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**WORLD MARKET OPPORTUNITIES FOR
SERVICES**

Export Programs and Service Industries Bureau (TPD)

External Affairs and International Trade Canada

January 1991

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WORLD MARKET OPPORTUNITIES FOR SERVICES

As Identified in the TIPPS 1991-92 Post Reports

Export Programs and Service Industries Bureau (TPD)

External Affairs and International Trade Canada

January 1991

Dept. of External Affairs
Min. des Affaires extérieures

AUG 8 1991

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Forward

This report was compiled by Sven Blake, Assistant Trade Commissioner, in order to determine the worldwide market opportunities for services as identified by overseas missions in their 1991-92 TIPPS post reports. TIPPS stands for the 'Trade and Investment Post Planning System'.

Each of the 17 TIPPS sectors, containing all the reports made by all missions, was combed for any mention of market opportunities for services. In addition to the sub-sector "Consulting and other services", every other sub-sector of every sector was viewed. The material covered can be found by calling up the 17 "Sector by Sector Profile" reports on the EAITC headquarters Network system. All missions whose TIPPS post report had been received in Ottawa by December 12, 1990, were covered in this study.

Summary data on the number of posts reporting by sector is contained in Table 1 on the following page. Of the 72 posts who had reported by December 12, 1990, the number of posts reporting by sector varies from 1 to 21.

This report is organized on a sector basis. The initial page of each sector provides a listing of the posts who reported service market opportunities in that sector. In some cases, multi-country posts will have reported market opportunities in more than one market.

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Table 1: Number of posts reporting service
market opportunities in each sector

<u>Sector</u>	<u>No. of posts reporting</u>
Agriculture and food products and related equipment and services.....	6
Fisheries, sea products and related equipment and services.....	1
Grains, oilseeds and related equipment and services.....	3
Defence programs, products and related equipment and services.....	5
Advanced technology products, systems and services.....	19
Power and energy equipment and related services.....	17
Transportation systems, related equipment and services.....	21
Forest products and related equipment and services.....	10
Mining, metals and minerals and related equipment and services.....	10
Oil and gas products and related equipment and services.....	14
Chemical and petrochemical products and related equipment and services.....	1
Consumer products and services.....	1
Educational and training, medical, health care, and related products and services.....	3
Construction and related products and services.....	7
Industrial machinery, plants, environmental equipment and related services.....	7
Services not elsewhere specified.....	2
Multi-sector.....	3

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AGRICULTURE

Posts reporting (6):

- * Tehran
- * Abidjan
- * Amman
- * Cairo
- * Kuala Lumpur
- * Guatemala City

Mission: TEHRAN

Market: IRAN

Services for which there are good market prospects:

1. Dryland farming equipment and services.

For further information:

Mission: ABIDJAN

Market: WEST AFRICA

Services for which there are good market prospects:

1. Varied consulting services.

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Mission: AMMAN

Market: JORDAN

Services for which there are good market prospects:

1. Livestock herd enhancement goods and services.
2. Farming services.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: Agri-food mission.
Expected Results: Higher sales of services and products are expected.

Activity: Food processing equipment and services mission.
Expected Results: Introduction of Canadian expertise in this promising area.

For further information:

Mission: AMMAN

Market: SYRIA

Services for which there are good market prospects:

1. Dryland farming equipment and services.
2. Food processing equipment and services.
3. Varied consulting services.

For further information:

Mission: CAIRO

Market: ARAB REPUBLIC OF EGYPT

Services for which there are good market prospects:

1. Dry land farming consultancy and farm management.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. North Sinai Farm Development
Approximate Value: 50 M\$
Financing Source: IBRD - World Bank
Contact: Magdy Ghazal/Cdn Embassy Cairo
2. East Coast Dry Land Farming
Approximate Value: 150 M\$
Financing Source: IBRD - World Bank
ADFAED - Abu Dhabi Arab Ec Dev
Contact: Magdy Ghazal/Cdn Embassy Cairo

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Mission: KUALA LUMPUR

Market: MALAYSIA

Services for which there are good market prospects:

1. Animal farm & breeding consulting services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Ministry of Agriculture's Biotechnology for Livestock Industry
Approximate Value: To be determined
Financing Source : To be determined
Contact: Low Ming Siong/Cdn embassy Kuala Lumpur

For further information:

Mission: GUATEMALA CITY

Market: GUATEMALA

Services for which there are good market prospects:

1. Varied consulting services.

For further information:

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FISHERIES

Posts Reporting (1):

* Rabat

Mission: RABAT

Market: MOROCCO

Services for which there are good market prospects:

1. Various consulting services.

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GRAINS & OILSEEDS

Posts Reporting (3):

- * Riyadh
- * Amman
- * Cairo

Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Farm management services.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: SAUDI AGRICULTURE '91
Expected Results: Increase Canadian sales of products and services.

For further information:

Mission: AMMAN

Market: SYRIA

Services for which there are good market prospects:

1. Milling equipment and services.

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Mission: AMMAN

Market: JORDAN

Services for which there are good market prospects:

1. Technology transfer services.

For further information:

Mission: CAIRO

Market: ARAB REPUBLIC OF EGYPT

Services for which there are good market prospects:

1. Consultancy services for Canola farming/processing.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Supporting Canadian suppliers to bid in IBRD fertilizers and grain storage projects.

Expected Results: Sale of grain handling, storage equipment and consultancy.

