

certification procedures in those countries. You may wish to bring any difficulties you may encounter to the attention of Department of Foreign Affairs and International Trade.

e) Customs Procedures

As stated in 2(d)(iii) above, those occupations found in the professional category of the NAFTA are granted the right to bring equipment necessary to perform their work into another NAFTA country on a duty free basis. If your occupation is not a listed professional category, then you are required to comply with relevant customs laws of your country of destination as they relate to temporary entry of equipment. These are discussed in greater detail in the sections that follow.

f) Government Procurement

(i) NAFTA Provisions

Government procurement is the purchase of goods and services by federal, provincial, state and local governments for their own use. While the NAFTA has liberalized government procurement in many sectors, transportation has been generally excluded. However, a few specialty air services have been included.

(ii) Opportunities - Specialty Air Services

Significant for the specialty air services industry, the U.S. has agreed to liberalize its government procurement process for the contracting of aerial photography services (other non-aerial but related land mapping and surveying services have also been liberalized). Both Canada and the U.S. have agreed to liberalize government procurement of "water bombing" services, an obvious component of the forest fire fighting specialty air service. Another specialty air service, photogrammetry, has also benefitted from liberalized government procurement practices.

All other specialty air services, are excluded from the liberalizing provisions of the NAFTA on government procurement. This means, for example, that a U.S. government agency may show preference for an American company in the tender process based solely on the fact that the company is American.

The nature of the specialty air services industry is such that federal, state or provincial governments provide a significant source of business. In this respect, the liberalization of government procurement markets is an important component of market access. Some members of the Canadian industry have expressed disappointment that the government procurement market was not liberalized, as they see many business opportunities with the U.S. government. However, many others have indicated a preference for ensuring that government procurement within Canada