

2.4 Commerce Business Daily (CBD)

This daily announcement of solicitations and notices comes in both paper and electronic edition. The CBD is primarily for marketing intelligence. When a solicitation appears, the vendor of a system or sub system should already have been aware of it by other means; for example through visits and submission of Bidders' Mailing List Applications through CCC. This prepositioning may not be required for parts/components vendors. For more information on the CBD, you should contact EAITC or CCC.

2.5 Making Contact

In order to make your capabilities known and become a competitor in this market, you should visit the contracting officer, assess the value of using an agent/sales representative and consider teaming with a US company.

NOTE: *The importance of establishing and maintaining good relations with the contracting officer cannot be overstated.*

3. RESTRICTIONS/SUPPORT

3.1 General

Canadian companies should be aware of those restrictions which could either prevent them from competing or could limit their participation. On the other hand, if a Canadian company does encounter what is perceived to be unfair practices, the US Department of Defense does support an advocacy program throughout the acquisition system. When in doubt, contact EAITC, or Embassy for advice.

3.2 Restrictions

- National Security

Many sectors including communication security, acoustics, electronic warfare, submarine technology, nuclear and other aspects are deemed to be in the national security interests of the United States. Therefore foreign, including Canadian, participants are generally excluded.

- Small Business Set-Asides

While Canadians can be sub-contractors to US small businesses, they cannot qualify as US small businesses, regardless of size. Where Small Business Set-Asides are used in the acquisition process, Canadian suppliers which are registered planned producers on that product (with CCC) are allowed to compete as a prime contractor.

- Public Law Restrictions

A Canadian may own a US small business without jeopardizing the US company's ability to qualify for set-asides.

Restrictions incorporated into US Public Law, normally through the annual budget process, precludes foreign suppliers, including Canadians, from providing food clothing and certain other products to the US military. (This is referred to as the Berry Amendment and is embodied in DFAR 225). Canada however, enjoys waivers in some of the "other" products.

The annual restriction on shipbuilding and repair, known as the Byrnes-Tollefson Amendment, precludes Canadian, and other foreign suppliers, from providing ships/vessels or major parts thereof.