

Export and Investment Promotion Planning System

87/88 Sector/Sub-Sector Highlights
Submitted by Posts by Region

Region: UNITED STATES

Mission: 602 CHICAGO

Market: 577 UNITED STATES OF AMERICA

Sector: 016 INDUSTRIAL MACHIN. PLANTS, SERV.

Subsector: 163 TOOLS & HARDWARE

Statistical Data On Sector/sub-sector	Next Year (Projected)	Current Year (Estimated)	1 Year Ago	2 Years Ago
Mkt Size(import) \$	868.00M	\$ 881.00M	\$ 892.00M	\$ 790.00M
Canadian Exports \$	13.00M	\$ 13.20M	\$ 13.40M	\$ 11.90M
Canadian Share of Import Market	1.50%	1.50%	1.50%	1.50%

Major Competing Countries

Market Share

i) 577 UNITED STATES OF AMERICA

97 %

Cumulative 3 year export potential for CDN products
in this Sector/Subsector:

30-60 \$M

Current status of Canadian exports: Mature with little growth

Products/services for which there are
good market prospects

Current Total Imports

In Canadian \$

i) TOOLS, DIES AND MOLDS

\$ 1.00 M

ii) SPECIALIZED TOOL

\$ 4.00 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

Some Canadian exporters to this market in this sector(sub-sector)
have enjoyed success previously as a result of a variety of
factors which the trade office reports to include:

- aggressive marketing on the part of Canadian Exporters
- use of Canadian Government export promotion activities
- competitive export pricing for this market