

- contact the individual state or municipality of interest. Many state and local governments also have small or disadvantaged business policies similar to the federal policy.

- contact one of the many trade commissioners in Canadian posts, who maintain regular contact with state government officials in their region.

- obtain the *State Yellow Book*, available from Monitor Publishing in New York. The book is a comprehensive directory of program managers, procurement officials and other senior officials in the agencies of all state governments. The annual subscription provides quarterly updates and costs US\$215.

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