
Future Opportunities

Canadians have proven themselves competitive suppliers in the U.S. procurement market of a variety of products including vehicles, scientific apparatus, aircraft equipment, industrial machinery, plastic, rubber and leather products, electrical machinery and power generation machinery. The new opportunities opened to Canadian suppliers should provide a basis to expand their sales to the U.S. Government through its common purchasing agent, the General Services Administration, as well as directly to other U.S. government agencies.

Canadian suppliers should also take advantage of the correlation between the Free Trade Procurement Chapter and the GATT Procurement Code. Competing in the U.S. government procurement market is only a first step for Canadian suppliers to expand into the even larger multinational market opened through GATT.

Sources of information on Canadian and U.S. government procurement are provided in Appendix D. Companies interested in entering the U.S. market should also contact the appropriate Canadian trade offices in the United States (see Appendix E).