

■ **Environmental Equipment and Services:** The Australian market for environmental goods and services is worth US\$2 billion to US\$3 billion. Joint ventures and strategic alliances are the key to success.

■ **Advanced Technology and Telecommunications:** The market for Canadian manufacturers, notably for high-technology products in advanced technology and telecommunications, is estimated to be \$20 million to \$23 million annually. Australia's information technology (IT) sector has enjoyed boom conditions in contrast with the sluggish growth of other industry sectors, with investments in excess of \$10 billion in the past two years in the communications industry alone. Deregulation of the Australian telecommunications industry, coupled with the extensive investment program of both Australian Telecom and the new second carrier, Optus Communications, offer excellent market conditions for sales of new equipment and the most up-to-date technologies. A number of large Canadian companies as well as SMEs have already established a presence through strategic alliances, agencies/distributors or local offices.

■ **Defence:** In the defence sector, the Australian government is buying new equipment for its armed forces, notably light armoured vehicles (LAV) from General Motors Diesel Division, F-18 related equipment, airborne search radar, CRV-7 rockets and sonobuoy processors. Canadian companies have also won contracts with the Royal Australian Navy to refurbish submarines and build 12 frigates, 10 for Australia and at least two for New Zealand.

■ **Mining:** Mining is a mainstay of the Australian economy, and will continue to provide opportunities in the medium and long term. Australia is the world's fourth-largest gold producer and has significant supplies of coal and other minerals. Canadian replacement equipment, ranging from drill bits to hard rock crushing and processing equipment and associated mining services, is being sold in Australia.

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