For further information:

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DEFENCE PROGRAMS & PRODUCTS

Posts Reporting (5):

- * New York
- * Riyadh
- * Helsinki
- * Chicago
- * Dallas

Mission: NEW YORK

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Marine equipment and services.

For further information:

Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Vehicle maintenance.

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Mission: HELSINKI

Market: FINLAND

Services for which there are good market prospects:

1. Consulting and training.

For further information:

Mission: CHICAGO

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Repair and overhaul.

For further information:

Mission: DALLAS

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Aircraft repair and overhaul.

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ADVANCED TECHNOLOGY

Posts Reporting (19):

- * Kinshasa
- * Amman
- * London
- * Libreville
- * Prague
- * Sydney
- * Dallas
- * New York
- * Riyadh
- * Tel Aviv
- * Abidjan
- * Rabat
- * Madrid
- * Jakarta
- * Buffalo
- * Kuala Lumpur
- * Atlanta
- * Sao Paolo
- * Port-of-Spain

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Mission: KINSHASA

Market: ZAIRE

Services for which there are good market prospects:

1. Telecommunications technical assistance.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Telecommunications development program
Approximate Value: 50 M\$
Financing Source: AFDB - African Development Bank
Contact: Cdn embassy Kinshasa
2. Telecommunications upgrading program
Approximate Value: 100 M\$
Financing Source: IBRD - World Bank
Contact: Cdn embassy Kinshasa

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Mission: AMMAN

Market: SYRIA

Services for which there are good market prospects:

1. Telecommunications training and services.
2. Microwave systems and engineering.

For further information:

Mission: LONDON

Market: UNITED KINGDOM

Services for which there are good market prospects:

1. Specialist telecommunications equipment & services.
2. Specialist computer hardware.

For further information:

Mission: LIBREVILLE

Market: GABON

Services for which there are good market prospects:

1. T.V. microwave broadcasting services and equipment.

For further information:

Mission: PRAGUE

Market: CZECHOSLOVAKIA

Services for which there are good market prospects:

1. Specialized purpose software.
2. Czech language software.
3. Systems integration in financial services area.

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Mission: SYDNEY

Market: AUSTRALIA

Services for which there are good market prospects:

1. Professional computer services.

For further information:

Mission: DALLAS

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Digital systems and services.

For further information:

Mission: NEW YORK

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Computer educational and training services.

For further information:

Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Remote sensing training services.

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Mission: TEL AVIV

Market: ISRAEL

Services for which there are good market prospects:

1. Various consulting services.

For further information:

Mission: ABIDJAN

Market: AFRICA

Services for which there are good market prospects:

1. Telecommunications consulting services.

For further information:

Mission: RABAT

Market: MOROCCO

Services for which there are good market prospects:

1. Computer and telecommunication technical assistance.
2. Maintenance.

For further information:

Mission: MADRID

Market: SPAIN

Services for which there are good market prospects:

1. Telecommunications equipment and services.

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Mission: JAKARTA

Market: INDONESIA

Services for which there are good market prospects:

1. Consulting and other services.

For further information:

Mission: BUFFALO

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Various computer services.

For further information:

Mission: KUALA LUMPUR

Market: MALAYSIA

Services for which there are good market prospects:

1. Remote sensing equipment and services.
2. Various consulting services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. STM/Improvement of telecommunications facilities in rural areas
Approximate Value: 500 M\$
Financing Source: To be determined
Contact: J.St.George/Cdn embassy Klmp
2. STM Upgrading of microwave network
Approximate Value: 200 M\$
Financing Source: To be determined
Contact: J.St.George/Cdn embassy Klmp

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Mission: ATLANTA

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Integrated services.

For further information:

Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Remote sensing equipment and services.

For further information:

Mission: PORT-OF-SPAIN

Market: TRINIDAD AND TOBAGO

Services for which there are good market prospects:

1. Technical software & consulting services -
police force.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Modernization of T and T police services computer systems
Approximate Value: 40 M\$
Financing Source: DOM - Domestically
funded
Contact: Anne Borde/Cdn embassy
Port-of-Spain

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POWER & ENERGY

Posts Reporting (17):

- * Harare
- * Kinshasa
- * Beijing
- * Tokyo
- * Riyadh
- * Yaounde
- * Tehran
- * Colombo
- * Nairobi
- * Rabat
- * Cairo
- * Jakarta
- * Kuala Lumpur
- * Brasilia
- * Sao Paolo
- * Guatemala City
- * San Jose

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Mission: HARARE

Market: ZIMBABWE

Services for which there are good market prospects:

1. Various consulting services.

For further information:

Mission: KINSHASA

Market: ZAIRE

Services for which there are good market prospects:

1. Upgrading/maintenance of Kinshasa network.
2. Upgrading/maintenance of hydro-electric dam.

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Mission: BEIJING

Market: PEOPLE'S REPUBLIC OF CHINA

Services for which there are good market prospects:

1. Electrical and thermal engineering design services.

For further information:

Mission: TOKYO

Market: JAPAN

Services for which there are good market prospects:

1. Nuclear engineering services.

For further information:

Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Various consulting services - electrical machinery and engineering.

