



Elevator pitches – Oil and Gas Equipment and Services (www.doingbusinesswithcanada.gc.ca/oil)

- ◆ Canada is the world's 3rd largest producer of natural gas and the 9th largest producer of crude oil. The Canadian oil and gas industry is made up of 2,300 companies.
- ◆ Canada's reserves of crude oil are the 2nd largest in the world with 180 billion barrels; this puts Canada 2nd behind Saudi Arabia.
- ◆ \$55 billion in cumulative capital and operating expenditures will be spent in exploration and development in the Atlantic offshore over the next 20 years, and \$120 billion in Alberta oil sands.
- ◆ Since 1993, Canadian exports of oil and gas equipment and services have reached annual growth rates of 13-15%. Canadian exports are expected to continue increasing by 12-13% annually.
- ◆ Most equipment and services exports go to highly competitive market such as the United States, Mexico, Venezuela, Algeria, China, Norway, Brazil and the United Kingdom.
- ◆ Canada is a world leader in the supply of geophysical prospecting equipment, field processing equipment, pipeline equipment, instrumentation and control systems, offshore/marine equipment, engineering and project management.
- ◆ Canadian companies provide reliable equipment that can operate under harsh conditions and extreme temperatures, both on and offshore.
- ◆ Several Canadian institutes and corporations offer training for international clients in areas such as exploration and production, processing, transportation and refining. Canada's private sector trainers supply customized and professional development programs internationally to the oil and gas industry.
- ◆ Canadian engineers and scientists have developed innovative remedial technologies to clean up a broad spectrum of contaminants. They provide expert technical support in all air quality service areas including: assessments; inventory and control technologies; dispersion modeling and air management systems.