

Consultation Survey
Improving Canadian Access to Hemispheric Government Procurement Markets

The Free Trade Area of the Americas (FTAA) will be the outcome of a vision to create the world's largest free trade area encompassing the 34 democratic countries of the Western hemisphere. One of Canada's goals is to remove barriers erected by foreign governments limiting the access of Canadian companies to the purchases of our hemisphere's government organisations - (i.e. government departments, agencies and state owned/invested enterprises). To that end, the Government of Canada is seeking comments from interested parties to help guide Canadian negotiators as they attempt to target the hemispheric government organisations as well as the goods and services of export interest to Canadian companies, and remove the barriers affecting Canadian suppliers. We would thus appreciate that you complete and return the following questionnaire **by Friday, June 6, 2003, to Mr. Stuart Palmer**, through any of the coordinates below:

E-mail: palmer.stuart@ic.gc.ca

Fax: (613) 946-2836

Mail: Industry Canada
235 Queen Street Room. 523B
Ottawa, Ontario
K1A 0H5

To learn more about the FTAA and how it will increase your company's access to the purchases of foreign governments, please see the [Background Information](#).

Questions

1. Are you interested in selling your goods or services to a foreign government organisation in our hemisphere?

If yes, please identify for each good/service:

- i. the good or service;
- ii. the government organisation (i.e. which department, agency, state owned or invested enterprise); and
- iii. the country of the government organisation.

good/service:	govt. organisation:	country:
good/service:	govt. organisation:	country:
good/service:	govt. organisation:	country:

2. Have you marketed your goods/services to a government organisation in our hemisphere which required you to take actions designed to encourage local development in its country (e.g. transfer or license technology, use local inputs, suppliers or sub-contractors, invest

locally, or establish a local joint venture)?

If yes, please identify:

- i. the local development required;
- ii. the government organisation; and
- iii. the country of the government organisation that sought it.

3. Have restrictive or discriminatory tendering procedures, or a lack of transparency limited your ability to compete for a government contract in our hemisphere (e.g. direction of contracts to specific suppliers, insufficient time to respond to requests for proposals, absence of review and appeal procedures, specifications that unjustifiably favour local suppliers, lack of information (e.g. notices of intended procurement, etc.), restrictive supplier qualification procedures, etc.)

If yes, please identify:

- i. the restrictive or discriminatory tendering procedure;
- ii. the government organisation; and
- iii. the country of the government organisation that sought it.

4. Would you be concerned if, in return for access to other markets, foreign firms located in our hemisphere were guaranteed a level playing field, similar to that now provided to you through the North American Free Trade Agreement (NAFTA), when competing for purchases by a Canadian federal department, agency or Crown Corporation?

If yes, please

- i. name the good or service of concern;
- ii. name the Canadian, government organisation that would make the purchase; and
- iii. describe the impact increased competition would have.

5. Have you ever been disadvantaged by a U.S. preferential procurement program?

If yes, please place an X next to the program listed below and, if known, indicate underneath it which of the program's provisions disadvantaged you:

- Buy America related to aviation procurements

- Buy America related to highway procurements
- Buy America related to transit procurements
- Buy America related to other procurements
- Small Business Set-Asides
- Other

6. Do you have any further comments you would like to provide? If yes, please add them here.

7. If you would like, please indicate below how we can contact you if we need to seek more information on your views.

Name:

Title:

Company or Association:

e-mail address:

phone number:

fax number: