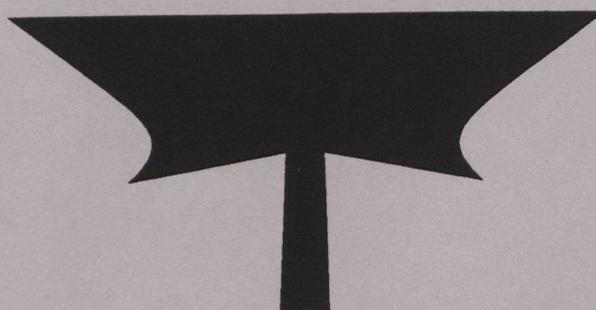


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DEFENCE MARKET REPORT



**Trade Events, Trade Shows, Technical Symposia
and Conferences in the United States, 1996-1997**

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March 1996



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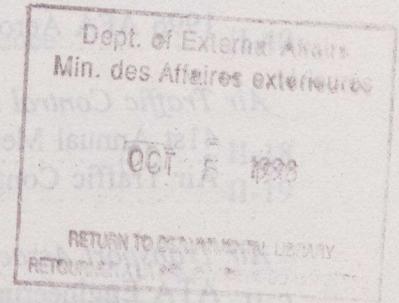
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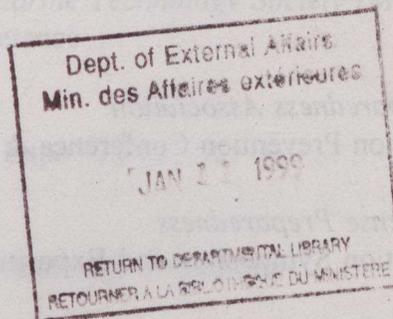
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Overview

Many commercial opportunities exist in the U.S. defence market for Canadian companies manufacturing world-class products. Despite continued cuts in defence spending, which began in 1986, the U.S. Department of Defense (DoD) budget for the 1996 fiscal year, at U.S. \$292.6 billion, remains the largest in the world, but down \$21.4 billion in only one year. Moreover, billions in DoD funding may be prioritized to conduct peacekeeping efforts in Bosnia, taking money away from procurements. Two-thirds of the budget is allotted for operations, maintenance activities and the procurement of weapons systems and research and development initiatives. Some sectors of the defence market promise strong growth. Canadian firms specializing in security and information systems, simulation and training, environmental clean-up, command, control, communication and intelligence, operations and maintenance and other areas are likely to find an inviting, yet competitive market. Civil engineering projects and environmental clean-up, thought to be active in 1996, are slow getting started and may be underfunded. The law enforcement market and the prison industry are also worth attention.

Washington, D.C. as the Hub for U.S. Trade Shows

Many of the trade shows and conferences listed in this guide are held in the Washington, D.C. area. Washington is home not only to the Pentagon and key decision-makers in the U.S. defence procurement establishment, but also to many U.S. defence-related agencies, such as NASA, NOAA and the Coast Guard, and foreign military missions. Washington is an excellent starting place for Canadian firms wishing to explore and enter the U.S. defence market.

I. Introduction

Third Edition Update, 1996

This is the third edition of the guide to defence-related trade shows and conferences produced by the Embassy. This version incorporates major defence, aerospace, marine, information technology and security shows across the U.S.A. and in selected international cities when the events are sponsored by a U.S. association. The guide also includes some law enforcement shows and symposia, when they overlap with defence events. For a more detailed listing of law enforcement events, see the "U.S. Law Enforcement Trade Show Market Guide," available from the Embassy.

Unfortunately, so many trade events take place in the U.S.A. each year that we have had to be selective. If we have omitted an event in which you are interested, or have made some other error, please let us know so that we can correct future editions.

Overview

Many commercial opportunities exist in the U.S. defence market for Canadian companies manufacturing world-class products. Despite continued cuts in defence spending, which began in 1986, the U.S. Department of Defense (DoD) budget for the 1996 fiscal year, at U.S. \$242.6 billion, remains the largest in the world, but down \$21.4 billion in only one year. Moreover, billions in DoD funding may be prioritized to conduct peacekeeping efforts in Bosnia, taking money away from procurements. Two-thirds of the budget is allotted for operations, maintenance activities and the procurement of weapons systems and research and development initiatives. Some sectors of the defence market promise strong growth. Canadian firms specializing in security and information systems, simulation and training; environmental clean-up; command, control, communication and intelligence; operations and maintenance and other areas are likely to find an inviting, yet competitive market. Civil engineering projects and environmental clean-up, thought to be active in 1996, are slow getting started and may be underfunded. The law enforcement market and the prison industry are also worth attention.

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How to Use This Guide

We do not presume to know your firm's specific interests and goals for growth in 1996. We arranged the guide so that you can systematically search for the trade shows that interest you.

Your budget for trade shows will indicate how many you can afford to attend. If you have a question about a particular trade show, call the contact person for that show directly, or refer your question to Rich Malloy, Commercial Officer, at the Canadian Embassy (202) 682-7744.

Trade Shows Are an Essential Part of DoD Marketing

The DoD marketing community and business development culture have made U.S. DoD trade events the crossroads of the industry. It is essential to attend those key trade shows where your segment of the market is active. Many U.S. firms build their marketing strategy around the trade show circuit, meeting, assessing and teaming on a stream of opportunities.

