

## **7.8 Equipment Specification**

The US Department of Defense has an elaborate system for product qualifications. Some of these equate to the Canadian/NATO AQAP system.

Federal Specifications are issued by the General Services Administration (GSA) and are in the form of written descriptions, drawings, commercial designation and reference to industry standards.

Military Specifications (MILSPECS) provide standards and requirements unique to the military.

Canadian companies requiring specifications and standards may acquire these from:

The Canadian Defence Production Office  
Naval Aviation Supply Office  
700 Robbins Avenue  
Philadelphia, PA 19111  
Tel: (215) 697-126  
Fax: (215) 697-1265

## **7.9 Planned Producers**

Canadian companies are considered to be US domestic sources for mobilization planning. They can therefore become a Planned Producer if their product is in the critical category. More information can be provided by CCC at (613) 995-9137 (DFAR 208.72).

Not only does a Planned Producer enjoy being a preferred contractor, but it can ensure that contracts for your product will not be totally set-aside for Small Business.

## **7.10 Agents/Representatives**

Agents, sales representatives and legal counsels all have their place in assisting Canadians in the US defence market. Prior to engaging such services, you should discuss their use with the appropriate Trade Commissioner.

In establishing your early market contacts, it is recommended that a knowledgeable company

employee make the initial calls on potential buyers.

## **7.11 Audits, Quality Assurance and Acceptance**

When the US buying agency needs contract audit, government quality assurance, or acceptance at source, these activities are achieved through DCMAO Ottawa.