



ADMINISTRATION OF THE CANADA EXPORT AWARD

1 Eligibility

Application for the Canada Export Award is open to all firms, or divisions of firms resident in Canada, that have been exporting goods or services **for three or more years**. The achievements of such companies and organizations, as well as of those facilitating exports, including in the area of banking, transport, market research, packaging and promotion, are eligible for consideration for the award.

Only those achievements that involve the applicant's own performance will be recognized. The sale of goods to a firm which, in turn, incorporates those goods into an export item should not be included in the applicant's export figures. Exceptions may be made in cases where the manufacturers of major components can demonstrate that they themselves undertake the overseas promotion of these incorporated products or components. Under these circumstances the value of the sales from the exporter will be regarded as eligible export earnings on the part of the major equipment manufacturer.

NOTE: Those firms which received a Canada Export Award in one of the three previous years are ineligible for this year's award.