Watch the Bucks: There Are New, Major Areas of Emphasis in U.S. Defence Spending

As you watch U.S. defence appropriations, it will be clear which programs the U.S. Congress wants to reinstate or enlarge. Here are a few facts about new defence spending for 1996.

- ***Downsizing, Rightsizing and Base Closures are essentially complete.*** It may take a few more years to actually close down selected facilities and retire or out-place personnel, but the fundamental intent is nearly complete. Also, the U.S. Congress has mixed feelings about downsizing, like Representative G.V. Montgomery who said, "We have cut too much too fast." This year's Senate wanted to *add* \$60 billion to President Clinton's budget, largely for *big ticket weapons* like the B-2 bomber.
- ***Modernization and upgrades are the key words in the U.S. Defense Department.*** Having eliminated old and poor equipment and systems, it is now incumbent on the military to keep the new equipment operating at maximum efficiency. This translates into periodic infusions of *new technology* to assure *force modernization* with continuous *upgrades* to hardware and software.

- ***Some industries have been targeted to benefit.*** It may be that the electronics, aviation and maritime/shipbuilding communities will benefit in 1996 and following years from specifically earmarked programs. For example:
 - U.S. Navy cruisers will be *modernized* to add another 15-20 years life.
 - A follow-on to U.S. Navy's Seawolf or Improved Seawolf is planned.
 - More B-2s, C-17s, F-16 C/D and F-15E are planned for the Air Force; the prime contractors will competitively acquire equipment and services.
 - The U.S. Navy may term 1996 the year for Force Modernization, funding R&D on new or emerging systems and their subsystems.
 - The U.S. Army and Air Force are intent on developing a Theater High Altitude Defence System, and improved Patriot system. The U.S. Navy plans a shipboard theater-wide missile defence system. Both will have price tags in the billions.

Buy American Act Not a Hindrance to Canadians

The Canadian firms that team with U.S. firms on mutual defence programs cannot be excluded from U.S. contracts via the Buy American Act's contract clause, when you jointly develop the concept and plan for conducting the contract with a team of U.S. firms/Canadian firms. Trade shows offer an excellent way to assess the marketplace, get on teams and gain market intelligence within the DoD arena.

Know Your Objectives

You can get the maximum from each marketing dollar in the U.S. market by establishing clear long- and short-range goals. A five-year marketing plan and an annual marketing plan mutually support your selection of which trade shows to attend. You can add/delete/change trade shows as you gain experience and more closely define your objectives.

At the center of the U.S. Government marketplace today is a spectrum of trade shows known variously as symposia, colloquia, meetings and conferences in which Canadian firms can selectively participate in and benefit from the essential "Big Three" trade shows. Despite the downturn in new, large American defence procurements, there are still many slowly evolving procurement opportunities, particularly within the high-tech and mid-level technical fields. These are sponsored and funded by the Department of Defence (DoD) and its three major military services, the U.S. Army, U.S. Navy and U.S. Air Force. Not coincidentally, each of these "Big Three" military services has its own massive annual trade show, averaging 8,000 to 10,000 attendees and several hundred exhibitors spanning the information technology, aerospace, maritime, armaments, security equipment, hardware and services markets. There is a great deal of exchange and interplay among the Department of Defence (DoD) industrial

base—American firms such as Lockheed-Martin, TRW and Boeing are paramount in the U.S. military contracting community. An ancillary benefit is that these firms are also key players in U.S. non-DoD markets such as the Departments of Energy, Commerce, Agriculture, Treasury and other funding agencies that Canadian firms may seek as clients. The same U.S. firms that attend the Army, Navy and Air Force trade events are major independent players in international non-military markets where Canadian partners or Canadian participation may be a plus.

At the cross-roads of the U.S. military/industry trade events are those sponsored annually by the three major military services and their contractors. These are: AUSA, The Annual Meeting of the Association of the U.S. Army; Sea-Air-Space 1996, the Navy League's Systems and Technology Exposition; and the AFA 1996 Convention, the Air Force Association's Aerospace Technology Exposition.

Provide Hospitality Suites for Private Discussions

Corporate sponsors and national states typically provide Hospitality Suites for private discussion of teaming arrangements, prime and subcontracting and mutual alliances on upcoming contractual opportunities. Here corporate managers and trade representatives meet and greet military managers and corporate representatives to form marketing teams.

Be Prepared

Good preparation for a Canadian firm marketing in the U.S. Defence market does not stop at designing marketing literature and an attractive, eye-catching booth. At every trade show, you will invoke the essential marketing ingredients:

- Your 5-year Marketing Plan, and how *this trade show* can contribute to your long-range growth in the U.S. DoD marketplace.
- Your Annual Marketing Plan, and what *goals* you will achieve with the military clients, their prime contractors and vendors.
- Your Statement of Purpose for *this trade show*, listing who you went to see, the purpose, and the results related to specific new contracts.
- Your After Action Report will document how you achieved your marketing goals *at this trade show*, itemized by contract potential.

In essence, our guide is a starting point from which you will chart your own progress.

