

Tel: (613) 995-9137, and submit a Bidders' Mailing List Application;

- If you have a subcontract with a US contractor, you should maintain close communication with your customer. If the subcontract provides for quality assurance, (QA) transportation, or any other government function at your plant, you should also contact the Department of National Defence QA representative or the US Defense Contract Management Area Operation (DCMAO) in Ottawa at (613) 992-2687;
- Contact/visit the appropriate US procurement office and ascertain:
  - (i) Magnitude of market - how often do they buy?
  - (ii) Restrictions such as National Security, Small Business Set-Asides, or any other restriction which may preclude your participation. Note: if there is a restriction, check with EAITC;
  - (iii) The competition; and,
  - (iv) Drawings/Specifications and qualification requirements;
- Register with the US-Canada Joint Certification Office, Battle Creek, Michigan, Tel: (616) 961-7431. This can ease visit requests and document transfers;
- Ascertain appropriate US acquisition regulations of which you should be aware (EAITC, Embassy, CCC). Annex "B" lists some of these regulations;
- If your product or its end use, may be used in US classified programs, ascertain procedures for acquiring documentation (EAITC, Embassy, SSC), and check your own security requirements; and,
- If you are a potential prime contractor, subscribe to the Commerce Business Daily.

**NOTE:** Annex C lists some typical questions and answers on this market.

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## 2. US DEFENCE MARKET ACCESS PROCEDURES

### 2.1 Introduction

Access to the US defence market is made under the Canada-US Defence Production Sharing Arrangement (DPSA) and is embodied in the Defense Supplement of the US Federal Acquisition Regulations (DFAR 225.870).

**NOTE:** Copies of these regulations are held by EAITC, The Embassy and CCC.

### 2.2 General Terms

- US Buy American Act is waived;
- Duty Free Entry;
- Canadian companies generally compete on the same terms as their US counterparts; and,
- If a prime contractor, you generally contract through CCC.

### 2.3 Solicitations

The US defence acquisition agencies are required to advertise most expected purchases in the Commerce Business Daily. The solicitation documents (Bid Sets) are distributed to those companies on the Bidders' Mailing Lists (BML). (Canadians must submit BML applications through CCC).

US Bid Sets take the form of an Invitation for Bid (IFB), Request for Proposal (RFP) or Request for Quotation (RFQ). Details are available from CCC, EAITC or Trade Commissioners.