

1983, with the largest rates of growth in the areas of electronic computing equipment and components. Major companies within the industry headquartered in Minneapolis are Control Data Corporation; FMC/Northern Ordnance Division; Honeywell/Avionics and Defence Systems Group; Rosemount Inc. and Sperry Univac.

Access to the U.S. defence equipment market is facilitated by the Canada-U.S. Defence Development and Defence Production Sharing Arrangements, under whose terms Canadian defence equipment can be imported to the U.S. free of duty and without the application of Buy America restrictions. Local buyers will therefore evaluate Canadian firms on the same price-quality-delivery formula used for their U.S. suppliers.

Canadian firms can enter this market by: (a) bidding on prime contracts issued by various Department of Defense procurement agencies or through solicitations received from them by the Canadian Commercial Corporation (CCC); and (b) by selling to U.S. companies awarded prime contracts. The Trade Commissioner responsible for defence can provide information on bidding procedures and assistance in identifying potential 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, USA: "Selling to the Military", stock no. 008-000-00345-9, and "Doing Business with the Department of Defense — A guide to foreign firms",

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

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

As was mentioned above, the 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