541	798	1,865	13,107	**35,279**

Note: Due to rounding, components may not add to the total.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 5 Number of exporting establishments, by exporter size

	Less than $30,000	$30,000 to $99,999	$100,000 to $999,999	$1,000,000 to $4,999,999	$5,000,000 to $24,999,999	$25,000,000 and over	Total
				number			
2007	7,949	9,707	15,212	6,895	3,738	1,759	**45,260**
2006	9,367	10,401	15,719	7,115	3,881	1,822	**48,305**
2005	9,889	10,580	16,005	7,343	3,833	1,769	**49,419**
2004	10,048	10,680	15,861	7,170	3,801	1,727	**49,287**
2003	10,111	10,249	15,563	7,066	3,656	1,645	**48,290**
2002	9,187	10,422	15,758	7,087	3,782	1,748	**47,984**
2001	8,957	10,092	15,324	6,897	3,746	1,697	**46,713**
2000	8,448	10,083	15,039	6,773	3,632	1,668	**45,643**
1999	8,297	9,410	14,751	6,520	3,354	1,579	**43,911**
1998	7,984	8,651	14,445	6,235	3,167	1,514	**41,996**
1997	8,312	8,622	13,474	5,822	2,985	1,378	**40,593**
1996	8,100	8,204	12,847	5,368	2,783	1,281	**38,583**
1995	7,834	8,096	12,295	5,057	2,465	1,170	**36,917**
1994	7,321	7,470	11,302	4,401	2,257	1,043	**33,794**
1993	6,864	7,071	10,164	4,061	1,934	918	**31,012**

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 6 Value of domestic exports, by exporter size

	Less than $30,000	$30,000 to $99,999	$100,000 to $999,999	$1,000,000 to $4,999,999	$5,000,000 to $24,999,999	$25,000,000 and over	Total
				millions of dollars			
2007	93	569	5,575	16,591	43,937	346,983	**413,748**
2006	115	602	5,681	16,704	43,935	337,336	**404,373**
2005	121	614	5,746	17,373	43,901	333,773	**401,528**
2004	124	615	5,712	16,918	43,024	312,124	**378,517**
2003	127	593	5,626	16,757	41,115	283,919	**348,136**
2002	118	602	5,741	16,716	42,549	293,423	**359,148**
2001	117	591	5,577	16,444	42,422	302,088	**367,239**
2000	111	587	5,465	16,068	41,144	314,982	**378,356**
1999	111	552	5,371	15,526	37,911	266,295	**325,766**
1998	104	510	5,182	14,767	35,459	237,863	**293,885**
1997	103	507	4,877	13,683	33,793	225,996	**278,960**
1996	96	480	4,631	12,518	31,440	207,994	**257,158**
1995	89	473	4,360	11,929	28,298	199,159	**244,310**
1994	84	435	4,002	10,303	25,495	170,829	**211,148**
1993	77	414	3,520	9,416	21,585	141,418	**176,429**

Note: Due to rounding, components may not add to the total.
Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 7 Number of exporting establishments by employee class and exporter size, 2007

	Less than 50	50 to 99	100 to 199	200 and over	Total
			number		
Less than $30,000	6,495	719	408	327	**7,949**
$30,000 to $99,999	8,294	727	417	269	**9,707**
$100,000 to $999,999	12,261	1,606	821	524	**15,212**
$1,000,000 to $4,999,999	4,434	1,322	766	373	**6,895**
$5,000,000 to $24,999,999	1,439	894	793	612	**3,738**
Greater than $25,000,000	480	210	346	723	**1,759**
Total	**33,403**	**5,478**	**3,551**	**2,828**	**45,260**

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 8 Value of domestic exports by employee class and exporter size, 2007

	Less than 50	50 to 99	100 to 199	200 and over	Total
			millions of dollars		
Less than $30,000	77	8	5	3	**93**
$30,000 to $99,999	481	45	26	17	**569**
$100,000 to $999,999	4,334	679	339	223	**5,575**
$1,000,000 to $4,999,999	9,969	3,492	2,088	1,042	**16,591**
$5,000,000 yo $24,999,999	15,335	10,206	9,841	8,554	**43,936**
Greater than $25,000,000	95,360	46,245	35,159	170,218	**346,983**
Total	**125,556**	**60,675**	**47,458**	**180,057**	**413,747**

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 9 Number of exporting establishments, by province of residence

	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec	Ontario
			number			
2007	271	147	859	729	9,998	20,573
2006	251	154	930	774	10,825	21,928
2005	275	162	979	833	10,865	22,326
2004	266	151	1,000	843	10,707	22,440
2003	261	144	961	829	10,596	21,801
2002	251	159	989	890	10,256	21,530
2001	237	157	958	876	10,159	20,732
2000	225	161	957	838	9,978	20,476
1999	218	160	941	813	9,495	20,068
1998	195	143	846	805	8,997	19,443
1997	205	128	875	766	8,788	18,769
1996	209	135	871	730	8,256	17,904
1995	131	113	664	636	6,639	14,911
1994	133	107	621	604	6,079	13,847
1993	124	97	570	539	5,348	12,385

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 9 Number of exporting establishments, by province of residence (continued)

	Manitoba	Saskatchewan	Alberta	British Columbia[1]	Canada
			number		
2007	1,499	882	3,980	6,322	**45,260**
2006	1,506	916	4,154	6,867	**48,305**
2005	1,603	925	4,166	7,285	**49,419**
2004	1,601	940	4,073	7,266	**49,287**
2003	1,631	923	3,934	7,210	**48,290**
2002	1,704	970	4,137	7,098	**47,984**
2001	1,652	950	3,996	6,996	**46,713**
2000	1,583	918	3,775	6,732	**45,643**
1999	1,473	845	3,529	6,369	**43,911**
1998	1,464	826	3,226	6,051	**41,996**
1997	1,401	797	3,060	5,804	**40,593**
1996	1,329	786	2,848	5,515	**38,583**
1995	1,246	708	2,366	4,500	**31,914**
1994	1,174	641	2,177	4,071	**29,454**
1993	1,106	557	1,877	3,599	**26,202**

1. Yukon and Northwest Territories have been combined with British Columbia for the years 1993 to 2007. Nunavut is combined with British Columbia for 1999 to 2007.

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 10 Value of domestic exports, by province of residence

	Newfoundland and Labrador	Prince Edward Island	Nova Scotia	New Brunswick	Quebec	Ontario
			millions of dollars			
2007	9,045	576	4,405	10,885	70,763	177,574
2006	3,685	574	4,136	10,111	70,897	175,596
2005	3,225	599	4,560	10,412	69,007	177,381
2004	3,298	473	4,850	9,253	66,620	175,778
2003	2,867	454	4,969	8,323	63,192	163,701
2002	2,821	515	5,073	8,072	66,455	177,807
2001	2,505	458	4,854	8,222	67,628	175,290
2000	2,446	515	4,571	6,997	72,416	181,150
1999	1,832	514	4,263	5,693	62,057	171,710
1998	1,454	464	3,807	5,027	57,663	152,755
1997	1,605	328	3,801	5,082	51,177	141,504
1996	1,537	309	3,182	4,930	47,072	129,044
1995	876	248	2,703	4,414	43,905	118,052
1994	555	223	2,287	3,617	33,777	108,116
1993	821	156	2,021	3,014	26,895	89,373

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 10 Value of domestic exports, by province of residence (continued)

	Manitoba	Saskatchewan	Alberta	British Columbia[1]	Canada
			millions of dollars		
2007	12,344	7,530	89,347	31,275	**413,748**
2006	10,803	6,020	89,371	33,180	**404,373**
2005	9,049	6,074	87,976	33,245	**401,528**
2004	9,484	5,005	71,551	32,205	**378,517**
2003	9,703	4,432	62,697	27,798	**348,136**
2002	10,588	5,492	53,618	28,707	**359,148**
2001	10,621	5,296	60,787	31,582	**367,239**
2000	11,098	5,895	57,800	35,468	**378,356**
1999	10,042	4,998	34,201	30,456	**325,766**
1998	8,440	4,559	29,828	29,888	**293,885**
1997	8,617	4,250	32,069	30,527	**278,960**
1996	8,750	3,944	30,129	28,261	**257,158**
1995	6,400	3,677	24,440	27,063	**231,778**
1994	5,358	2,918	20,274	25,075	**202,200**
1993	3,960	2,365	16,560	20,102	**165,267**

1. Yukon and Northwest Territories have been combined with British Columbia for the years 1993 to 2007. Nunavut is combined with British Columbia for 1999 to 2007.

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 11 Data linkage rates

	Documents			Value		
	United States	Non-United States	Total	United States	Non-United States	Total
			percent			
2007	92.2	86.3	**91.5**	95.3	94.0	**95.0**
2006	91.7	87.1	**90.7**	96.3	93.6	**95.8**
2005	93.2	88.8	**92.3**	96.9	95.0	**96.6**
2004	94.0	90.4	**93.3**	97.2	95.0	**96.9**
2003	94.9	88.7	**93.9**	97.6	92.3	**96.8**
2002	96.1	92.7	**95.7**	98.2	96.9	**98.0**
2001	97.0	93.1	**96.6**	98.4	96.6	**98.2**
2000	97.1	82.4	**95.2**	98.7	97.4	**98.5**
1999	97.1	94.2	**96.8**	98.8	97.6	**98.6**
1998	97.1	93.1	**96.7**	98.8	96.7	**98.5**
1997	97.3	93.9	**96.8**	98.6	96.7	**98.3**
1996	97.5	93.4	**96.8**	98.7	96.8	**98.3**
1995	96.9	53.5	**89.1**	98.2	82.4	**94.9**
1994	96.2	56.8	**89.3**	98.6	84.1	**95.8**
1993	94.4	55.9	**86.3**	96.8	81.0	**93.7**

Source: Statistics Canada, International Trade Division, Exporter Register Database.

Table 12 Commodities excluded from the Exporter Registry Database

HS Code	Description
9901.00.00	Unclassifiable exports
9902.00.00	Groceries
9903.00.00	Duty-free shop exports
9904.00.00	Goods of U.S. origin returning to the U.S. without undergoing any transformation

Note: HS = Harmonized Description and Coding System
Source: The Harmonized Commodity Description and Coding System.

Table 13 Comparing total value of exports by province of residence and province of origin, 2007

Province	Residence	Origin
	% of total value	
Newfoundland and Labrador	2.2	2.7
Prince Edward Island	0.1	0.2
Nova Scotia	1.1	1.3
New Brunswick	2.6	2.7
Quebec	17.1	16.0
Ontario	42.9	42.2
Manitoba	3.0	2.9
Saskatchewan	1.8	4.6
Alberta	21.6	19.5
British Columbia[1]	7.6	7.9
Total	**100.0**	**100.0**

1. Yukon, Northwest Territories and Nunavut have been combined with British Columbia.
Source: Statistics Canada, International Trade Division, Export Register Database and Canadian International Merchandise Trade, December 2008 (Catalogue no. 65-001-X, table 5-2).