For further information:

Mission: YAOUNDE

Market: REPUBLIC OF CAMEROON

Services for which there are good market prospects:

1. Various consulting services.

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Mission: TEHRAN

Market: IRAN

Services for which there are good market prospects:

1. Hydropower consulting.
2. Thermal power consulting.
3. Transmission consulting.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Karkheh river project: Tavanir thermal power plant
Approximate Value: 20 M\$
Financing Source: NFR - No external funding required
Contact: Canadian embassy Tehran

For further information:

Mission: COLOMBO

Market: SRI LANKA

Services for which there are good market prospects:

1. Various consulting and engineering services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. ADB rural electrification project
Approximate Value: To be determined
Financing Source: To be determined
Contact: P. Abols/Cdn embassy Colombo

For further information:

Mission: NAIROBI

Market: KENYA

Services for which there are good market prospects:

1. Engineering and consulting services.
2. Geothermal technology and services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Energy sector program loan, Ministry of Energy/KPLC
Approximate Value: 400 M\$
Financing Source : IDA - World Bank
Contact: Cdn High Commission, Nairobi

For further information:

Mission: NAIROBI

Market: TANZANIA

Services for which there are good market prospects:

1. Consulting services in power sector planning.
2. Oilfield equipment and services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Energy sector program loan, Ministry of Energy
Approximate Value: 100 M\$
Financing Source : IDA - World Bank
Contact: Cdn High Commission,
Nairobi

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Mission: RABAT

Market: MOROCCO

Services for which there are good market prospects:

1. Various engineering consulting services.
2. Nuclear energy study.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Electrification rurale II
Approximate Value: 114 M\$
Financing Source: IBRD - World Bank
Contact: Cdn embassy Rabat
2. Hydro-electric dam Dchar el Oued
Approximate Value: 300 M\$
Financing Source: To be determined
Contact: Cdn embassy Rabat

For further information:

Mission: CAIRO

Market: ARAB REPUBLIC OF EGYPT

Services for which there are good market prospects:

1. Consulting services for the Islamic and Zaire interconnect project.
2. Electrical engineering consulting.

For further information:

Mission: JAKARTA

Market: INDONESIA

Services for which there are good market prospects:

1. Various electrical and thermal energy consulting services - World Bank projects.

For further information:

Mission: KUALA LUMPUR

Market: MALAYSIA

Services for which there are good market prospects:

1. Consulting services and project management - various EDC financed projects.

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Mission: BRASILIA

Market: BRAZIL

Services for which there are good market prospects:

1. Engineering consulting.
2. Environmental consulting.

For further information:

Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Test and analysis equipments and services.
2. Various consulting services.

For further information:

Mission: GUATEMALA

Market: GUATEMALA

Services for which there are good market prospects:

1. Various consulting and engineering services - including hydro and thermal power stations.
2. Power station feasibility studies.

For further information:

Mission: SAN JOSE

Market: COSTA RICA

Services for which there are good market prospects:

1. Various consulting services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Hydro electric projects in Central America
Approximate Value: 2000 M\$
Financing Source: IADB - Inter-American Development Bank
IBRD - World Bank
Contact: Cdn embassy San Jose

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TRANSPORTATION

Posts Reporting (21):

- * Dallas
- * Los Angeles
- * San Francisco
- * Atlanta
- * Harare
- * Algiers
- * Buenos Aires
- * Cairo
- * Riyadh
- * Belgrade
- * Beijing
- * Warsaw
- * Prague
- * Nairobi
- * Amman
- * Ankara
- * Madrid
- * West Berlin
- * San Jose
- * Kuala Lumpur
- * Sao Paolo

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Mission: DALLAS

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Mass-transit related services.

For further information:

Mission: LOS ANGELES

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Rail and urban transit consulting services.
2. Rail and urban transit training systems.
3. Maritime industry consulting services.

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Mission: SAN FRANCISCO

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Urban transit consulting services.

For further information:

Mission: ATLANTA

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Urban transit consulting services.

For further information:

Mission: HARARE

Market: ZIMBABWE

Services for which there are good market prospects:

1. Railway consulting services.

For further information:

Mission: ALGIERS

Market: ALGERIA

Services for which there are good market prospects:

1. Railway consulting services.

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Mission: BUENOS AIRES

Market: ARGENTINA

Services for which there are good market prospects:

1. Railway consulting services.
2. Airport equipment and services.
3. Airport consulting services.

For further information:

Mission: BEIJING

Market: PEOPLE'S REPUBLIC OF CHINA

Services for which there are good market prospects:

1. Railway consultants services.
2. Road projects (construction services and feasibility study).

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Railway projects

Approximate Value: 700 M\$
Financing Source: IBRD - World Bank
Contact: Martin Charron/Cdn embassy Beijing

2. Road construction projects

Approximate Value: 700 M\$
Financing Source: IBRD - World Bank
Contact: Martin Charron/Cdn embassy Beijing

For further information:

Mission: CAIRO

Market: ARAB REPUBLIC OF EGYPT

Services for which there are good market prospects:

1. Consulting services for new Egyptair hangars.
2. Railway consulting services.
3. Ship components: electronics/sonar equipment and services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Airport rehabilitation
Approximate Value: 700 M\$
Financing Source: DOM - Domestically funded
Contact: Joseph Tadros/Cdn embassy Cairo
2. Egyptair overhaul hangers
Approximate Value: 150 M\$
Financing Source: DOM - Domestically funded
Contact: Joseph Tadros/Cdn embassy Cairo
3. Railways extension project
Approximate Value: 50 M\$
Financing Source: IBRD - World Bank
Contact: Joseph Tadros/Cdn embassy Cairo
4. Egypt/Libya railroad interconnection
Approximate Value: 60 M\$
Financing Source: To be determined
Contact: Joseph Tadros/Cdn embassy Cairo

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Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Flying and training services.

