

tial companies. Also, detailed information on Department of Defence Procurement procedures can be found in the following publications, which can be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402: "Selling to the Military," stock no. 008-000-0345-9 and "Doing Business with the Department of Defense - A guide to foreign firms."

Information on marketing to the U.S. Department of Defence, to U.S. defence contractors and on the Canada-United States Defence Sharing Arrangements can be obtained from:

Chief, United States Division (DDU)  
Defence Programs Bureau  
Department of External Affairs  
Ottawa, Ontario  
K1A 0H5

As was mentioned above, the Canadian Commercial Corporation (CCC) receives bid packages from the procuring military agencies, and thus, suppliers should establish contact with the CCC to obtain information on such opportunities. Suppliers can receive bid packages directly from the agencies if they have registered with them. The responses to direct solicitations, however, must normally be submitted through the CCC.

It should be noted that the area served by the Dallas post has potential for Canadian manufacturers of high technology components and systems for both commercial and military applications. The aerospace industry covers a wide range, from helicopter to executive jets and fighter aircraft and from the complex defence missiles to the service and supply industries that keep aircraft airborne. The Dallas-Fort Worth area alone is heavily involved and boasts the most diversified aerospace industrial sector in the nation. The H.A.R.M. system (High Speed Anti-Radiation Missile) of Texas Instruments and the M.L.R. system (Multiple Launch Rocket) of Vought Corporation are two such programs of note.

The electro-optics division of Texas Instruments is the world's largest supplier of infrared and infrared-laser surveillance and target acquisition systems for both military and commercial use.

In all, perhaps a score of area companies, including such firms as Aerospatiale, Bell Helicopter, Boeing,