

4.1.5 Trade Intelligence:

The Department of External Affairs has retained a number of consulting firms to begin the task of identifying subsidy programmes provided by various levels of government in the United States that may have an impact on Canadian trade prospects. While this task was initially expected to be completed by March, 1990, Minister Crosbie has recently stated that the process may take a full year. It is unclear whether the government will take steps to ensure continued monitoring of such practices in the United States, beyond the normal surveillance by diplomatic staff.

Monitoring international developments and competitors' plans may soon be just as essential as prospecting for new trade opportunities for Canadian exporters. Early intelligence on foreign export plans can be of strategic assistance to domestic Canadian firms. Increased government and industry association monitoring in this regard is therefore warranted.

4.1.6 Government Procurement:

To meet the FTA requirements for opening up government procurement practices, the Government has combined the Bulletin of Business Opportunities and the Gazette Notices of Proposed Procurement and Contract Award Notices into a new weekly publication, *Government Business Opportunities*.

Available contracts will be classified under these categories: restricted to Canadians; open to Americans under the FTA; and open to all under the GATT. While in some cases, the required pre-qualification of potential contractors may restrict access to government contracts, the new Procurement Review Board has had some success in making the entire process more transparent and, in general, open to a wider range of eligible suppliers.

While the United States has also reclassified contracts in accordance with FTA requirements, it has not made any changes to its contract notice process. Instead, individual bidders are left to determine which, if any, contracts may be available for Canadian suppliers. Since the United States agency responsible for procurement has not co-operated in revamping their lists, the Canadian government has now undertaken to sort the daily U.S. list and produce a more comprehensible list for use by potential Canadian suppliers.

4.1.7 Other Government Measures:

The federal government has announced increased funding for universities offering international business education and has helped to establish a new Centre for International Trade Policy and Law, jointly based at Carleton University and the Université d'Ottawa.

As well, a number of university- and NGO-based research projects on international competitiveness, U.S. subsidy practices, and other trade-related matters have been financed.

No changes as yet have been reported to the data collection methods of DIST, Investment Canada, or Statistics Canada which would help to differentiate between the United States