

The International Financial Institutions (IFIs) are making financing available for projects. The U.S.A. and France are already active in this sector.

#### Oil and Gas

The recently privatized oil and gas industry proposes to invest some \$3 billion per year for expansion and upgrading. Canadian expertise in various advanced technologies assures sizeable share of business; three Canadian oil companies, and one gas transportation company are already established in the market. The main market prospects are in Advisory / Consulting / Operational Field Services, Gas Processing and Compressing Equipment and Oil Field Control Equipment. The major competing countries are the U.S.A., France and Brazil.

#### Construction

During 1994, contracts for provincial cadastral projects will be awarded in the provinces of Rio Negro (US \$9 million) and in the Entre Rios (US \$12 million). Funding from the International Financial Institutions is available. Urban planning service opportunities is relatively new in this country; although at this point the major players are local, good possibilities exist for Canadians, a Canadian company has already won an important project.

The Argentines are very interested in Canadian housing systems, mainly in Pre-engineered Structures which can be conveniently packed for export and have short erection time, Innovative Building Systems and Advanced Building Products. In the case of pre-fabricated housing, interested companies should be experienced exporters capable of supplying 300 to 500 units. The United States are our main competitors.

#### Transportation

The recent privatization of the railway system and of the Buenos Aires subway lines opens the market for supply of Advisory Services and Signalling/Communications Equipment such as urban transit fare collection systems, as well as afterwards for Track Renewal and Maintenance Equipment, and eventually for Rolling Stock.

In the automobile sector, the production of USA type trucks and the small but increasing imports of USA type cars has created an expanding market for the Original Equipment Market and Aftermarkets Autoparts.

Brazil, Japan and the United States are our main competitors in the transportation sector.