

(34) Canadian Industry and the United States Defence Market

This booklet includes a variety of information on dealing with the U.S. defence market: market identification and constraints; contracting and sub-contracting; contractual requirements; tariffs and duty-free entry and industrial security. Source: United States Division (TDP) (English, French, 1988)

(35) United States/Canada Defence Development Sharing Program Pamphlet

Outlines the Defence Development Sharing Program (DDSP) that helps Canadian firms perform research and development work for the U.S. Armed Forces. Under the DDSP Canada shares development costs with the U.S. for many American Defence R&D projects involving Canadian prime contractors. Source: United States Division (TDP) (bilingual)

(36) Selecting and Using Manufacturers' Agents in the United States

This booklet outlines the steps an export or marketing manager can take when preparing to negotiate an agreement with an American manufacturer's sales agent. Source: United States Trade and Investment Development Division (West) (UTW) (English, French, 1989)

(37) A Guide to Apparel Trade Shows in the United States

Provides an overview of how to prepare a marketing plan and strategy for exporting to the U.S. market, the benefits of trade shows in general, and how to succeed at a trade show. Also provides a list of U.S. apparel trade shows and a series of market profiles. Source: United States Trade and Tourism Development Division (West) (UTW) (English, French, annually)

(38) A Guide to Hi-Tech Electronic Trade Shows in the U.S.

Provides an overview of why a company should participate in a trade show, a guide to preparing a U.S. marketing plan, and lists major trade shows in the electrical and electronics industry sector. Source: United States Trade and Investment Development Division (East) (UTE) (English, French, annually)