

By DoD Supplement to the FAR (DFAR 25.7104(a) (1) (i)) U.S. military agencies may not list a Canadian seller unless CCC approves and forwards the application for listing. Listed sources receive copies of relevant solicitations directly from acquisition agencies.

However, Canadian companies can request bid sets directly from a U.S. agency even though they were not selected from the respective agencies source list. A review of the *Commerce Business Daily* (CBD) referred to in 6.12, will identify opportunities.

Retention of names on Bidders Mailing Lists at U.S. military buying agencies is dependent upon a response to each IFB, RFP and RFQ by a bid, proposal, or quotation or a brief note giving the reason for not otherwise responding. This notice must be sent directly to the U.S. agency concerned if the document is received directly from the agency, with a copy of the notice to CCC. When the IFB, RFP or RFQ is received from CCC, the Failure to Quote Notice enclosed with the solicitation, should be completed and returned to CCC. The agency will then be advised by the Corporation on behalf of the Canadian company. U.S. military buying agencies have made a practice of removing company names from Bidders Mailing Lists after a failure by a prospective bidder either to submit a bid, proposal or quotation or to otherwise not respond.

6.12 Commerce Business Daily

The *Commerce Business Daily*, published by the U.S. Department of Commerce, provides valuable information to companies interested in bidding into the U.S. defence market. Information on contract awards, current requirements, Pre-Invitation Notices and Advance Planning Procurement Information (APPI) is published regularly. Interested Canadian companies should subscribe to the *Commerce Business Daily* by forwarding an application to:

Superintendent of Documents
Government Printing Office
Washington, D.C. 20402
Telephone: (202) 783-3238

The annual subscription of about U.S. \$250 (first class mailing) and a six-month trial subscription is available. Remittances should be sent to the U.S. Government Printing Office by cheque payable to Superintendent of Documents. It will take at least two months for delivery of the first issue.

6.13 Industrial Preparedness Program (IPP)

Under the Industrial Preparedness Program the U.S. Department of Defense is continuously re-appraising the production capabilities of the U.S. industrial base to ensure that it is capable of producing adequate and timely quantities of materials as may be required to support the U.S. Armed Forces in times of emergency. DoD policy allows selected Canadian firms to participate on an equal basis with U.S. firms as Registered Planned Producers for a wide range of defence items under this program. Through an agreement negotiated with the DoD, CCC is responsible for the management of Canadian industrial participation in the program, in particular, the establishing of Canadian firms with the

U.S. military Acquisition Agencies as Registered Planned Producers. A Registered Planned Producer of a defence item is guaranteed an opportunity to compete for current acquisition of that item.

A non-participating Canadian firm may initiate action to become a Registered Planned Producer in the program by indicating its desire to be a Registered Planned Producer for a particular item by writing to CCC. This letter should include a indication of production capabilities and a listing of current and past military production contracts, if any, of the proposed item.