

The Canadian Commercial Corporation (CCC) and its partners invite you to attend a one-day seminar on United States Government procurement (see the previous issue of *CanadExport*, p. 3).

If you have something to sell, chances are it's something the U.S. government

your company can become a part of the supply chain. This is your chance to learn about a \$100-billion-plus annual market.

Who's going to be there?

- David Drabkin, Deputy Associate Administrator for Acquisition Policy — General Services Administration

- TORONTO: Toronto Board of Trade, tel.: (416) 862-4500, fax: (416) 366-5620, e-mail: events@bot.com
- CALGARY: Canadian Manufacturers and Exporters — Alberta Division, tel.: (780) 426-6622 or 1-800-642-3871, fax: (780) 426-1509, e-mail: linda.malloy@cme-mec.ca

Reminder: upcoming CCC opportunities seminars

U.S. Government procurement

buys. After all, with annual purchases in the billions of dollars, it is the world's largest customer.

Bringing the world's largest customer to you

As a specialist in export sales and contracting to governments worldwide, CCC has brought together key U.S. and Canadian



Canadian Commercial Corporation

government procurement officials to discuss upcoming requirements and explain the process and regulations when selling to the U.S. government.

Get on schedule

Many U.S. government buyers prefer to buy products and services from suppliers who hold GSA schedule contracts. Learn about how this program works and how to decide if it is right for your company and your U.S. government buyer.

Once you have negotiated the terms and conditions of your offer with the GSA, your buyer's average time to place an order is 14 days. By comparison, a full request for proposal process can take an average of 270 days to award a contract. System integrators, when preparing large bids, often choose partners who are already on the GSA schedule. Many government buyers routinely prefer GSA schedules over all other types of contracts.

Check the GSA Web site: www.gsa.gov

In only one day, you'll learn how

- Brian Isham, Division Manager, Contracts, Office of Acquisitions, Federal Aviation Administration
- Colonel Richard G. Nelson, Commander Defense Contract Management Agency Americas
- Judy Bradt, Director, Government Markets, Canadian Embassy in

Washington

- Hugh O'Donnell, Senior Executive Vice-President, Canadian Commercial Corporation
- Robert Ryan, Manager U.S. Operations, Canadian Commercial Corporation.

Luncheon speakers

- Halifax: Stephen Lund, President and CEO, Nova Scotia Business Inc.
- Toronto: Perrin Beattie, President, Canadian Manufacturers and Exporters
- Montreal: Alberto Costa, Director Strategic Planning Military, CAE Electronics Ltd.
- Calgary: Mark Norris, Minister of Economic Development

To register in each location

- HALIFAX: Canadian Manufacturers and Exporters — Nova Scotia Division, tel.: (902) 422-4477, fax: (902) 422-9563, e-mail: jacqui.squires@cme-mec.ca
- MONTREAL: Quebec Manufacturers and Exporters, tel.: (514) 866-7774, fax: (514) 866-3779, e-mail: anick.robitaille@meq.ca

For more information about this seminar, call 1-800-748-8191 or (613) 996-0034 (in Ottawa). ✱

(For the unabridged version, see www.infoexport.gc.ca/canadexport and click on "Export Sales and Contracting".)

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Circulation: 70,000
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CanadExport is published twice monthly, in English and French, by the Department of Foreign Affairs and International Trade (DFAIT), Communications Services Division (BCS).

CanadExport is available in Canada to interested exporters and business-oriented people. For a print subscription, call (613) 996-2225. For an e-mail subscription, check the *CanadExport* Internet site above.

For address changes and cancellations, simply send your mailing label. Allow four to six weeks.

Mail to:
CanadExport (BCS)
Department of Foreign Affairs
and International Trade,
125 Sussex Drive, Ottawa K1A 0G2.

ISSN 0823-3330

CanadExport