

# The U.S. Connection

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## The Smart Border Action Plan — Progress Report Building a zone of confidence

**T**he Smart Border Declaration, signed on December 12, 2001, committed the Canadian and U.S. governments to working together to address the threats to its people, institutions and prosperity. Based on the four pillars of the Smart Border Declaration, the world's largest trading partners have made great strides.

### The Secure Flow of People

Ensuring the secure flow of people into Canada and the U.S. begins away from the border. Additional immigration officers will be deployed overseas to ensure that fraudulent documents are identified before individuals board planes. As well, the issuance of visas and visa exemptions will be coordinated to more effectively control irregular migration to either country.

At the border, Canada and the U.S. are expanding a border-wide "fast-lane" program called NEXUS to speed the flow of pre-screened low-risk travellers in order to focus resources on higher risk travellers.

In June 2002, NEXUS lanes were opened at several main crossings along the Washington-British Columbia border. NEXUS is projected to be in place at all major border crossings in Southern Ontario, New York State and Michigan by the end of 2002 and all other high-volume crossings in 2003.

### The Secure Flow of Goods

The Free and Secure Trade (FAST) program establishes a public-private partnership to improve security measures throughout the entire supply chain. Companies that make the commitment to improve their supply-chain security will enjoy the benefits of the "fast-lane" for commercial truck traffic.

FAST will make cross-border commercial shipments by truck simpler, cheaper, and subject to fewer delays — all while enhancing security. FAST reduces the administrative burden on businesses by conducting trade compliance verification away from the border, which will allow front-line customs officials to focus on higher-risk traffic.

### Export USA Calendar

For information about:

- Trade missions to the U.S.
  - Seminars on the U.S. Market
- Visit the Export USA Calendar at:  
[www.can-am.gc.ca/NEBS/runtime/search-e.asp](http://www.can-am.gc.ca/NEBS/runtime/search-e.asp)

### Secure Infrastructure

A binational steering group is being launched to reduce the risks to our shared infrastructure, and is setting priorities for action. Steps to secure air travel include: the deployment of

explosives detection systems, cross-border Air Marshals and Aircraft Protection Officers, and the reinforcement of cockpit doors.

As well, investments have been made in computer simulation modelling to optimize infrastructure investments, advanced information systems to improve traffic mobility, and high energy gamma and X-ray machines to detect dangerous materials.

### Coordination, Information sharing

While Canada and the U.S. already operate closely on many law enforcement initiatives, their cooperation is being strengthened to meet the demands of the new security reality.

An electronic system for criminal records information exchange, including fingerprints, will be in place by September 2002. This will improve the speed with which Canada and the U.S. can share information.

Also, Canada and the U.S. continue to expand the binational integrated border enforcement efforts that proved effective even before September 11. To better facilitate this existing partnership, six Integrated Border Enforcement Teams (IBETs) have been created to act as hubs for coordinated enforcement efforts across the border.

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Check the Business Section of the Canada-U.S. Relations Web site at [www.can-am.gc.ca](http://www.can-am.gc.ca) ... for valuable information on doing business in and with the United States.

## CCC and NASA

# A relationship that's out of this World

**F**or more than 40 years, Canadian innovation has helped the National Aeronautics and Space Administration (NASA) prove that the sky really isn't the limit. Through an agreement between NASA and the Canadian Commercial Corporation (CCC) — Canada's export contracting agency — Canadian exporters have shuttled their state-of-the-art technology to the space program. Now, this agreement has been renewed and Canadian innovation will continue to make a difference in this world... and beyond.

### A trip back in time...

NASA was created with one primary responsibility: conducting scientific research in space technology and exploration. To carry out this responsibility, NASA needed to procure products from contractors with high technical capability, contractors such as those located in Canada. So they turned to the CCC.

CCC had already been facilitating sales into the U.S. Department of Defence under the terms of the Canada/U.S. Defence Production Sharing Agreement (DPSA). NASA, a separate civilian agency, worked together with CCC to create a Letter of Agreement (LOA) which mirrored the successful DPSA, but was tailored toward selling to NASA. In 1960, the LOA was signed.

### The Agreement benefits buyers and sellers

The CCC/NASA Letter of Agreement sets forth policies and procedures with respect to the administration of contracts placed with CCC.

The benefits of the LOA are many. If CCC assumes the role of Prime Contractor, Canadian exporters get an edge to compete in the international marketplace. This includes:

- Customized service.
- A knowledgeable and experienced team member to advise them on specific sales and contracting negotiation strategies.

- Assistance on winning the export sale on more favourable terms, including a reduction or waiver of bid and performance bonds, and payment guarantees.
- The possibility of less rigid U.S. government procurement rules.

NASA benefits as well. When Canadian companies sell through CCC, the NASA buyer receives the full assurance that the Government of Canada is standing behind the deal.

"CCC provides exporter credibility, and that's a powerful benefit," says Gabriela Gref-Innes, CCC Project Manager, NASA Program. "Even though it isn't mandatory to sell to NASA through the CCC, over 90% of NASA business from Canada is procured through us. That's a tremendous testament to just how much NASA values our services."

### The LOA: an important renewable resource

After reviewing CCC's services, NASA acknowledged that the original LOA was current and valid, and that CCC was still a valuable resource through which contracts with Canadian exporters could be procured. In fact, only one significant change was made: the linking of the NASA Procurement Web site with the CCC Web site.

Says Gref-Innes, "Since procurement communications have advanced and simplified as a result of technology and the Internet, we felt that we could

Put the power of Canada behind your export sales



The Canadian Commercial Corporation (CCC) is Canada's export contracting agency. CCC specializes in sales to foreign governments and provides special access to the U.S. defence and aerospace markets. Canadian exporters can gain greater access to government and other markets through CCC's contracting expertise and unique government-backed guarantee of contract performance.

CCC provides export contracting services that often result in the waiving of performance bonds, advanced payment arrangements and generally better project terms. CCC can provide access to commercial sources of pre-shipment export financing. When requested, CCC acts as prime contractor for appropriate government-to-government arrangements.

For more information, contact CCC, tel.: (613) 996-0034, toll-free in Canada: (1-800) 748-8191, fax: (613) 995-2121, Web site: [www.ccc.ca](http://www.ccc.ca)

enhance communications between NASA and CCC and speed the dissemination of solicitation material and procurement news."

Through this link, exporters can access new business opportunities provided by NASA, such as product or service needs, announcements for sources sought, and information requests.

Gref-Innes doesn't hide her excitement over the renewed LOA. "This is an agreement that benefits everyone: CCC, NASA and the Canadian exporter."

For more information or to find out how CCC can put the power of Canada behind your export sales, visit [www.ccc.ca](http://www.ccc.ca) or call toll-free 1-800-748-8191. \*

(For the unabridged version, see [www.infoexport.gc.ca/canadexport](http://www.infoexport.gc.ca/canadexport) and click on "Export Sales and Contracting".)