

US DEFENCE MARKET - QUESTIONS & ANSWERS

<p>1. A manufacturer of electronic components enquires about buyers in the US defence market. How should the firm proceed?</p>	<p>a) Identify the product in the SSC Supply List;</p> <p>b) Peruse "Selling to the Military" for defence agencies and the sub contracting booklet for potential US contractors;</p> <p>c) Identify that DESC Dayton purchases the component. Call the cognizant contracting officer & ascertain ("Selling to the Military")</p> <p>i) Frequency and quantity bought; ii) Size of competition; iii) Restrictions? i.e., Small Business Set Asides, national security; etc., iv) Peculiar specifications?</p> <p>d) Contacts CCC and submit a Bidders' Mailing List for each US defence agency identified as a buyer. As a sub-contractor to US industry, proceed as if a commercial sale.</p>
<p>2. A precision valve manufacturer uncovers a marketing opportunity with a US contractor responsible for work in a US submarine program. What should they look out for?</p>	<p>a) Availability of drawings;</p> <p>b) Procedures for getting the drawings to Canada. It will probably require a US Export Permit and End Use Certificate.</p> <p>This must be initiated between the US contractor and the Office of Defence Trade Controls (State Dept, Washington).</p> <p>c) How long will these US export procedures take? A couple of months.</p> <p>d) Special quality assurance requirements unique to the Navy's submarine program.</p>