
10. Do all firms make regular "vendor" calls to U.S. industry?

Many Canadian firms do visit U.S. firms on a regular basis, either by using their sales or technical staff or by appointing a manufacturer's representative. We suggest that you inform the trade officer located near your area of your buying requirements and he will arrange to have qualified Canadian companies, including smaller ones, visit your firm.

11. If I have any difficulties in dealing with Canadian firms, such as a technical problem, how do I deal with it?

The same as you would with any U.S. vendor. The fact that the company is located in Canada does not make it any more difficult to deal with a particular problem. We, of course, hope that you will not have any problems, but if you do and are not certain how to deal with them, our trade offices will be pleased to offer assistance.

12. May I deal with Canada on matters which have a military security classification?

Yes, within the provisions of U.S. national policy. The subject of classification, security, and the transmission of classified data is covered under procedures developed within the framework of the U.S.-Canada Industrial Security Agreement.

13. I have government contracts from NASA, FAA, AEC, and others that aren't defense. Can I buy from Canadian firms on this work too?

You may buy from Canadian sources for your NASA work, since NASA has waived the Buy American Act for Canadian supplies. With some exceptions U.S. duty must generally be paid. For contracts from the federal agencies, we suggest you consult with the government contracting office to determine the rules in each case.