



Logistics Service Center (DLSC) in Battle Creek, Michigan. The first four digits identifies the Federal Supply Class of the product. The next nine digits represent the National Item Identification Number (NIIN). The first two digits of NIIN identifies the country of origin. The remaining seven digits identifies the specific item. For information on NSN's, contact DLSC's customer service at Tel. (616) 961-4725.

The Federal catalog system is based on one NSN for any one item and the assignment of each particular class of product to a single manager. To sell an item, a company would need to get the item assigned an NSN.

Companies can obtain the specifications (and standards, if applicable) for products analogous with their own to determine what is already being purchased by the Government. Small Business Specialists can help companies review the FSC indices under "Types of Specifications". The differences between a company's new item and those now in the system should be carefully studied.

Products accepted in the commercial marketplace but without an NSN may be placed on a New Item Introductory Schedule. The General Services Administration (GSA) uses this process when different federal agencies may have an interest in the new product. GSA can assist companies in finding sales opportunities with civilian agencies of the Federal Government. The GSA offices are also included in the directory of "Small Business Specialists" obtainable from the U.S. Government Printing Office.

Companies may wish to consult "Selling to the Military" to identify products and services purchased by military activities. This publication can be obtained from the U.S. Government Printing Office. Every DoD purchasing activity also maintains lists of prospective suppliers. These solicitation mailing lists (SMLs) are the key to obtaining maximum opportunities to compete for DoD requirements. Solicitations for a product or service will automatically be issued to a company on an SML. To expedite the processing of an SML application submit a DD Form 2051, Request for Assignment of a Commercial and Government Entity (CAGE) Code. The CAGE Code is a five position alpha numeric identifier assigned by the Defense Logistics Services Center in Battle Creek, Michigan. The code identifies the contractor plant or establishment as a unique entity.

The Commerce Business Daily (CBD), published daily by the Department of Commerce, lists almost every proposed DoD procurement estimated to exceed \$25,000 as well as major DoD prime contract awards that have potential subcontracting