2nd Annual Navy Aviation Systems Engineering/Supportability Symposium

Dates: May 6-19-21, 1996

Location: **II. Major Trade Shows, Conferences and Symposia**

Alexandria, VA 22304

Sponsor(s): Society of Logistics Engineers (SOLE)
8100 Professional Place, Suite 211
Brynsville, MD 20785
(with NAVAIR)

Contact: Catherine O'Day or Glenn Wisbey, SOLE
Phone: 301-459-3446
Fax: 800-695-7633
E-mail: sole@sol.com
Internet: <http://www.sol.com/sole/sole.html>

Alternate Contact: Thomas Clark Associates/Exhibits
Phone: 804-437-1942
Fax: 804-437-8619
E-mail: tcx@sol.com

Industry Focus: *Military Aircrafts and Equipment*

This year's focus is on integrating systems and supportability and on furthering the education of the attendees. Plenary sessions will include such topics as commercial repair of aviation systems, system engineering and the joint advanced cruise technology (JACT) support concept.

Attendance: 1995: 400
Government: 50%
Non-government: 50%

Number of Exhibits: 1995: 40

2nd Annual Navy Aviation Systems Engineering/Supportability Symposium

Dates: March 19-21, 1996

Location: Radisson Plaza Hotel at Mark Center
Alexandria, VA 22311

Sponsor(s): Society of Logistics Engineers (SOLE)
8100 Profession Place, Suite 211
Hyattsville, MD 20785
(with NAVAIR)

Contact: Catherine O'Day or Glenn Wisbey, SOLE
Phone: 301-459-8446
Fax: 800-695-7653
E-mail: solchq@aol.com
Internet: <http://wwwtelebytc.com/sole/sole.html>

Alternate Contact: Thomas Clark Associates/Exhibits
Phone: 804-437-1942
Fax: 804-437-8619
E-mail: exhmgr@aol.com

Industry Focus: *Military Armaments and Equipment*

This year's focus is on integrating systems and supportability and on furthering the education of the attendees. Plenary sessions will include such topics as commercial repair of aviation systems, system engineering and the joint advanced strike technology (JAST) support concept.

Attendance: 1995: 400
Government: 50%
Non-government: 50%

Number of Exhibits: 1995: 40

National Forum II: Global Telemedicine and Its International Implications

Dates: April 1-4, 1996

Location: Sheraton Premiere Hotel
Tysons Corner, Virginia

Sponsor(s): Association of the U.S. Army (AUSA)
2425 Wilson Boulevard
Arlington, VA 22201

Contact: Denice Fort, Industry Affairs
Phone: 703-841-4300 ext. 641
Fax: 703-243-2589

Industry Focus: *Information Technology*

The goal of this forum is to report the progress of telemedicine initiatives, discuss new ideas and technologies and to plan for the future. The mission is to use advanced technologies in imaging, communication and information systems to dramatically improve the military's ability to project effective medical care in deployment and peacetime settings around the globe.

Seminars include "Advanced Technologies and Combat Casualty Care," "Telepresence," "MDIS and Diagnostic Imaging Projects," and "National Information Infrastructure and Telemedicine."

Attendance: 1995: 1,000

Acquisition Reform

Dates: April 1-3, 1996

Location: Doubletree Hotel
Arlington, Virginia

Sponsor(s): Society of Logistics Engineers
8100 Profession Place, Suite 211
Hyattsville, MD 20785
(with ADPA, EIS, NSIA and NCMA)

Contact: Catherine O'Day or Glenn Wisbey, SOLE
Phone: 301-459-8446
Fax: 800-695-7653
E-mail: solchq@aol.com
Internet: <http://wwwtelebytc.com/sole/sole.html>

Alternate Contact: Thomas Clark Associates, Exhibits
Phone: 804-437-1942
Fax: 804-437-8619
E-Mail: exhmgr@aol.com

Industry Focus: *Information Technology, Military Armaments and Equipment*

Over 400 logistics professionals are expected to attend this forum. This year's focus will be how to streamline the entire defense procurement system in compliance with the Federal Acquisition Reform Act. A special talk will be given by Colleen Preston, Undersecretary of Defense for Acquisition Reform. There will be no exhibits at this meeting.

Attendance: Government: 60%
Non-government: 40%

5th Annual International Virus Prevention Conference— IVPC '96

Dates: April 1-2, 1996

Location: National Airport Hilton, Crystal City
Arlington, Virginia

Sponsor(s): National Computer Security Association (NCSA)
10 South Courthouse Avenue
Carlisle, PA 17013

Contact: Windy Waterman
Phone: 717-258-1816 ext. 225
Fax: 717-243-8642
E-mail: wwaterman@ncsa.com
Internet: <http://wwwncsa.com>

Industry Focus: *Information Technology, Security*

The goal of this year's conference is to exchange ideas, policies, and methodologies for implementing virus protection. Conference sessions include such topics as managing the virus problem; what is not a virus; why viruses will always be a problem; is virus writing illegal in the USA; and data integrity: the missing layer.

Attendance: 1995: 200

Number of Exhibits: 1995: 20

Sea-Air-Space Systems and Technology Exposition

Dates: April 2-4, 1996

Location: Sheraton Washington Hotel
Washington, D.C.