For further information:

Mission: BELGRADE

Market: YUGOSLAVIA

Services for which there are good market prospects:

1. Training services.

For further information:

Mission: WARSAW

Market: POLAND

Services for which there are good market prospects:

1. Transportation (rail) managerial training.

For further information:

Mission: PRAGUE

Market: CZECHOSLOVAKIA

Sub-Sector: CONSULTING & OTHER SERVICES

<u>Market Data</u>	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	50.00 \$M	50.00 \$M	100.00 \$M	200.00 \$M
Cdn Exports	0.00 \$M	0.00 \$M	0.00 \$M	0.00 \$M
Market Share	0.00 %	0.00 %	0.00 %	0.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 15-30 \$M

<u>Major Competing Countries</u>	<u>Market Share</u>
GERMANY WEST	40.00 %
AUSTRIA	30.00 %
UNITED KINGDOM	15.00 %
FRANCE	15.00 %

Services for which there are good market prospects:

1. Airport expansion design and implementation.
2. Consulting services for rail/road links.

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Mission: NAIROBI

Market: TANZANIA

Services for which there are good market prospects:

1. Consulting and training services in railways.
2. Aircraft and marine equipment parts and service.

For further information:

Mission: AMMAN

Market: SYRIA

Services for which there are good market prospects:

1. Railway consulting and engineering services.

For further information:

Mission: ANKARA

Market: TURKEY

Services for which there are good market prospects:

1. Railway 'MIS' consultancy services.

For further information:

Mission: MADRID

Market: SPAIN

Services for which there are good market prospects:

1. Traffic consulting services.

For further information:

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Mission: BERLIN, WEST

Market: GERMANY WEST

Services for which there are good market prospects:

1. Various engineering and design services.

For further information:

Mission: SAN JOSE

Market: COSTA RICA

Services for which there are good market prospects:

1. Various consulting services (transportation rehabilitation projects throughout Central America).

For further information:

Mission: KUALA LUMPUR

Market: MALAYSIA

Services for which there are good market prospects:

1. Railway consulting services.
2. Highway rehabilitation.
3. Airport infrastructure planning.
4. Airport development planning.
5. Environmental impact assessment studies.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Light rapid transit project
Approximate Value: 500 M\$
Financing Source : DOM - Domestically funded
Contact: Cherise Valles/Cdn embassy Klmp

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Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Ship design and engineering services.
2. Various consulting services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Ferroeste - railway project
Approximate Value: 475 M\$
Financing Source: IBRD - World Bank
DOM - Domestically funded
EDC - Export Development Corporation
Contact: Consulate General, Sao Paulo
2. Fepasa rehabilitation project
Approximate Value: 225 M\$
Financing Source: IBRD - World Bank
DOM - Domestically funded
B.C. - Buyer Credits required
Contact: Consulate General, Sao Paulo
3. Export corridor project
Approximate Value: 400 M\$
Financing Source: IBRD - World Bank
DOM - Domestically funded
Contact: Consulate General, Sao Paulo
4. Ferronorte - railway project
Approximate Value: 2500 M\$
Financing Source: DOM - Domestically funded
B.C. - Buyer Credits required
Contact: Consulate General, Sao Paulo

For further information:

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FORESTRY

Posts Reporting (10):

- * Cairo
- * Harare
- * Melbourne
- * Buenos Aires
- * Beijing
- * Yaounde
- * Sao Paolo
- * Rabat
- * Jakarta
- * Port-of-Spain

Mission: CAIRO

Market: ARAB REPUBLIC OF EGYPT

Services for which there are good market prospects:

1. Paper production equipment and consultancy.

For further information:

Mission: HARARE

Market: ZIMBABWE

Services for which there are good market prospects:

1. Consulting and engineering services.

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Mission: MELBOURNE

Market: AUSTRALIA

Services for which there are good market prospects:

1. Pulp and paper services.
2. Wood processing services.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Woodexpo 91 Mission
Expected Results: Introduce Australian and New Zealand forestry contacts to new Canadian equipment & services.

For further information:

Mission: BUENOS AIRES

Market: URUGUAY

Services for which there are good market prospects:

1. Consulting services including forestry management.

For further information:

Mission: BUENOS AIRES

Market: ARGENTINA

Services for which there are good market prospects:

2. Consulting services.

For further information:

Mission: BEIJING

Market: PEOPLE'S REPUBLIC OF CHINA

Services for which there are good market prospects:

1. Consulting services to multilateral bank funded projects.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Heilongjian forest fire rehabilitation project.
Approximate Value: 60 M\$
Financing Source: IBRD - World Bank
Contact: M. Charron/Cdn embassy Beijing
2. Forest sector project.
Approximate Value: 300 M\$
Financing Source: IBRD - World Bank
Contact: M. Charron/Cdn embassy Beijing

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Mission: YAOUNDE

Market: REPUBLIC OF CAMEROON

Services for which there are good market prospects:

1. Forestry engineering services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Forestry project.

Approximate Value: 50 M\$

Financing Source: IBRD - World Bank

Contact: Marcel Lebleu/Cdn embassy Yaounde

For further information:

Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Engineering services.
2. Forest management and technical cooperation.
3. Forestry equipment and environmental consulting services.

For further information:

Mission: RABAT

Market: MOROCCO

Services for which there are good market prospects:

1. Forestry inventory study.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Forestry project phase II
Approximate Value: 55 M\$
Financing Source: IBRD - World Bank
Contact: Cdn embassy Rabat

For further information:

Mission: JAKARTA

Market: INDONESIA

Services for which there are good market prospects:

1. Consulting services.

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Mission: PORT-OF-SPAIN

Market: TRINIDAD AND TOBAGO

Services for which there are good market prospects:

1. Consulting and other services.

For further information:

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MINING, METALS & MINERALS

Posts Reporting (10):

- * Kinshasa
- * Beijing
- * Lima
- * Riyadh
- * Prague
- * Nairobi
- * Amman
- * Ankara
- * Sao Paolo
- * Mexico City

Mission: KINSHASA

Market: ZAIRE

Services for which there are good market prospects:

1. Technical assistance.
2. Engineering consulting.

For further information:

Mission: BEIJING

Market: PEOPLE'S REPUBLIC OF CHINA

Services for which there are good market prospects:

1. Smelter and refinery expansion and modernization:
related technology and services.
2. Engineering consulting.

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Mission: LIMA

Market: PERU

Services for which there are good market prospects:

1. Engineering consulting.

For further information:

Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Mineral exploration and mining services.

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Mission: PRAGUE

Market: CZECHOSLOVAKIA

Sub-Sector: Consulting and other services.

<u>Market Data:</u>	<u>2 Years Ago</u>	<u>1 Year Ago</u>	<u>Current Year</u> <u>(Estimated)</u>	<u>Next Year</u> <u>(Projected)</u>
Market Size	150.00 \$M	150.00 \$M	150.00 \$M	160.00 \$M
Cdn Exports	0.00 \$M	0.00 \$M	0.00 \$M	0.00 \$M
Market Share	0.00 %	0.00 %	0.00 %	0.00 %

Cumulative 3 year export potential for
CDN products in this subsector: 0-1 \$M

<u>Major Competing Countries</u>	<u>Market Share</u>
CZECHOSLOVAKIA	30.00 %
GERMANY WEST	20.00 %
EAST GERMANY	20.00 %
POLAND	10.00 %
UNION OF SOVIET SOC REP	10.00 %
BULGARIA	10.00 %

Current status of Canadian
exports in this subsector: No export results to date.

Services for which there are good market prospects:

1. Coil box technology and services.
2. Water cooled electrodes technology and services.
3. Continual casting technology and services.
4. Laser technologies and services.
5. Welding technologies and services.

For the next fiscal year, the mission will carry out the following
approved fairs and missions:

Activity: International Engineering Fair, Brno.
Expected Results: Participation of Canadian companies to
increase their profile in CSFR.

For further information:

Mission: NAIROBI

Market: TANZANIA

Services for which there are good market prospects:

1. Drilling equipment and services.
2. Exploration equipment and services.

For further information:

Mission: AMMAN

Market: JORDAN

Services for which there are good market prospects:

1. Engineering consulting and technical assistance.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Phosphate beneficiation plant project.
Expected Results: Participation of Canadian engineering firms.

For further information:

Mission: ANKARA

Market: TURKEY

Services for which there are good market prospects:

5. Mine development services.
6. Consultancy services on zinc and lead.
7. Geological aerial digital mapping.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Preparation of a proposal for turnkey modernization of zinc-lead manufacturing plant.

Expected Results: Contract to be awarded to consortium comprising Canadian firm.

Activity: Submission of an attractive proposal for supply of geological magnetic mapping system.

Expected Results: Securing a contract from State Mineral Research Institute.

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Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Consulting engineering.
7. Environmental consulting services.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Exposibram 89.
Expected Results: Direct sales/joint ventures/transfer of technology.

Activity: Mintec 89.
Expected Results: Direct sales (services and equipments).

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. CVRD Gold Project

Approximate Value: 200 M\$
Financing Source: DOM - Domestically funded
Contact: Consulate General, Sao Paulo

2. Paranapanema Gold Project

Approximate Value: 60 M\$
Financing Source: DOM - Domestically funded
Contact: Consulate General, Sao Paulo

3. CRM Coal Project

Approximate Value: 80 M\$
Financing Source: IBRD - World Bank
IDA - World Bank
DOM - Domestically funded
Contact: Consulate General, Sao Paulo

For further information:

Mission: MEXICO

Market: MEXICO

Services for which there are good market prospects:

1. Mine investment.

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OIL & GAS

Posts Reporting (14):

- * Beijing
- * Mexico
- * Tehran
- * Riyadh
- * Warsaw
- * Los Angeles
- * Port-of-Spain
- * Nairobi
- * Amman
- * Kuala Lumpur
- * Buenos Aires
- * Sao Paolo
- * Lima
- * Guatemala City

Mission: BEIJING

Market: PEOPLE'S REPUBLIC OF CHINA

Services for which there are good market prospects:

1. Oil and gas engineering consulting.
2. Cold weather and offshore equipment and services.
3. Petrochemical plant equipment engineering services.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: Petrochemical and Chemical Mission (incoming)
1991/92.

Expected Results: Introduction of Canadian technology to Chinese
industry technical and business managers.

For further information:

Mission: MEXICO

Market: MEXICO

Services for which there are good market prospects:

1. Aircraft overhaul services.
2. Anti-corrosion equipment and services.

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Mission: TEHRAN

Market: IRAN

Services for which there are good market prospects:

1. Exploration equipment and services.
2. Contract drilling services.
3. Seismic crews and data interpretations services.
4. Logging services.
5. Training services.

