

## **MILITARY VEHICLES, PARTS AND COMPONENTS**

The Military Vehicles, Parts and Components sub-sector is made up of approximately 100 small to medium sized manufacturers of military oriented parts and components. Annual sales are estimated to total \$600 million, and roughly 75% is exported mainly to the U.S.

## **DEFENCE SECURITY PRODUCTS**

The Defence Security Products sub-sector is made up of approximately 70 small and medium sized companies with annual sales ranging from \$3 to \$50 million. Overall sub-sector sales are estimated to total \$600 million annually. Defence related sales account for roughly 67% of annual production, of which 40% is exported.

The majority of companies are in niche markets and are actively seeking export opportunities. Typical applications are in the areas of bomb disposal, weapon and narcotics detection, military apparel for both NBC warfare and cold weather protection, including weather and impact resistant communications equipment.

## **SUMMARY**

The Directorate's effort is to assist industry in competitively developing new products and services as well as improving and assisting companies with their marketing in the U.S. and global markets. Specifically, the Defence Industry Productivity Program (DIPP) and other departmental programs and services will play a major role in the delivery of the Directorate's mandate and service to the industry. The Marine and Land Defence Systems Directorate has a portfolio for 181 DIPP projects as related to Research and Development, Source Establishment, Capital Assistance, and Market Feasibility Studies with Canadian companies who are in the defence business.

## **INFORMATION TECHNOLOGIES INDUSTRY (ITI)**

### **INDUSTRY OVERVIEW**

- Canadian firms account for about three percent (\$40.2 billion) of world IT production and services. IT manufacturing contributes 7% of manufacturing GDP; services, 5% of services GDP.
- Canada's \$49 billion domestic market for IT goods and services is the 7th largest, ranked in order behind the U.S., Japan, Germany, France, U.K., and Italy.
- Canadian IT firms export three-quarters of their production and are extremely dependent on the import of intermediate inputs. (70% of the apparent domestic market.)