

RPTC3

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 CONSULTING SERVICES SUB-SECTOR HIGHLIGHTS

Mission: NAIROBI

Market: TANZANIA

Sector : TRANSPORT SYS,EQUIP,COMP,SERV.

Sub-Sector: CONSULTING & OTHER SERVICES

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	0.00 \$M	0.00 \$M	0.00 \$M	0.00 \$M
Canadian Exports	4.50 \$M	6.40 \$M	6.50 \$M	7.00 \$M
Canadian Share of Market	0.00 %	0.00 %	0.00 %	0.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 15-30 \$M

Major Competing Countries	Market Share
EUROPEAN COMMON MARKET C	0.00 %
SCANDINAVIA	0.00 %

Current Status of Canadian
exports in this sector/subsector: Well established and growing

Products/services for which there are good market prospects:

1. Consulting Services
2. Locomotive Spares
3. Aircraft Spares Tire Cord
4. Motor Vehicle parts
5. Road Maintenance Equipment
6. Port Handling Equipment

Factors contributing to current successful Canadian exports:

- Import restrictions are not a impediment in this sector
- Aggressive marketing
- CIDA programs
- Competitive pricing
- Competitive Canadian financing
- Activities in sector have
- CIDA program.
- been largely financed by