For further information:

Mission: RIYADH

Market: SAUDI ARABIA

Services for which there are good market prospects:

1. Oilfield services.
2. Maintenance services.

For further information:

Mission: WARSAW

Market: POLAND

Services for which there are good market prospects:

1. Drilling materials and services.

Projects or portions of major projects still in the planning stage which provide opportunities for Canadian suppliers:

1. Natural gas production and transmission project.
Approximate Value: 15 M\$
Financing Source: IBRD - World Bank
DOM - Domestically funded
Contact: F.Parzych/Cdn embassy Warsaw

For further information:

Mission: LOS ANGELES

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Various services.

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Mission: PORT-OF-SPAIN

Market: TRINIDAD AND TOBAGO

Services for which there are good market prospects:

1. Training and technology transfer services.

For further information:

Mission: NAIROBI

Market: KENYA

Services for which there are good market prospects:

1. Oil and gas pipeline engineering services and equipment.
2. Oilfield equipment and services.
3. Geothermal energy applications in services and equipment.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

1. Energy Sector Loan, Ministry of Energy/KPLC/KPC
Approximate Value: 400 M\$
Financing Source : IDA - World Bank
Contact: Cdn High Commission,
Nairobi

For further information:

Mission: AMMAN

Market: SYRIA

Services for which there are good market prospects:

- 1. Seismic equipment and services.
- 2. Drilling equipment and services.
- 3. Pipeline engineering.
- 4. Well servicing equipment and services.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

- 1. BP Exploration/Drilling
 - Approximate Value: 50 M\$
 - Financing Source: NFR - No external funding required
 - Contact: Canadian Embassy Amman

- 2. Omar Gas Phase II
 - Approximate Value: 250 M\$
 - Financing Source: DOM - Domestically funded
B.C.- Buyer Credits required
 - Contact: Canadian Embassy Amman

- 3. Marathon Field Development
 - Approximate Value: 300 M\$
 - Financing Source: NFR - No external funding required
B.C.- Buyer Credits required
 - Contact: Canadian Embassy Amman

- 4. Palmyra Gas Development
 - Approximate Value: 100 M\$
 - Financing Source: DOM - Domestically funded
B.C.- Buyer Credits required
 - Contact: Canadian Embassy Amman

For further information:

Mission: AMMAN

Market: JORDAN

Services for which there are good market prospects:

1. Geophysical services - data processing.
2. Reservoir consulting.
3. Pipeline engineering.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

1. Petrofina exploration
Approximate Value: 20 M\$
Financing Source: NFR - No external funding required
Contact: Canadian embassy Amman
2. NRA Drilling program
Approximate Value: 10 M\$
Financing Source: IBRD - World Bank
Contact: Canadian embassy Amman
3. Petro Canada assistance
Approximate Value: 15 M\$
Financing Source: Bilateral
Contact: Canadian embassy Amman

For further information:

Mission: KUALA LUMPUR

Market: MALAYSIA

Services for which there are good market prospects:

- 1. Petrochemical project consulting services.
- 2. Mud engineering/logging services.
- 3. Cementing equipment and services.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

- 1. Polyethylene Plastic Complex
 - Approximate Value: 800 M\$
 - Financing Source: DOM - Domestically funded
 - Contact: Cherise Valles/Cdn embassy Klmp
- 2. MTBE/Polypropylene Plants
 - Approximate Value: 400 M\$
 - Financing Source: To be determined
 - Contact: Cherise Valles/Cdn embassy Klmp
- 3. MDS Plant
 - Approximate Value: 1300 M\$
 - Financing Source: NFR - No external funding required
 - Contact: Cherise Valles/Cdn embassy Klmp
- 4. Malacca Refinery
 - Approximate Value: 350 M\$
 - Financing Source: DOM - Domestically funded
 - Contact: Cherise Valles/Cdn embassy Klmp

For further information:

Mission: BUENOS AIRES

Market: ARGENTINA

Services for which there are good market prospects:

1. Surveying and exploration services.
2. Drilling and production services.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: World Petroleum Congress: Buenos Aires Oct 1991
Expected Results: Expand Canadian suppliers share of the growing oil and gas industry.

For further information:

Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Natural gas distribution consulting services.
2. Pipeline engineering.
3. Testing inspection and monitoring instruments and services.
4. Drilling equipment and services.
5. Data interpretation software and services.
6. Process simulation software and services.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: Rio Oil & Gas Show 92 - Rio de Janeiro.
Expected Results: Consolidation of Canadian profile within Petrobras.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

1. Enchova Platform
Approximate Value: 400 M\$
Financing Source: EDC - Export Development Corporation
Contact: Consulate General, Sao Paulo

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Mission: LIMA

Market: PERU

Services for which there are good market prospects:

1. Various consulting services.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

1. Camisea gas project - Peru
Approximate Value: 2200 M\$
Financing Source: To be determined
Contact: Oscar Vasquez/Cdn embassy Lima
2. Rio Grande/Pto Suarez gas pipeline (Bolivia)
Approximate Value: 850 M\$
Financing Source: IBRD - World Bank
IADB - Inter-American
Development Bank
Contact: Oscar Vasquez/Cdn embassy Lima
3. Northern gas processing (Petro-Peru)
Approximate Value: 138 M\$
Financing Source : To be determined
Contact: Oscar Vasquez/Cdn embassy Lima

For further information:

