

RPTCL

TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

89/90 SECTOR/SUB-SECTOR HIGHLIGHTS

Mission: BOSTON

Market: UNITED STATES OF AMERICA

Sector : DEFENCE PROGRAMS, PRODUCTS, SERV

Sub-Sector: AEROSPACE

Market Data	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	2.20 \$M	2.80 \$M	3.60 \$M	4.80 \$M
Canadian Exports	104.00 \$M	151.00 \$M	198.00 \$M	225.00 \$M
Canadian Share of Market	0.05 %	0.05 %	0.05 %	0.05 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 100+ \$M

Major Competing Countries

Market Share

UNITED STATES OF AMERICA	91.00 %
GERMANY WEST	2.00 %
ISRAEL	1.00 %
UNITED KINGDOM	4.00 %
FRANCE	1.00 %

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

Products/services for which there are good market prospects:

1. AIRCRAFT ENGINES & PARTS
2. AIRCRAFT PARTS, EXCEPT ENGINES
3. ENGINES & TURBINES
4. SHIP, BOATS & PARTS
5. AIRCRAFT, COMPLETE WITH ENGINES

Factors contributing to current successful Canadian exports:

- Import restrictions are not a significant impediment in this sector
- Aggressive marketing
- PEMU support
- Fairs and Missions support
- Trade Fair activity
- Bilateral economic trade agreement
- willingness of exporters to invest/joint venture in territory