

The following statistics were compiled from several sources and represent, to our knowledge, the best available estimate of the sector's performance.

	\$million
Canadian Market	\$3349
Domestic Shipments	\$1161
Exports	\$ 791
Imports	\$2249
Employment	25,000

The sources of imports into Canada were as follows:

U.S.	-	77%
EEC	-	9%
Asia	-	7%
Others	-	7%

The destinations of exports were as follows:

U.S.	-	70%
Pacific Rim	-	9%
EEC	-	13%
Others	-	8%

MARKET PROSPECTS:

The following markets, grouped by region, represent a synopsis of global market potential for instrumentation products. Each individual market within the region has not been identified, as this assessment is principally structured to reflect the trade plans submitted by posts abroad. Each noted market is rated in accordance with current marketing intelligence on the overall potential of this market compared to other markets within the region and also against other regions. These brief summaries are intended to provide a framework describing the overall environment, and allows a comparison of markets based upon their relative merits, i.e. attractiveness as direct export opportunities. Known success of Canadian companies within a specific market, market access difficulties, funding availability and infrastructure development are also factored into the overall market assessment. The markets are categorized as follows:

Tier A: Cash Market in most cases; clearly defined market access procedures with few restrictions; interest and success of Canadian companies at a high level; an established infrastructure; a proven, relatively stable, market growth potential.

Tier B: Emerging markets with proven interest in Canadian products; some degree of Canadian success; evolving infrastructure with capability to deal with large