

Department of  
External  
Affairs



Ministère des  
Affaires  
extérieures

No. 149

July 15, 1988.

## CANADIAN SUPPLIER WINS "BLUE RIBBON" AWARD

John McDermid, Member of Parliament for Brampton-Georgetown, on behalf of International Trade Minister John C. Crosbie, announced today that the Microwave Division of Varian Canada Inc., of Georgetown, Ontario, was presented with the first Blue Ribbon Contractor award by the U.S. Army's Communication Electronics Command (CECOM), at a ceremony held on June 30th at CECOM Headquarters in Fort Monmouth, New Jersey.

In offering his congratulations to the firm, Mr. McDermid remarked that this award is especially significant, considering that a Canadian supplier was chosen first among all North American suppliers to CECOM.

The award is limited to those firms that achieve at least 90% "on-time" delivery with no more than two defects in items delivered over a twelve-month period. According to Colonel Joel Levanson, Director of Procurement for U.S. Army CECOM, Varian Canada's Microwave Division realized zero defects and better than 95% on-time delivery over the last year.

Varian Canada Inc. manufactures power supplies, klystrons, travelling-wave tubes and millimetre-wave tubes for communication and radar applications for customers throughout the world. This is another example of how Canadian companies can compete successfully with American firms.

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FOR MORE INFORMATION, CONTACT:

R.W. Davidson, Canadian Commercial Corporation  
(613) 996-4026

Minister for  
International  
Trade

Ministre du  
Commerce  
extérieur