Sponsor(s): Navy League of the United States
2300 Wilson Boulevard
Arlington, VA 22201-3308

Contact: Olga Portell, Bilcom Company
Phone: 703-318-0300
Fax: 703-318-8893

Industry Focus: *Maritime, Military Armaments and Equipment*

Sea-Air-Space Exposition is the largest maritime event. It provides the greatest concentration of national and international maritime decision-makers. The 1996 exposition expects 150 state-of-the-art maritime systems and technology. Professional seminars include such topics as Programs and Modernization, Technology Development and Acquisition Reform and Progress.

Attendance: 1995: 10,836

Number of Exhibits: 1995: 135

7th Annual U.S. Hydrogen Meeting

Dates: April 2-4, 1996

Location: Radisson Plaza Hotel at Mark Center
5000 Seminary Road
Alexandria, VA 22311

Sponsor(s): National Hydrogen Association (NHA)
1800 M Street, N.W.
Washington, D.C. 20036

Contact: Angela Barbara
Phone: 202-223-5547
Fax: 202-223-5537
E-mail: nha@ttc.mhs.compuserve.com

Industry Focus: *Energy/Environment*

The theme of this meeting is "Planning a Hydrogen Future." This event brings industry and government together to view the latest technology and equipment for hydrogen energy. There will be a special two-day TOPTEC workshop, "The Fuel Cells for Transportation," addressing the fuel infrastructure issue. The general sessions will include such topics as National Hydrogen Policies, Implementing Hydrogen Technologies, and Launching Sustainable New Technology Ventures.

Attendance: 1995: 150
Government: 5%
Non-government: 95%

Number of Exhibits: 1995: 12

Other Shows: NHA will host two workshops (TBA) this year on: (1) codes and standards and (2) industry perspectives.

10th Annual International Parallel Processing Symposium

Dates: April 5-9, 1996

Location: Sheraton Waikiki Hotel
Honolulu, Hawaii

Sponsor(s): IEEE Computer Society
1730 Massachusetts Avenue, N.W.
Washington, D.C. 20036

Contact: Kim Gibson
Phone: 202-371-1013
Fax: 202-728-9614
E-mail: k.gibson@computer.org

Industry Focus: *Information Technology*

The symposium will include presentation of technical papers, workshops, and tutorials on parallel processing. Workshops will include such topics as formal methods for parallel programming theory, fault-theory, fault-tolerant parallel and distributed systems, parallel distributed real-time systems, high-level programming models and supportive environments. Over 300 attendees are expected.

Tactical Resources Expo & Conference (TREXPO)

Dates: April 9-10, 1996

Location: Sheraton Washington Hotel
Washington, D.C.

Sponsor(s): National Tactical Officers Association
P.O. Box 259
Doylestown, PA 18901

Contact: Rick Burt, Vice President of Exhibitions

Phone: 913-432-5856

Fax: 913-432-6399

Industry Focus: *Security, Military Armaments and Equipment*

This conference and exhibit provides the latest in equipment for the law enforcement and high-risk security communities. TREXPO is held in conjunction with the Conference on Special Tactics and Security. Included will be a full-day of live-fire and equipment demonstrations that will give attendees the opportunity for hands-on evaluation.

Attendance: 1995: 5,000
Government: 10%
Military: 11%
Non-government: 79%

Number of Exhibits: 1995: 200

COPEX—Contingency & Operational Procurement Exhibition

Dates: April 23-24, 1996

Location: Sheraton Washington Hotel
Washington, D.C.

Sponsor(s): Osprey USA/COPEX International
1825 Eye Street, Suite 400
Washington, D.C. 20006

Contact: Gretta Lydon
Phone: 202-429-6836
Fax: 202-429-9574

Industry Focus: *Military Armament and Equipment, Security, Marine*

COPEX attracts procurement professionals from law enforcement operations, including local, state and federal agencies and all military special forces. The goal of this exhibition is to be a bridge between the military services and law enforcement agencies in showcasing law enforcement equipment technology. The exhibits feature surveillance equipment and services, communication systems, underwater operations, maritime security, reconnaissance, body armor and siege and assault weapons.

Global Air & Space '96: International Business Forum and Exhibition

Dates: April 29-May 2, 1996

Location: Hyatt Regency Hotel Crystal City
Arlington, Virginia

Sponsor(s): American Institute of Aeronautics and Astronautics
1801 Alexander Bell Drive, Suite 500
Reston, VA 22091

Contact: Howard O'Brien, Jr.
Phone: 703-264-7500 or 800-739-4424
Fax: 202-646-7577

Industry Focus: *Aerospace, Military Armaments and Equipment*

This comprehensive conference is a major meeting place for world leaders in space, aviation, defence, particularly industry executives and government policy-makers. The forums feature open, interactive meetings and discussions. Participants in last year's meeting included the U.S. Secretary of Defense, administrator of the Federal Aviation Administration, and space agency heads from outside the U.S.

Attendance: 1995: 200
Government: 20%
Non-Government: 80%

Number of Exhibits: 1995: 30

Air Transport Association Engineering Maintenance and Materiel Forum

Dates: May 5-7, 1996

Location: Aston Wailea Resort
Maui, Hawaii

Sponsor(s): Air Transport Association
1301 Pennsylvania Avenue, N.W., Suite 1100
Washington, D.C. 20004-1707
(with Aloha and Hawaiian Airlines)

Contact: Marqui Lions or Christin Chavez
Phone: 202-626-4038
Fax: 202-626-4081

Industry Focus: *Aerospace, Security*

The major Air Transport Association (ATA) forum covers all aspects of the airline industry, including aircraft maintenance, engineering and security. The theme of its workshops is "Pushing the Boundaries to Meet Aviation Challenges," and the workshops will cover such topics as forging new partnerships, expanding business worldwide, implementing future air navigation systems (FANS) and free flight security and system safety and reliability. One hundred airlines and 700 manufacturers from both airline and engineering companies are expected to attend the 1996 show.

