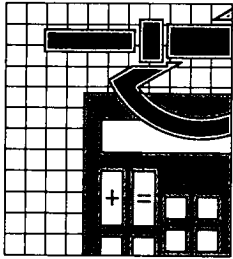


PROFESSIONAL AND BUSINESS SERVICES



The professional and business services sector is one of Canada's strongest economic achievers. It employs more than one million Canadians and represents billions of dollars in income. It is an important earner of revenue from abroad, including \$900 million in consultancy fees in one recent year. The government's goal is to enhance the opportunities for this highly competitive sector to gain sales abroad.

- Services offered include expert advice, design services, project management, accounting software and data processing services.
- The construction industry, comprising 100,000 contracting companies with nearly 600,000 employees, earned \$38 billion last year, in addition to \$21 billion in non-contract construction activities.
- Some 2,000 computer service firms with 27,000 employees earned about \$2.3 billion last year. About 3,000 consulting engineering firms with more than 53,000 employees earned in excess of \$3 billion.
- Major consulting engineers, construction contractors, and leading computer services firms are world-class competitors.
- U.S. ownership in the computer services industry ranges around 40 to 50 per cent. Construction and engineering firms, by contrast, are predominantly Canadian-owned.

- According to 1984 figures, Canadian consulting and professional services earned \$166 million in the U.S. against a flow of \$122 million the other way. Computer services exports were \$91 million, imports were \$55 million. Canadian engineers earned about \$400 million in foreign revenue in 1982, the most recent year for which statistics are available, of which about 25 per cent came from the U.S.

- The Canadian industry is looking for new opportunities in the U.S. market, particularly on defence contracts and in computer services.



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