

Export and Investment Promotion Planning System

88/89 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: UNITED STATES

Mission: 602 CHICAGO

Market: 577 UNITED STATES OF AMERICA

Sector: 004 DEFENCE PROGRAMS, PRODUCTS, SERV

Subsector: 042 ARMAMENTS & VEHICLES

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	8000.00M	\$ 8000.00M	\$ 7800.00M	\$ 7000.00M
Canadian Exports \$	75.00M	\$ 70.00M	\$ 65.00M	\$ 60.00M
Canadian Share of Import Market	0.93%	0.88%	0.83%	0.86%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA	090 %
ii) 616 OTHER COUNTRIES	008 %
iii) 232 ISRAEL	001 %

Cumulative 3 year export potential for CDN products in this Sector/Subsector: 100 \$M AND UP

Current status of Canadian exports: Well established and growing

Products/services for which there are good market prospects

Current Total Imports

i) COMPONENTS OF WEAPON SYSTEMS	\$ 600.00 M
ii) AMMUNITION	\$ 180.00 M

The Trade Office reports that the following factors influence Canadian export performance in this market for this sector (sub-sector).

- the degree of import duty protection of local industry tends to be low

In the Trade Office's opinion, Canadian export performance in this sector (sub-sector) in this market is lower than optimum mainly because of:

- non competitive pricing
- difficulties of adaptation of marketing techniques to the market by some Canadian companies
- other factor(s) described by the Trade Office as follows:
 - SINGLE SOURCE PROCUREMENTS
 - SMALL BUSINESS SET ASIDES