

GOVERNMENT PROCUREMENT : QUESTION #4

Will a liberalization of government procurement regulations not lead to increased competition in Canada for Canadian firms?

RESPONSE:

- CANADA HAS ALREADY NEGOTIATED A LIBERALIZED GOVERNMENT PROCUREMENT SYSTEM WITH THE UNITED STATES. THE FTA HAS OPENED A COMPLETELY NEW MARKET FOR CANADIAN COMPANIES. OVER THE YEARS, CANADA HAS PROVEN ITS COMPETITIVENESS IN BEING THE UNITED STATES' NUMBER ONE TRADING PARTNER; CANADIAN COMPANIES SHOULD NOT BE AFRAID TO COMPETE AS THEY ARE PROVING DAILY THAT THEY CAN BE COMPETITIVE, IN THE DEVELOPMENT AND PRODUCTION OF PUBLIC SECTOR GOODS AND SERVICES IN IMPORTANT SECTORS SUCH AS TELECOMMUNICATIONS AND POWER GENERATION AND TRANSMISSION EQUIPMENT. CANADA'S PRIMARY CONCERN IS TO ACHIEVE NATIONAL TREATMENT FOR CANADIAN SUPPLIERS ON THE BASIS OF AMERICAN SUPPLIERS IN THE UNITED.
- WHILE SIZE OF MEXICO'S GOVERNMENT PROCUREMENT IS AT PRESENT SMALL RELATIVE TO EITHER THE UNITED STATES OR CANADA, THE POTENTIAL FOR GROWTH IN MEXICO OVER THE MEDIUM TERM FUTURE IS GREAT. THE SECURING OF ACCESS TO THE MEXICAN PUBLIC MARKET ON AN EQUAL FOOTING WITH THE UNITED STATES IS OF GREAT INTEREST TO THE CANADIAN GOVERNMENT.
- A MAJOR PRIORITY OF THE CANADIAN GOVERNMENT IS TO SECURE THE REMOVAL OF THE U.S. "BUY AMERICAN PROVISIONS" FOR CANADIAN SUPPLIERS.