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DEPARTMENT OF EXTERNAL AFFAIRS

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RPTC3

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

90/91 CONSULTING SERVICES SUB-SECTOR HIGHLIGHTS

Mission: PRAGUE

Market: CZECHOSLOVAKIA

Sector : MINE,METAL,MINERAL PROD & SRV

Sub-Sector: CONSULTING & OTHER SERVICES

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	120.00 \$M	150.00 \$M	160.00 \$M	160.00 \$M
Canadian Exports	0.00 \$M	0.00 \$M	0.00 \$M	0.00 \$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: 0-1 \$M

Major Competing Countries	Market Share
CZECHOSLOVAKIA	30.00 %
GERMANY WEST	20.00 %
EAST GERMANY	20.00 %
POLAND	10.00 %
UNION OF SOVIET SOC REP	10.00 %
BULGARIA	10.00 %

Current Status of Canadian  
exports in this sector/subsector: No export results to date

Products/services for which there are good market prospects:

1. Coil Box Technology
2. Water Cooled Electrodes Technology
3. Continual Casting Technology
4. Laser Technologies
5. Welding Technologies

Factors contributing to current successful Canadian exports:

- Import restrictions are not a impediment in this sector

Factors for Canadian exports not reaching market potential:

- Lack of promotion and advertising
- Limited appreciation/understanding of distribution system
- Market prospects have not been adequately explored