

# TABLE OF CONTENTS

<b>1.0</b>	<b>Introduction</b>	<b>5</b>
<b>2.0</b>	<b>Selling to the U.S. Defence Market</b>	<b>6</b>
2.1	Prime Contracting	6
2.1.1	U.S. Military Acquisition Agencies	6
2.1.2	Canadian Commercial Corporation (CCC)	6
2.1.3	U.S. Military Solicitation and Bidding Procedure	6
2.1.3.1	Invitation For Bid (IFB)	6
2.1.3.2.	Request For Proposal (RFP)	7
2.1.3.3.	Request For Quotation (RFQ)	7
2.1.4	CCC's Solicitation Activity	7
2.1.5	Sources of Contract Opportunities	8
2.1.5.1	U.S. Bidders Mailing List	8
2.1.5.2.	Commerce Business Daily	8
2.1.5.3	Sales Representatives	8
2.1.5.4.	Industrial Preparedness Production Planning Program	9
2.1.6	U.S. Defense Acquisition Regulation (DAR)	9
2.2	Subcontracting	10
2.2.1	Nature of Subcontracts	10
2.2.2	Sources of Subcontract Opportunities	11
2.2.2.1	Sales Representatives	11
2.2.2.2	Trade Commissioner Service Officers	11
2.2.2.3	Trade Fairs, Exhibitions and Other Contacts	11
2.2.2.4	Lists and Trade Directories	11
2.2.2.5	Incoming and Outgoing Missions	11
<b>3.0</b>	<b>Contractual Requirements</b>	<b>12</b>
3.1	Specifications and Standards	
3.1.1	Specifications by Subscription	12
3.1.2	Prime Contracts	12
3.1.3	Subcontracts	12
3.2	Inspection and Reciprocal Government Quality Assurance Arrangements	13
3.2.1	Method of Application	13
3.2.2	Quality Control	13
3.2.3	Quality Assurance	13