

Canada Export

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Canada

Dept. of Foreign Affairs
Min. des Affaires étrangères

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Thanks to CCC

Largest-ever Canada-U.S. Military Aircraft Contract

If at first you don't succeed, try, try again. That's precisely what **IMP Group Limited, Aerospace Division (IMP Aerospace)** did after an unsuccessful 1994 bid on a U.S. Navy basic ordering agreement (BOA) for Standard Depot Level Maintenance (SDLM) for H-3 helicopters in partnership with a well-known U.S. supplier. The Halifax-based company not only bid on the BOA when it came up for re-competition in 1998, but opted to go it alone — through the **Canadian Commercial Corporation (CCC)**. The result? In

March 2000, the company won the largest-ever U.S. military aircraft contract — worth US\$50 million — awarded to a Canadian company.

Since its creation in 1970, Halifax-based IMP Aerospace, a wholly owned subsidiary of IMP Group International, has been providing military and commercial aerospace customers with a full range of engineering, manufacturing and repair services. The company, which has 1,200 employees in three

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1st First People's Export Prize



On March 4, at the **Mishtapew 2001 Awards of Excellence Gala** honouring Aboriginal entrepreneurs, International Trade Minister Pettigrew (right) presents the **Export Prize** to **Bleuets Mistassini Ltd.**, represented by company president Jean-Marie Fortin. Looking on are the firm's human resources director, Marlène Fortin, and Huron spiritual leader Raymond Gros-Louis. Awarded for the first time this year, the **Export Prize** is sponsored by DFAIT. The gala is an annual event organized by the **First People's Business Association**; this year it took place during **SIAL Montreal**, March 4-6.

(For the full story, see: www.infoexport.gc.ca/canadexport and click on "Trade News")