

RPTC1

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: WASHINGTON

Market: UNITED STATES OF AMERICA

Sector : ADVANCED TECH. PRDD. & SERV

Sub-Sector: INSTRUMENTA & PROCESS CONTROLS

Cumulative 3 year export potential for
CDN products in this sector/subsector: 30-60 \$M

Major Competing Countries

Market Share

UNITED STATES OF AMERICA	0.00 %
GERMANY WEST	0.00 %
JAPAN	0.00 %
UNITED KINGDOM	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. ELECTRONIC MEASURING INSTRUMENTATION
2. METEOROLOGICAL INSTRUMENTS
3. HAZARD DETECTING INSTRUMENTS
4. ENVIRONMENTAL POLLUTION INSTRUMENTATION
5. OTHER SCIENTIFIC INSTRUMENTATION

Factors contributing to current successful Canadian exports:

- Import duties are low
- Aggressive marketing
- PEMD support
- Strong sectoral capability in Canada
- Willingness of exporters to invest/joint venture in territory
- DOGGED PERSIST&WILL
- TO INVEST TIME&RESOURCES
- FOR SEV YRS BEFORE INI SA