

News Release

Minister for
International
Trade



Communiqué

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Commerce
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SELLING TO THE U.S. GOVERNMENT:

NEW OPPORTUNITIES FOR CANADIAN FIRMS

International Trade Minister John C. Crosbie today announced that a series of seminars will be held across Canada to inform Canadian business of opportunities for sales to the U.S. Government.

"As a result of the Free Trade Agreement, new opportunities exist for Canadian companies to supply U.S. government needs," said Mr. Crosbie. "We are holding these seminars so our business people can inform themselves about tapping this aspect of the U.S. market."

With the FTA's implementation, the U.S. has reduced its dollar threshold restrictions on procurement contracts. This means that Canadian companies are now able to compete for contracts previously open only to U.S. companies. "This change alone creates \$3 billion in potential new business for Canadian manufacturers and producers," noted the Minister.

The seminar series starts in Halifax on February 2 and ends in Vancouver, February 17.

The series is jointly organized by the Department of External Affairs and the Canadian Exporters' Association (CEA) in cooperation with the International Trade Centres and the provinces. The series will feature presentations by Canada's Trade Commissioner in Washington, trade experts from External Affairs and the CEA, and U.S. General Services Administration representatives.

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