Attendance: 1995: 700
Government: 1%
Non-Government: 99%

Number of Exhibits: 1995: 75

Global Demilitarization Symposium and Exposition

Dates: May 13-17, 1996

Location: John Ascuaga's Hotel
Sparks, Nevada

Sponsor(s): American Defense Preparedness Association
2101 Wilson Boulevard, Suite 400
Arlington, VA 22201-3061

Contact: Jean Kohlmeyer, Meeting Assistant
Phone: 703-522-1820
Fax: 703-522-1885

Industry Focus: *Energy/Environment, Military Armaments and Equipment*

This symposium is organized to promote a linkage between various global efforts to solve the challenge of demilitarization and disposal of energetic materials. Topics for the symposium will include disposal of energetic materials, emerging technologies, innovative use of reclaimed/recycled material and solutions to the demilitarization disposal challenge.

Attendance: 1995: 400
Government: 40%
Non-Government: 60%

Number of Exhibits: 1995: 50

International Electronic Warfare Conference and Exposition

Dates: May 13-15, 1996

Location: The Maritim Hotel
Bonn, Germany

Sponsor(s): Association of Old Crows
1000 North Payne Street
Alexandria, VA 22314

Contact:Carolynn Wood-Holmes
Phone: 703-549-1600
Fax: 703-549-2589

Industry Focus: *Military Armaments and Equipment*

Over 1,500 electronic warfare professionals and more than 300 exhibitors are expected to attend this year's conference. The conference will address such critical issues and important trends as electronic warfare (EW) in peace support operations, future military operational requirements, future EW—where will modern signal processing take us, self-protection systems for helicopters and advanced missile warning using passive UV-imaging technology. The exhibit will feature state-of-the art equipment from around the world.

Attendance: 1995: 1,500

Number of Exhibits: 1995: 300

1996 Annual Convention Regional Airlines Association

Dates: May 20-22, 1996

Location: Marriott World Center Hotel
Orlando, Florida

Sponsor(s): Regional Airlines Association
1200 19th Street, N.W., Suite 300
Washington, D.C. 20036

Contact: Sara Carson
Phone: 202-857-1172
Fax: 202-429-5113

Industry Focus: *Aerospace*

Membership consists of more than 70 airline and 330 associate members who provide a board of goods and services for the regional airlines industry.

Attendance: 1995: 1,300

Number of Exhibits: 1995: 140

Modern Day Marine Military Expo

Dates: May 22-23, 1996

Location: Camp Lejeune, North Carolina

Sponsor(s): Marine Corps League
P.O. Box 3070
Merrifield, VA 22116

Contact: Patrick Flynn, Bilcom Company
Phone: 703-318-0300, ext. 326
Fax: 703-318-8833

Industry Focus: *Marine, Military Armaments and Equipment*

An expected 5,000 Marines and civilians will view the Marines' current air, ground and sea combat equipment. Like the Modern Day Marine Day at Quantico, the focus will be on end users of this equipment and their needs and opinions. Sixty companies are expected to exhibit.

Attendance: 1995:5,000+

Number of Exhibits: 1995: 160

Other Shows: Held in conjunction with the Marine Corps General Officer's Symposium

InfoWarCon (Europe) '96

Dates: May 23-24, 1996

Location: Hotel Palace
Brussels, Belgium

Sponsor(s): National Computer Security Association (NCSA)
10 South Courthouse Avenue
Carlisle, PA 17013

Contact: Windy Waterman
Phone: 717-258-1816 ext. 225
Fax: 717-243-8642
E-mail: office@ncsa.com
Internet: <http://www.ncsa.com>

Industry Focus: *Information Technology*

This is the first InfoWar conference, and NCSA is projecting an attendance of 300 professionals from around the world. Speakers will include famous info-warriors Winn Schwartz and Robert Steele.

Air Traffic Control Association International Technical Program & Exhibit

Dates: May 27-30, 1996

Location: Sydney Hilton Hotel
Sydney, Australia

Sponsor(s): Air Traffic Control Association
2300 Clarendon Boulevard, Suite 71
Arlington, VA 22201

Contact: Carol Newmaster, Senior Vice President
Phone: 703-522-5717
Fax: 703-527-7251

Industry Focus: *Aerospace*

This technical conference will provide an update and plan for the implementation of the international ATC system modernization strategies. Special focus will be on such topics as oceanic airspace management, implementation of the CNS/ATM concept, harmonization and integration programs and system coordination. It will also focus on lessons learned and highlight the new developments in the international arena and progress on system acquisition and implementation.

Attendance: 1995: 3,000

Number of Exhibits: 1995: 300

TechNet '96

Dates: June 4-6, 1996

Location: Washington Convention Center
Washington, D.C.

