

## DEFENSE CONSTRUCTION SUPPLY CENTER (DCSC)

DCSC's responsibility as manager of those defence supplies assigned to it by the Defense Logistics Agency (DLA) includes requirements computation and inventory control of stocked items, item management, classification, procurement, storage and shipping of military supplies.

It currently manages over 650,000 items including automotive and construction equipment and components, and many repair parts for construction and automotive equipment, military aircraft, ships and weapons systems. Its customers include a number of non-military Federal Agencies. The DLA will continue to take on increasing portions of DoD business, and estimates that by the end of FY93 it will add about 1 million new items, of which over 200,000 will be handled by DCSC, including many more consumables ranging from batteries to brake shoes.

Of total procurement by DCSC annually of over \$1 billion U.S., over 90% consists of contracts valued at less than \$25,000 each. With few exceptions, these are subject to being directed to small and minority and other businesses under restricted procurement activities, and not accessible to Canadian suppliers unless as sub-contractors.

Over half of DCSC's business is in spare parts, much of which is on a competitive basis. Canadian sources of end items such as snow-blowing and fire fighting equipment continue to be of strong interest to DCSC and constitute a significant portion of the DCSC market available to Canadian industry. DCSC's records indicate that for FY92 and so far in FY93 contracts awarded to Canadian sources exceed \$10 million U.S. The potential is much higher.

As is the case with all Department of Defense Procurement Agencies, it is necessary to be included in the Bidders Mailing List (BML) before your firm will receive solicitations. In addition, according to the U.S. Defense and Federal Acquisitions Regulations (DFARS), U.S. DoD procurement agencies are unable to contract directly with a Canadian firm for any contract value over \$25,000 (U.S.). The procedure followed is that the procurement agency will place a contract with the Canadian Commercial Corporation in Ottawa which will in turn write a back-to-back contract with your firm for the products required. This procedure has advantages to both the Canadian industry and to the U.S. DoD and cannot be circumvented. Accordingly, it is equally important for your firm to register with the Canadian Commercial Corporation.

The Defense Construction Supply Center (DCSC) is a principal manager of automotive and construction equipment and components, and many repair parts for construction and automotive equipment, military aircraft, ships and weapon systems. Its customers also include a number of non-military Federal Agencies.

DCSC manages over 650,000 items and plans to add some 200,000 more by the end of FY93. One half of its business is in spare parts, much of which is on a competitive basis. Canadian sources of high-value end items are of strong interest to DCSC.