

arrange for financing and performance bonds much more easily than a Canadian group.

To compete successfully with the Japanese, the Europeans and others, Canadian companies will have to develop consortia. Projects developed on a build, operate and transfer (BOT) basis, will become more common. While Export Development Corporation (EDC) financing can play a critical role in obtaining export orders in the face of international competition, concessional financing and subsidies by foreign governments make it difficult for Canadian companies to compete in many overseas markets. The industry also contends that Canadian banks, unlike their foreign counterparts, do not support export financing.

C Strategic Direction

- Carry out a market intelligence survey to determine opportunities for exports, joint ventures and strategic alliances in the rail and urban transit sector and disseminate them to Canadian suppliers.
- Maintain a database on existing and future expected international markets and an up-to-date directory of Canadian exporters of rail and urban transit equipment and services.
- Work with the Transit Export Co-ordination Committee, a joint government and industry body, to improve exchange of information, co-sponsor business development activities and address key international business development issues.
- Provide support, through the Canadian Urban Transit Association (CUTA), to the Transit Suppliers Council in its promotion of Canadian capabilities and its efforts to counteract Buy America and other non-tariff barriers.
- Encourage the formation of export consortia to procure international contracts.

Urban Transit and Rail

Activity	Date	Location	Dept.	Contact
United States				
Intermodal transportation; national stand: Intermodal Transportation Trade Show	Apr 1993	Atlanta	EAITC	613-944-9440
Urban transit; mission from Seattle to	Apr 1993	Canada	EAITC	613-994-5149
Urban transit; mission from Detroit to	May 1993	Canada	EAITC	613-994-5149
Urban transit; mission from Los Angeles to	May 1993	British Columbia	EAITC	613-994-5149
Mass transit; mission to: Solo Mass Transit Show	Jul 1993	Cleveland	EAITC	613-994-5149
Urban transportation; national stand: International Public Transit Show	Oct 1993	New Orleans	EAITC	613-994-5149
			ISTC	613-954-3443
SAE Truck and Bus Manufacturers' Show	Nov 1993	Detroit	ISTC	613-954-3729
Transportation and trucking; national stand: Mid-America Trucking Show	Mar 1994	Louisville, (Kentucky)	EAITC	613-994-5149
			ISTC	613-954-3729
Western Europe and European Community				
Major surface transportation; mission to	May 1993	Finland, Denmark	EAITC	613-995-4730
Public Transit; buyers from Athens to	Jun 1993	Montreal, Toronto, Vancouver, Winnipeg	EAITC	613-996-5263
High-speed rail; mission from Paris to	Oct 1993	Canada	EAITC	613-996-2363
East Asia				
Transportation; mission to	Oct 1993	Korea	EAITC	613-943-0897
Asia Pacific South				
Railway equipment; information booth: International Union of Public Transport	May 1993	Sydney	EAITC	613-995-7652
			ISTC	613-954-3443
Railway equipment; mission to	Nov 1993	Melbourne, Sydney, Brisbane	EAITC	613-995-7652
			ISTC	613-954-3443
Railway equipment; solo catalogue show: Railway Equipment Catalogue Show	Nov 1993	Sri Lanka	EAITC	613-992-0952
Africa and the Middle East				
Transportation; mission to	May 1993	Algeria, Tunis	EAITC	613-944-8134