

activities. Consequently, the DGSC market available to Canadian industry is approximately \$347 million (US) annually.

PROCUREMENT PROCEDURES

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 (US). 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.

DEFENSE GENERAL SUPPLY CENTER
Richmond, VA
23297-5000