

CANADIAN EXPORT

Vol. 12, No. 18

OCT 31 1994

November 1, 1994

In U.S. Markets

Canadian Defence, Aerospace Firms Can Compete

Canadian defence and aerospace companies wishing to improve their competitiveness in the U.S. technology and information transfer marketplace now can take advantage of a program developed by the United States Department of Defence.

The **Best Manufacturing Practices Program (BMP)** consists of three main components: company surveys, annual workshops and a user-friendly Program Manager Workstation System.

For Canadian participants, the central element of the BMP Program is the Program Manager Workstation.

The Workstation is a comprehensive data network that provides industry and government program managers, engineers and staff with a means to identify and avoid risks from a program's start to finish.

This program is designed to assist in all phases of acquisition, including proposal preparation and evaluation, concurrent engineering, design review, development and testing. In addition, the workstation database contains a rich assortment of information regarding U.S. policies and programs, including defence conversion, dual use technology, environmental remediation and CALS

implementation information.

BMP surveys are designed to identify and document non-proprietary, best manufacturing techniques available to industry. Surveys are conducted on an invitational bases using a team of engineers and technical experts. Final reports are entered into the BMP Program Managers Workstation data base and made available to program participants.

BMP also sponsors presentations, seminars and an annual workshop. These meetings provide industry as well as government manufacturing and production experts and managers the opportunity to exchange information, review the accomplishments and lessons learned through the BMP program and consider actions needed to solve industry wide problems.

Full access to BMP will provide Canadian industry with a number of competitive advantages, including increased visibility in the U.S., quick access to U.S. government and industry information

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EDC Line of Credit Agreement Assists Exporters to Mexico

Small- and large-size Canadian companies looking to sell their goods and services to Mexico can benefit from a new line of credit agreement between the Export Development Corporation (EDC) and Banca Serfin, S.A., Mexico's third-largest commercial bank.

This line of credit is a valuable tool when doing business in Mexico, allowing companies to arrange financing for transactions between US\$50,000 and US\$5 million.

"This new facility is a practical, results-oriented initiative that will further help Canadians sell their goods and services in the growing Mexican consumer mar-

ketplace," said International Trade Minister Roy MacLaren.

MacLaren also noted that the Mexican market continues to open up to Canadian businesses.

"In fact," said the Minister, "Canadian exports to Mexico in the first six months since the NAFTA was implemented have increased 24.5 per cent over the same period last year."

For more information on this line of credit, contact any of EDC's eight regional offices, located in Halifax, Montreal, Ottawa, Toronto, London, Winnipeg, Calgary and Vancouver.

Banca Serfin's Canadian headquarters is in Toronto.

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