

13. How are trade or industry considerations used in assessing an application?

Canada is a major trading country with strong high-technology and aerospace sectors. Companies in these sectors figure prominently in both exports and trade promotion.

In evaluating an export permit application for a military item, government policy experts consider the nature of the relationship between the seller and the buyer. Some proposed exports are simply the latest product upgrade in a long-standing relationship between a Canadian supplier and a foreign buyer. Many sales are replacement parts for goods that were sold years earlier. The Canadian government recognizes that these are legitimate market relationships. Such exports often present a negligible risk to Canada's national and international interests.

Other considerations relate to the overall trading relationship between Canada and the recipient country. Canadian military goods are legitimate exports as long as they meet human rights, defence and international security conditions. Since many controlled goods involve advanced technologies, sales can help establish markets for other Canadian goods and services in areas such as air traffic control, air safety, environmental control or remote sensing. They can be part of an overall Canadian effort to engage a country's government in dialogue and contribute to initiatives that are designed to improve respect for human rights and democracy.