Sponsor(s): Armed Forces Communication and Electronics Association
4400 Fair Lakes Court
Fairfax, VA 22033-3899

Contact: David Renzi, J. Spargo Associates
Phone: 703-631-6200
Fax: 703-818-9177

Industry Focus: *Information Technology*

TechNet is the largest and longest running communications, electronic and information systems exposition. Over 28,000 government, military and industry professionals will attend. There will be over 500 companies exhibiting their services and products.

Attendance: 1995: 20,000
Government: 39%
Military: 11%
Non-Government: 50%

Number of Exhibits: 1995: 8,003

Other Shows: Imaging (held at the same time)

Imaging '96 in conjunction with TechNet '96

Dates: June 4-6, 1996

Location: Washington Convention Center
Washington, D.C.

Sponsor(s): Armed Forces Communications and Electronics Association
4400 Fair Lakes Court
Fairfax, VA 22033-3899

Contact: David Renzi, J. Spargo Associates

Phone: 703-631-6200

Fax: 703-818-9177

Industry Focus: *Information Technology*

Though this conference is held concurrently with TechNet, it is a separate exhibition with separate registration and fees. This year's special focus will be geographic information systems.

Attendance: 1995: 250
Government: 50%
Non-Government: 50%

Number of Exhibits: 1995: 35

Forum 52—Technology Exchange

Dates: June 4-6, 1996

Location: Sheraton Washington Hotel
Washington, D.C.

Sponsor(s): American Helicopter Society (AHS)
217 North Washington Street
Alexandria, VA 22314

Contact: Stacey Clark

Phone: 703-684-6777

Fax: 703-739-9279

Industry Focus: *Aerospace, Military Armaments and Equipment*

This year's forum theme is "Technology Without Borders" and will focus on the rapid pace of roto-craft technology development, new technologies and the importance of bringing new technology into the marketplace quickly and inexpensively. Technology sessions will feature topics such as avionics, acoustics, roto-aircraft propulsion, system help and use monitoring. JAST '96 is a part of AHS annual forum.

Attendance: 1995: 2,000

Number of Exhibits: 1995: 150

JAST '96: Developing the Future Joint Air Strike Fighter and Weapons System

Dates: June 4-6, 1996

Location: Sheraton Washington Hotel
Washington, D.C.

Sponsor(s): American Helicopter Society
217 North Washington Street
Alexandria, VA 22314

Contact: Stacey Clark
Phone: 703-684-6777
Fax: 703-739-9279

Industry Focus: *Military Armaments and Equipment, Aerospace*

This U.S. Joint Advance Strike Technology (JAST) program represents the principal joint service airborne weapons system that will be fielded by the Marine Corps, Navy, and Air Force during the 2008-2011 time frame. JAST '96 will feature at least 70% common technologies, such as engines, avionics and weapons systems, all of which will be integrated into aircraft designs that meet the separate requirements of each military service. Program session topics will include JAST concept and design, developing a multi-service common airframe, vectored-thrust technology research and development and precision adverse weather weapons systems. There will be over 150 technical presentations. This conference is being held in conjunction with the American Helicopter Society's "Forum 52," June 4-6 (see entry, page II-20).

American Association of Airport Executives Annual Conference and Expo

Dates: June 11-13, 1996

Location: Las Vegas, Nevada

Sponsor(s): American Association of Airport Executives
4212 King Street
Alexandria, VA 22302

Contact: Helen Turner
Phone: 703-824-0500
Fax: 703-820-1395

Industry Focus: *Aerospace, Security*

The focus of this annual conference is to showcase a wide range of various airport related goods and services including baggage handling, airport terminal furniture, rescue, fire, crash, and other security equipment, and runway management. Ninety-five percent of the attendees are airport and airline personnel and manufacturers. The other 5 percent are from the Federal Aviation Administration (FAA) and the Federal Emergency Management Agency (FEMA).

Attendance: 1995: 1,000

Number of Exhibits: 1995: 250

Eurosatory '96—AUSA

Dates: June 24-29, 1996

Location: Paris Le Bourget
Paris, France

Sponsor(s): Association of the U.S. Army (AUSA)
P.O. Box 1560
Arlington, VA 22210-9884

Contact: Denice Fort, Industry Affairs
Phone: 703-841-4300 ext. 641
Fax: 703-243-2589

Industry Focus: *Military Armaments and Equipment*

This is the largest land power defence show in the world.

Tools & Integration: A Symposium for the Logistics and Engineering Disciplines

Dates: July 1-3, 1996

Location: Hilton at Cherry Hill
Cherry Hill, New Jersey

Sponsor(s): Society of Logistics Engineers (SOLE)
8100 Profession Place, Suite 211
Hyattsville, MD 20785
(with the Naval Sea Logistics Center)

Contact: Catherine O'Day or Glenn Wisbey, SOLE

Phone: 301-459-8446

Fax: 800-695-7653

E-mail: solchq@aol.com

Internet: <http://wwwtelebytc.com/sole/sole.html>

Alternate Contact: Thomas Clark Associates, Exhibits

Phone: 804-437-1942

Fax: 804-437-8619

E-mail: exhmgr@aol.com

Industry Focus: *Military Armaments and Equipment, Information Technology*

This symposium, entitled "New Horizons in Productivity", is SOLE's first event dealing with tools and integration. The conference will focus on technological advancement in logistics and engineering tools and products. Topics for their technical program include tool and product description, tool and product evaluations and integrating and standardizing logistics and engineering tools. The program will be software-intensive and excellent showcase for companies that sell both software and hardware. This symposium is expected to draw 400 professionals with a 50/50 mix of government/military and industry.

