

CCC taps foreign homeland security markets

On November 25, 2002, United States (U.S.) President George W. Bush signed a bill creating the Department of Homeland Security (DHS). This new department is responsible for coordinating all federal government terrorist prevention and protection activities within the U.S. and for working with state and local governments in the areas of detection, preparedness, prevention, protection, response and recovery, and incident management.

In addition, DHS is to be the purchasing centre for the procurement of goods and services required to accomplish its mission.

Given the increased spending and focus on homeland security in the U.S. and other countries, the CCC (Canadian Commercial Corporation) believes that significant export opportunities exist for Canadian companies offering goods and services in the categories identified above. As a result, CCC has set up a security-focused team to develop international opportunities with governments and commercial companies that want to procure Canadian products and services to address homeland security issues.

As a Crown corporation mandated to facilitate international trade, CCC specializes in sales to foreign governments and is one of the largest suppliers to the U.S. Department of Defense and the National Aeronautics and Space Administration.

Security expert joins CCC
To augment this expertise, and to provide additional support to its clients in the area of security, CCC turned to the Canadian government's lead information technology security agency, the Communications Security Establishment (CSE), for help. As a result, CSE seconded Norm Weir to the CCC as the new Senior Account Executive, Security Products.

Norm Weir has in-depth knowledge of the security marketplace, including the U.S. market. He will work with the CCC homeland security team to provide CCC's services to Canadian companies and to identify and negotiate

Put the power of Canada behind your export sales



CCC (Canadian Commercial Corporation) is a Crown corporation mandated to facilitate international trade, particularly in government markets. Acting as a prime contractor, CCC signs export contracts providing access to markets for exporters and a government-backed performance guarantee for buyers. CCC also assists exporters to increase their pre-shipment working capital from commercial sources, and offers its international contracting expertise on a fee-for-service basis. When it comes to exports, CCC means credibility, confidence and contracts.

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: 1-800-748-8191, Web site: www.ccc.ca

relationships with foreign agencies involved in homeland security procurement.

"I am pleased to have the opportunity to introduce CCC's excellent services to Canadian companies," says Weir. "With the increased emphasis on homeland security in the U.S. and elsewhere, the opportunities are growing daily—especially for Canada, where companies provide leading-edge security technology. CCC can assist these companies to succeed in the worldwide security marketplace."

For more information about how CCC can help you sell goods and services to homeland security markets in the U.S. and elsewhere, contact Norm Weir, Victoria MacKenzie or Erik Husband at (613) 996-0034 or e-mail: SecurityTeam@ccc.ca

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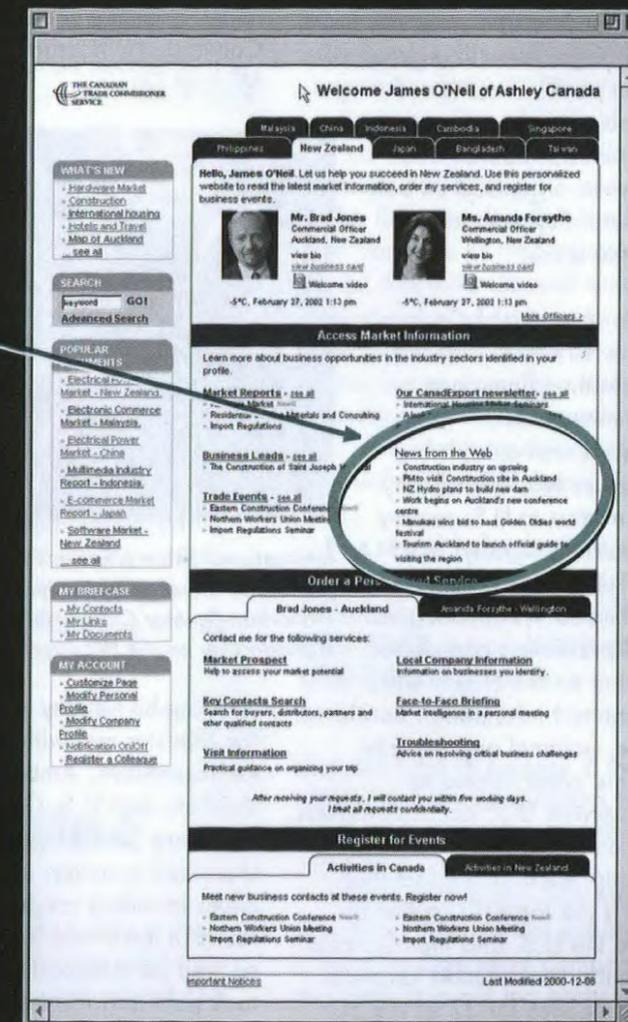
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