

SECTION I

Canadian Consulting Engineers in the International Market

In proportion to the size of its economy, Canada probably exports more consulting engineering services than any other country in the world. In fact, a recent US study of the world's top 200 international design firms showed that Canada's share of the 1987 foreign market was second only to the United States. Of the approximately US \$4 billion in foreign billings, Canada's share, involving 13 of the 200 firms totalled \$517.7 million, or 12.9 percent of all Billings¹. Only the United States had a higher share at 25.9 percent, or \$1,042.5 million. Canada's share compares favourably with established competitors, i.e. British (11.2%), Dutch (8.9%), German (8.9%), French (6.5%) and Japanese (6.4%).

Moreover, 1987 represented the first year since 1981 that a non-US firm headed the list of top international design firms. That achievement went to Lavalin Inc, with the SNC Group and Monenco Ltd. placing in the number seven and nineteen positions respectively.

A similar export survey undertaken by the Department of Regional Industrial Expansion (DRIE). based on the responses of 31 engineering consulting firms, revealed

1. Engineering News-Record. August 4, 1988, Pages 30-37.