Mission: GUATEMALA

Market: GUATEMALA

Services for which there are good market prospects:

1. Consulting and engineering services.

Projects or portions of major projects within this sector which provide opportunities for Canadian suppliers:

1. Refined products pipeline

Approximate Value: 30 M\$

Financing Source: To be determined

Contact: Hugo Cerezo/Cdn embassy Guatemala

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CHEMICAL PRODUCTS & EQUIPMENT

Posts Reporting (1):

* Sao Paolo

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Mission: SAO PAULO

Market: BRAZIL

Services for which there are good market prospects:

1. Varied services.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

Petrochemical Complex Rio de Janiero
Approximate Value: 3500 M\$
Financing Source : DOM - Domestically funded
Contact : Consulate General, Sao Paulo

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CONSUMER PRODUCTS

Posts Reporting (1):

* Seattle

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Mission: SEATTLE

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Environmental products & services.

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EDUCATION & HEALTH

Posts Reporting (3):

- * New York
- * Mexico City
- * Jakarta

Mission: NEW YORK

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Biotechnology products and services.
2. Technology related services.

For further information:

Mission: MEXICO

Market: MEXICO

Services for which there are good market prospects:

1. Laboratory equipment teaching.
2. Technical equipment teaching.

For further information:

Mission: JAKARTA

Market: INDONESIA

Services for which there are good market prospects:

1. Consulting services.
2. Fellowships.

Projects or portions of major projects in the planning stage which provide opportunities for Canadian suppliers:

1. Six universities development & rehabilitation project
Approximate Value: 150 M\$
Financing Source: ASDB - Asian
Development Bank
Contact: Husni Djaelani
2. Professional human resources project
Approximate Value: 150 M\$
Financing Source: IBRD - World Bank
Contact: Husni Djaelani
3. Second secondary education project
Approximate Value: 80 M\$
Financing Source: IBRD - World Bank
Contact: Husni Djaelani

For further information:

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CONSTRUCTION

Posts reporting (7):

- * Minneapolis
- * Kingston
- * Libreville
- * Belgrade
- * Yaounde
- * Kuala Lumpur
- * Buffalo

Mission: MINNEAPOLIS

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

- 1. Architectural and design services.

For further information:

Mission: KINGSTON

Market: BAHAMAS

Services for which there are good market prospects:

- 1. Construction services.
- 2. Engineering consulting.

Projects or portions of major projects still in the planning stage which provide opportunities for Canadian suppliers:

Bahamas Hospital Construction

Approximate Value:	100 M\$
Financing Source:	IADB
Contact:	J.D. Bonar/ (Tel.# 809-926-1500)

Mission: LIBREVILLE

Market: GABON

Sub-Sector: Architecture, Consulting and other services

<u>Market Data</u>	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	75.00 \$M	35.00 \$M	28.00 \$M	25.00 \$M
Cdn Exports	20.00 \$M	10.00 \$M	8.00 \$M	6.00 \$M
Market share	24.00 %	28.00 %	28.00 %	24.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 30-60 \$M

Major Competing Countries

Market Share

KOREA	n.a.
YUGOSLAVIA	n.a.
OTHER COUNTRIES	n.a.
SPAIN	n.a.

Current Status of Canadian
exports in this subsector: Small but expanding.

Services for which there are good market prospects:

1. Architecture and construction consulting services.

For further information:

Mission: BELGRADE

Market: YUGOSLAVIA

Sub-Sector: Architecture, Consulting and other services

<u>Market Data</u>	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	0.00 \$M	2000.00 \$M	1500.00 \$M	1600.00 \$M
Cdn Exports	0.00 \$M	0.00 \$M	0.00 \$M	0.00 \$M
Market Share	0.00 %	0.00 %	0.00 %	0.00 %

Cumulative 3 year export potential for CDN products in this sector/subsector: 15-30 \$M

<u>Major Competing Countries</u>	<u>Market Share</u>
GERMANY WEST	n.a.
AUSTRIA	n.a.

Current Status of Canadian exports in this subsector: No export results to date.

Services for which there are good market prospects:

1. Engineering consulting.
2. Construction technology.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: Outgoing capital projects mission to Yugoslavia to meet turnkey contractors and discuss third market opportunities.

For further information:

Mission: YAOUNDE

Market: REPUBLIC OF CAMEROON

Sub-Sector: Architecture, Consulting and other services

<u>Market Data</u>	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	298.00 \$M	220.00 \$M	450.00 \$M	300.00 \$M
Cdn Exports	16.00 \$M	11.00 \$M	60.00 \$M	30.00 \$M
Market share	5.00 %	5.00 %	13.00 %	10.00 %

Cumulative 3 year export potential for
CDN products in this sector/subsector: 30-60 \$M

Major Competing Countries

Market Share

FRANCE	50.00 %
GERMANY WEST	18.00 %
ITALY	10.00 %
BELGIUM	5.00 %
ISRAEL	5.00 %

Current Status of Canadian
exports in this subsector: Mature with little growth potential.

