

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 Defence 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: "Selling to the Military" stock no. 008-000-00345-9 and "Doing Business with the Department of Defence — A guide to foreign firms."

Information on marketing to the U.S. Department of Defence, to U.S. Defence Contractors and on the Canada/United States Defence Sharing Arrangements can be obtained from:

Chief, U.S. Division
Defence Programs Bureau (32)
Department of External Affairs
Ottawa, Ontario
CANADA

As was mentioned above, the Canadian Commercial Corporation 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 direct solicitations however, must normally be submitted through CCC.

Agriculture

Despite the area's density of population and industrial activity, a considerable land area remains under forest or cultivation. The main agricultural crops are feed grains, dairy products, poultry, apples, tobacco and peanuts.

The Delaware and Chesapeake Bays, as well as the Atlantic shoreline, support small coastal fisheries and an oyster and crab industry.