

Canada-United States Defense Sharing Arrangements can be obtained from:

Director, U.S. Division (DDU)
Defence Programs Bureau
Department of External Affairs
235 Queen Street
Ottawa, Ontario
Canada K1A 0H5

The area covered by the New York City Consulate General for defence products comprises New York State and northern New Jersey. The Canadian Consulate General in Boston covers the State of Connecticut for defence products.

Opportunities for Canadian defence contractors include both direct U.S. military procurements as well as sub-contracting to the U.S. defence industry. The latter includes two large aircraft plants on Long Island (Grumman and Fairchild) as well as several major defence electronics firms.

Military commands covered by the New York office include Fort Monmouth, New Jersey (electronics), Picatinny Arsenal, New Jersey (small calibre arms and ballistics), Watervliet Arsenal, New York (large calibre arms) and the Military Sealift Command (marine equipment and ship overhaul).

The New York office's experience with defence contractors in the area has indicated that the field is highly competitive. Those Canadian firms offering exceptional capabilities stand the best chance of success.

Another area of potential opportunity for qualified Canadian firms is in co-operative research programs. These provide for Canadian firms to develop equipment for U.S. use. Funding is 50 per cent Canadian and 50 per cent U.S.

It should be noted that the Canadian Commercial Corporation (CCC) receives bid packages from American military procurement agencies. Suppliers should establish contact with the CCC to obtain information on such opportunities, and can receive bid packages directly from the agencies if they have registered with them. Responses to direct solicitation must be submitted through CCC.