Services for which there are good market prospects:

1. Engineering consulting.
2. Gas distribution network.
3. Construction of central thermal heating.

.../next page

Projects or portions of major projects still in the planning stage which provide opportunities for Canadian suppliers:

1. Construction of central thermal heating
Approximate Value: 35 M\$
Financing Source: To be determined
Contact: J.Y. Dionne/ Cdn embassy Yaounde
2. Construction of dairy farms
Approximate Value: 15 M\$
Financing Source: EDC
Contact: J.Y. Dionne/ Cdn embassy Yaounde
3. Construction of gas distribution network
Approximate Value: 85 M\$
Financing Source: To be determined
Contact: J.Y. Dionne/ Cdn embassy Yaounde

For further information:

Mission: KUALA LUMPUR

Market: MALAYSIA

Services for which there are good market prospects:

1. JV in specialized project management
2. Turnkey construction projects (equity participation)
3. Consultancy: advanced technology applications

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: MALBEX, SEPTEMBER 91
Expected Results: Introduce Canadian technology, increase Canadian product/service market.

Activity: PACIFIC MACHINERY EXPO, SEPTEMBER 91
Expected Results: Introduce Canadian technology, increase Canadian product/service market.

For further information:

Mission: BUFFALO

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Architectural engineering services.

For further information:

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INDUSTRIAL MACHINERY & ENVIRONMENT

Posts Reporting (7):

- * Libreville
- * Oslo
- * Sydney
- * Cleveland
- * Los Angeles
- * Tel Aviv
- * Atlanta

Mission: LIBREVILLE

Market: GABON

Services for which there are good market prospects:

1. Economic and business restructuring expertise/management consulting.
2. Technical and university education services.

For further information:

Mission: OSLO

Market: NORWAY

Services for which there are good market prospects:

1. Municipal waste management consulting.

For further information:

Mission: SYDNEY

Market: AUSTRALIA

Services for which there are good market prospects:

1. Sewage treatment.
2. Sludge handling and disposal.
3. Wastewater treatment.
4. Drinking water treatment and distribution.
5. Paper recycling.
6. Plastics recycling.
7. Municipal waste separation, disposal & destruction.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Identifying Canadian companies with technology/services in all fields of environmental sector.

Expected Results: Linkage of 5 companies in Canada with suitable counterparts in Australia.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: GLOBE 92; five company representatives (and possibly 1-2 relevant public officials) on an incoming mission.

Expected Results: Greater awareness of Canadian capabilities and cement inter-company relations.

For further information:

Mission: CLEVELAND

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Production and quality control improvement - techniques and equipment.

For further information:

Mission: LOS ANGELES

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Water and wastewater equipment and services.
2. Hazardous waste management.

For the next fiscal year, the mission will carry out the following approved fairs and missions:

Activity: NEXUS - Hazardous waste management mission.
Expected Results: Exposure for equipment manufacturers and consultants.

For further information:

Mission: TEL AVIV

Market: ISRAEL

Services for which there are good market prospects:

1. Various consulting services.

For further information:

Mission: ATLANTA

Market: UNITED STATES OF AMERICA

Services for which there are good market prospects:

1. Engineering consulting services.

For further information:

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OTHER SERVICES SECTOR

Posts Reporting (2):

- * Yaounde
- * Copenhagen

Mission: YAOUNDE

Market: REPUBLIC OF CAMEROON

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<u>Market Data</u>	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	25.00 \$M	25.00 \$M	25.00 \$M	30.00 \$M
Cdn Exports	2.00 \$M	2.00 \$M	3.00 \$M	3.00 \$M
Market Share	8.00 %	8.00 %	12.00 %	10.00 %

Cumulative 3 year export potential for
CDN products in this sector: 5-15 \$M

Major Competing Countries

Market Share

FRANCE	50.00 %
GERMANY WEST	20.00 %
UNITED KINGDOM	10.00 %

Current Status of Canadian
exports in this sector: Small but expanding

Services for which there are good market prospects:

1. Economic management consulting.
2. Engineering consulting.
3. Various consulting services.

For further information:

Mission: COPENHAGEN

Market: DENMARK

<u>Market Data</u>	2 Years Ago	1 Year Ago	Current Year (Estimated)	Next Year (Projected)
Market Size	410.00 \$M	455.00 \$M	465.00 \$M	485.00 \$M
Cdn Exports	10.00 \$M	11.00 \$M	15.00 \$M	20.00 \$M
Market Share	2.44 %	2.42 %	3.23 %	4.10 %

Cumulative 3 year export potential for
CDN products in this sector: 15-30 \$M

Current Status of Canadian
exports in this sector/subsector: Small but expanding

Services for which there are good market prospects:

1. UNICEF/IAPSO sales and services.

For further information:

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MULTI-SECTOR

Posts Reporting (3):

- * Nairobi
- * Paris
- * Bonn

Mission: NAIROBI

Market: UGANDA

Services for which there are good market prospects:

1. Hydro power generation and transmission services.
2. Airport rehabilitation engineering services and equipment.
3. Civil aviation planning services.
4. Road rehabilitation planning/consulting services.
5. Health services planning and hospital/medical equipment.
6. Technical and vocational education planning/consulting services.

In support of Canadian exports in this sector the mission is currently engaged in activities which include:

Activity: Continue to assist Canadian firms in competing for Entebbe Airport Rehabilitation Study under AfDB financing.

Expected Results: Possible contract for either Lavalin or Scott Associates.

Activity: Continue to assist Canadian consultants in competing for rehabilitation of Mulago Hospital to be financed by AfDB.

Expected Results: Follow up opportunities to sell medical equipment/supplies/services.

For further information:

Mission: PARIS

Market: FRANCE

Services for which there are good market prospects:

1. Environmental consulting.

For further information:

Mission: BONN

Market: GERMANY WEST

Services for which there are good market prospects:

1. Service industries.

For further information:

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