AAIA/ASME/SAE Joint Propulsion Conference & Exhibit (the Annual Air Force Pollution Prevention Conference & Exhibition)

Dates: July 1-3, 1996

Location: Walt Disney World
Orlando, Florida

Sponsor(s): American Institute of Aeronautics and Astronautics
1801 Alexander Bell Drive, Suite 500
Reston, VA 22901

Contact: Howard O'Brien, Jr.
Phone: 800-739-4424
Fax: 202-646-7577

Industry Focus: *Aerospace, Military Armaments and Equipment*

This event is the prime forum for propulsion and test ground technology for the aeronautic industries. Over 1,500 leading engineers, program managers, scientists and government policy-makers from the U.S. and overseas are expected to attend the conference and exhibit. Topics of the conference will include environmental control systems, all forms of propulsion, ground support equipment and the latest in research and development.

Attendance: 1995: 2,500
Government: 40%
Military: 20%
Non-Government: 40%

Number of Exhibits: 1995:55

AUVS '96 Annual Technological Symposium and Exhibition

Dates: July 15-17, 1996

Location: Walt Disney World
Orlando, Florida

Sponsor(s): Association of Unmanned Vehicle Systems
1735 North Lynn Street, Suite 950
Arlington, VA 22209-2022

Contact: Sarah Cook
Phone: 703-524-6646
Fax: 703-524-2303

Industry Focus: *Military Armaments and Equipment*

This symposium and exposition provides an opportunity for industry to network and market. This year's theme is "Innovations for the Future."

Attendance: 1995: 1,100
Government: 20%
Military: 20%
Non-Government: 60%

Number of Exhibits: 1995: 70

Joint Service Pollution Prevention Conference & Exhibition (formerly the Annual Air Force Pollution Prevention Conference & Exhibition)

Dates: August 19-22, 1996

Location: San Antonio, Texas

Sponsor(s): American Defense Preparedness Association
2101 Wilson Boulevard, Suite 400
Arlington, VA 22201-3061
(with Air Force)

Contact: Lynn Holden, Meeting Assistant
Phone: 703-522-1820
Fax: 703-522-1885

Industry Focus: *Energy/Environment*

This conference will feature sessions on funding for pollution prevention, pollution prevention education and training, solid waste reduction, affirmative procurement and costing/budgeting of pollution prevention projects.

Attendance: 1995:600

SOLE '96

Dates: August 27-29, 1996

Location: Hyatt Regency Crystal City
Arlington, Virginia

Sponsor(s): Society of Logistics Engineers
8100 Profession Place, Suite 211
Hyattsville, MD 20785

Contact: Catherine O'Day or Glenn Wisbey, SOLE
Phone: 301-459-8446
Fax: 800-695-7653
E-mail: solchq@aol.com
Internet: <http://www.telbytc.com/sole/sole.html>

Alternate Contact: Thomas Clark Associates, Exhibits
Phone: 804-437-1942
Fax: 804-437-8619
E-mail: exhmgr@aol.com

Industry Focus: *Information Technology, Military Armaments and Equipment*

This SOLE-sponsored international conference will bring together logisticians from all over the world for three days of technical presentations, panel discussions, tutorials, workshops and a major industry exposition of 100 exhibitors. The theme for this year is "Logistics: The Future Is Now." Conference topics will include transportation and distribution, electronic data interchange, environmental logistics and product software configuration. Because NNILS will not be holding its annual conference this year, SOLE will host a special program about foreign military sales (FMS) logistics technology and applications in conjunction with NAVSEA.

Attendance: 1995:1,000+

Number of Exhibits: 1995:100

International Peacekeeping '96 Exhibition & Seminar

Dates: September 8-10, 1996

Location: Madison Square Gardens
New York City, New York

Sponsor(s): The Canadian Institute of Strategic Studies,
International Peacekeeping Training Center,
and the United Nations Association of the USA

Contact: Alan Crockford, Baxter Publishing

Phone: 416-968-7252

Fax: 416-968-2377

E-mail: peacek@baxter.net

Internet: <http://www.baxter.net/peacekeeping/>

Industry Focus: *Other*

Held this year in New York City, one week before the opening of the UN's General Assembly, this is a major event for corporations interested in doing business with the United Nations, its members and associated organizations, both the military and humanitarian. This year the United Nations Association will host a procurement seminar program with the theme "How to Do Business with the United Nations."

Attendance: 1995:3,000+

Number of Exhibits: 1995:limited to 150

1996 Air Force Association Aerospace Technology Exposition

Dates: September 16-18, 1996

Location: Sheraton Washington Hotel
Washington, D.C.

Sponsor(s): United States Air Force Association (AFA)
1501 Lee Highway
Arlington, VA 22209-1198

Contact: Patricia Teevan, Director of Industry Relations
Phone: 703-247-5836

Industry Focus: *Aerospace, Military Armaments and Equipment*

This is the Air Force's prime defence trade show. The special focus of this exposition is to promote a greater understanding of aerospace and national defense issues. Exhibitors showcase today's most advanced aerospace and defence-related technology. The exposition provides industry with the opportunity to have face-to-face contact with the most important policy- and decision-makers in the defence and aerospace community. Represented at the 1995 exposition were the U.S. Air Force, U.S. Army, U.S. Navy, U.S. Marine, the Department of Defense, U.S. Congress and staff, U.S. government agencies, foreign attaches from more than 23 countries representative from and the Inter-American Defense College.

