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operating locations in Nova Scotia and annual revenues of \$140 million, has earned a reputation as a world leader for engineering and maintenance of maritime helicopters.

Within Canada, IMP Aerospace is a provider of depot-level engineering

was awarded a BOA with the U.S. Navy for the repair and overhaul of automatic stabilization equipment for H-3 helicopters.

The five-year H-3 SDLM BOA provides for the overhaul, repair, engineering and field support services of the entire U.S. Navy fleet of 60 H-3

# IMP Group Limited

and maintenance support to the Canadian Forces' CH124 Sea King helicopters and CP140 Aurora aircraft fleets, and is the In-Service Support Contractor for the new fleet of CH149 Cormorant search and rescue helicopters. The United States is the current destination for virtually all company exports.

## Destination: U.S.

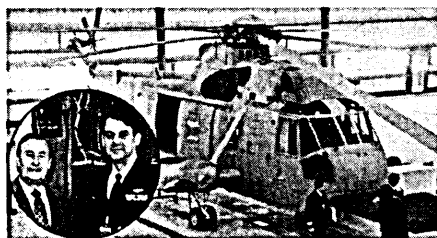
"Ninety-nine percent of our exports go to the U.S. Department of Defense and U.S. companies," explains Derek Kinsman, Vice-president of International Marketing for IMP Aerospace, which counts Lockheed Martin, Boeing, Raytheon and Northrop Grumman among its U.S. commercial customers.

IMP's first contract with the U.S. Department of Defense (DoD) — and its relationship with CCC — dates back to 1990, when the company

helicopters, as well as similar services for 29 Egyptian Air Force Sea Kings.

## CCC on board

At the request of DoD, the joint U.S./Canada Defense Production



IMP Group Chairman & CEO, Ken C. Rowe, and Captain C. Deitchman, Wing Commander COMHELTACWINGLANT (inset), commemorate delivery of first U.S. Navy H-3 SDLM helicopter (photo), January 18, 2001.

Sharing Arrangement mandates that all purchases over US\$100,000 from Canadian companies be made through CCC. "This is the largest contract we've helped the company out with," explains CCC Project Manager Joan Nolan. "They're pretty much aware of how the process works, and what the opportunities are out there. They're a pleasure to work with."

"Our relationship with CCC has been excellent," agrees Kinsman. "There's no other word for it. CCC was very supportive during the bid phases. And the Corporation is very experienced; they're always looking after our interests."

The company is coming to the end of the base year of its contract and has just delivered the first of eight aircraft it is currently overhauling at its facilities. "The contract is going very smoothly," says Nolan. "The U.S. Navy seems to be pleased."

## SHAPING TRADE SOLUTIONS FOR OUR EXPORTERS



Canadian Commercial Corporation

The Canadian Commercial Corporation (CCC) is an export sales agency of the Government of Canada providing special access to the U.S. defence and aerospace markets and specializing in sales to foreign governments.

Canadian exporters can gain greater access to government and other markets, as well as a competitive advantage, through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC can facilitate export sales that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms.

When requested, CCC acts as prime contractor for government-to-government transactions and provides access to pre-shipment export financing from commercial sources.

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: (800) 748-8191, fax: (613) 947-3903, e-mail: info@ccc.ca  
Web site: www.ccc.ca

## Exercising options

In fact, the Navy is so pleased it has informed the company that it is going to exercise the first year option (March 2001 to March 2002) on the BOA. "The U.S. isn't obligated to exercise any of the four option years," explains Kinsman. "We're very happy with their decision; we're expecting to receive six more aircraft by June."

The company's general business philosophy has been to continue to exploit the expertise it has developed in supporting the Canadian Department of National Defence and to seek work internationally. "The first place we typically look is the U.S., and our seeking has been successful. This one contract alone represents over 15% growth in our business."

With this success and growth under its belt, IMP Aerospace is now poised to capture other international opportunities... with continued CCC backing.

For more information, contact Derek Kinsman, Vice-president, International Marketing, tel.: (902) 873-2250, ext. 1421, fax: (902) 873-2290, e-mail: impaero@impgroup.com  
Web site: www.impgroup.com

## DOING BUSINESS WITH THE U.S. FEDERAL GOVERNMENT?

Find out more from the Canadian Embassy in Washington, D.C. ([www.canadianembassy.org](http://www.canadianembassy.org)) under "Business Opportunities: U.S. Government Procurement."

Log onto opportunities via the General Services Administration ([www.gsa.gov](http://www.gsa.gov)), which facilitates purchases by the U.S. government — the world's largest consumer — and the Electronic Posting System site ([www.eps.gov](http://www.eps.gov)).

When you're ready to pursue these opportunities, the Canadian Commercial Corporation ([www.ccc.ca](http://www.ccc.ca)) can assist you with the interpretation of the U.S. procurement system or ensure that as a Canadian company, you are eligible to participate.