The following publications, produced by the Canadian Embassy in Washington, D.C., are available from the Department of Foreign Affairs and International Trade, Canada, U.S. Trade Division (UTO). Telephone: (613) 944-9440; Fax: (613) 944-9119.

## Understanding Your Solicitation Document: A Guide for Canadian Firms Selling to the U.S. Federal Government.

This booklet outlines basic contract clauses and related laws and regulations that are referenced in most solicitations, highlights questions Canadian firms may need to answer differently from their U.S. competitors, and identifies clauses and requirements that need special attention if a bid is to be considered at all.

# The U.S. Federal Market for Architectural & Engineering Services: Market Profile.

This article outlines a broad spectrum of opportunities for contracting with the U.S. federal government for architect-engineer services and includes appendices on sources of information, business service center phone numbers and addresses, and association and environmental consulting information.

#### Your Introduction to the U.S. Public Sector Market.

Provides highlights of the U.S. federal government acquisition process from the Canadian point of view.

#### RESOURCES AVAILABLE FROM THE U.S. GOVERNMENT

## Bid Protest at GAO: A Descriptive Guide.

Addresses how to protest a contract or bid award. Available from the Office of the Comptroller General, General Accounting Office, 700 4th Street, N.W., Room 1000, Washington, D.C.

### Customer Services Information Manual.

Provides information on how to requisition military specifications, standards, and other publications and forms. It is available from the Naval Publications and Forms Center, 5801 Tabor Avenue, Philadelphia, PA 19120-5099. Stock #NPFC-P-4400/11.