

## Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights  
Submitted by Posts by Region

Region: UNITED STATES

Mission: 601 BOSTON

Market: 577 UNITED STATES OF AMERICA

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 999 ALL SUB-SECTORS

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	105.00M	\$ 100.00M	\$ 95.00M	\$ 90.00M
Canadian Exports \$	65.00M	\$ 63.00M	\$ 60.40M	\$ 63.00M
Canadian Share of Import Market	62.00%	63.00%	63.50%	70.00%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA

099 %

Cumulative 3 year export potential for CDN products  
in this Sector/Subsector:

60-100 \$M

Current status of Canadian exports: Small but expanding

Products/services for which there are  
good market prospects

Current Total Imports

In Canadian \$

- i) ELECTRONIC RESEARCH AND DEVELOPMENT
- ii) AIRCRAFT ENGINES AND SPARES
- iii) COMMUNICATIONS EQUIPMENT
- iv) SATELITE COMPONENTS AND EQUIPMENT

\$ 3.25 M

\$ 40.00 M

\$ 220.00 M

\$ 8.00 M

Projects or portion of projects which are still in the planning  
stage and for which Canadian companies might have reasonable prospects.

i) Project Name: SPACE DEFENCE INITIATIVE

Approximate Value: \$ 3 M

Financing Source: 012 DOM

For further info. please contact:

WENDELL SANFORD/CONGEN BOSTON (617)262-3760

ii) Project Name: AIR DEFENCE INITIATIVE

Approximate Value: \$ 2 M

Financing Source: 012 DOM

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