

## Export and Investment Promotion Planning System

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

Region: UNITED STATES

Mission: 601 BOSTON

Market: 577 UNITED STATES OF AMERICA

Sector: 005 COMM. &amp; INFORM. EQP. &amp; 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)	\$ 42000.00M	\$35900.00M	\$33800.00M	\$35200.00M
Canadian Exports	\$ 530.00M	\$ 497.00M	\$ 532.00M	\$ 447.00M
Canadian Share of Import Market	1.30%	1.40%	1.60%	1.30%

## Major Competing Countries

## Market Share

i) 577 UNITED STATES OF AMERICA	080 %
ii) 265 JAPAN	008 %
iii) 128 GERMANY WEST	003 %
iv) 051 UNITED KINGDOM	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

	In Canadian \$
i) COMPUTERS	\$ 0.00 M
ii) COMMUNICATION EQUIP.	\$ 0.00 M
iii) ELECTRONIC COMPONENTS	\$ 0.00 M
iv) SOFTWARE	\$ 0.00 M

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

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

- No factors reported by mission