

IV. Defence-related Publications and Other Sources of Information

THE CANADIAN EMBASSY

For more information on these and other defence-related resources offered by the Embassy, contact:

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Newsletters

Washington Notes. This quarterly newsletter offers information on the U.S. defence, aerospace, marine, and law enforcement markets. It is available free of charge.

U.S. Environmental Market. This bimonthly newsletter reviews opportunities in the U.S. defence and non-defence environmental markets. It is available free of charge.

Embassy Marketing Guides

Selling to the U.S. Federal Government: A Guide for Canadian Firms. This guide provides Canadian firms an introduction to the U.S. federal procurement market. It discusses opportunities for Canadian firms with both defence and civilian agencies and takes contractors from preproposal marketing and contract award to getting paid. In addition, it gives advice on specific market sectors, including architecture-engineering, high technology and education.

Understanding Your Solicitation Document: A Guide for Canadian Firms Selling to the U.S. Government. A companion guide to *Selling to the U.S. Federal Government*, this guide explains the U.S. solicitation document. It prioritizes and walks the reader through each section of the solicitation, outlines the basic contract clauses and highlights the questions that Canadian firms need to answer differently than their American competitors.