Attendance: 1995: 8,584
Government: 65%
Non-Government: 35%

Number of Exhibits: 1995: 80

Oceans '96 MTS/IEEE Conference

Dates: September 23-26, 1996

Location: Convention Center
Ft. Lauderdale, Florida

Sponsor(s): Institute of Electrical and Electronic Engineers (IEEE)
445 Hoes Lanes
Piscataway, NJ 08855-1331
(with Ocean Engineering Society and Marine Technology Society)

Contact: Evit Policastro
Phone: 800-810-4333/IEEE

Industry Focus: *Marine*

The theme for Oceans '96 MTS/IEEE is "The Coastal Ocean—Prospects for the 21st Century." The conference explores the littoral zones of the global oceans and the technologies of the future to address them. The technical sessions will focus on underwater acoustics, signal and information processing, ocean measurements systems, communication (navigation & control), marine resources and environment, advanced marine technology, ocean and coastal engineering, and marine policy and education.

Attendance: 1995: 2,000

Number of Exhibits: 1995: 100

Modern Day Marine Military Expo

Dates: September 24-26, 1996

Location: Quantico, Virginia

Sponsor(s): Marine Corps League
P.O. Box 3070
Merrifield, VA 22116

Contact: Patrick Flynn, Bilcom Company
Phone: 703-318-0300 ext. 326
Fax: 703-318-8833

Industry Focus: *Marine, Military Armaments, Aerospace*

This is the largest of three Marine events. Expected attendance is 10,000, with 160 exhibitors. The Marines will exhibit their current air, ground and sea combat equipment. This includes weapons, both large and small, and research and development technology.

Attendance: 1995:5,000+

Number of Exhibits: 1995: 160

Other Shows: Held in conjunction with the Marine Corps General Officer's Symposium

FireWallCon—West Coast

Dates: September 30-October 1, 1996

Location: Red Lion Inn
San Jose, California

Sponsor(s): National Computer Security Association
10 South Courthouse Avenue
Carlisle, PA 17013

Contact: Windy Waterman
Phone: 717-258-1816 ext 225
Fax: 717-243-8642
E-mail: office@ncsa.com
Internet: <http://www.ncsa.com>

Industry Focus: *Information Technology, Security*

Like the January FireWallCon on the east coast, this conference's focus is on an exchange of ideas for Internet security. Over 500 people attended the January conference, and 30 exhibitors we represent.

Attendance: Jan. 1996:500+

Number of Exhibits: Jan. 1996:300

41st Annual Meeting, International Technical Programs and Exhibits

Dates: October 13-17, 1996

Location: Opryland Hotel
Nashville, Tennessee

Sponsor(s): Air Traffic Control Association
2300 Clarendon Boulevard, Suite 71
Arlington, VA 22201

Contact: Carol Newmaster, Senior Vice President
Phone: 703-522-5717
Fax: 703-527-7251

Industry Focus: *Aerospace*

This show represents the largest assemblage of air traffic control exhibits in the world. There will be three days of technical sessions, which will include such topics as system architecture, international perspective, human factors, maintenance and pilot and controller interface.

Attendance: 1995: 2,500

Number of Exhibits: 1995: 300

Army XXI—Leveraging Technology Annual Association of the U.S. Army Show

Dates: October 14-16, 1996

Location: Sheraton Washington/Omni Shoreham Hotels
Washington, D.C.

Sponsor(s): Association of the U.S. Army (AUSA)
2425 Wilson Boulevard
Arlington, VA 22201

Contact: Denice E. Fort, Industry Affairs
Phone: 703-841-4300 ext. 641
Fax: 703-243-2589

Industry Focus: *Military Armaments and Equipment*

The objectives of this meeting are to link the U.S. Army with industry, to educate the public and to support service personnel and professional military development. This is an international exposition. In 1995, 25% of the industry exhibitors represented foreign business, and over 1,100 foreign visitors were registered. The symposiums will be on land warfare subjects.

Attendance: 1995: 25,000
Government: 50%
Non-Government: 50%

Number of Exhibits: 1995: 240

Other Shows: Apr 1-4 Telemedicine Symposium & Expo, Tysons Corner, VA
May 21-23 Spring Symposium & Exhibition, San Jose, CA
Early Dec. AUSA Space and Strategic Defense Symposium & Exhibition, El Paso, TX or Huntsville, AL

Airports Council International— North American World Exhibition

Dates: October 20-23, 1996

Location: Marriott Downtown
San Diego, California

Sponsor(s): Airports Council International
1775 K Street, N.W., Suite 500
Washington, D.C. 20006

Contact: Valarie Burrows
Phone: 202-293-8500
Fax: 202-331-1362

Industry Focus: *Security*

This exhibition brings together airport professionals and industry from around the world to view the latest technology, products and services. Focus is on airport security, safety, efficiency and the enhancement of air transportation in general. Government representatives are from the Federal Aviation Administration and the Department of Transportation.

Attendance: 1995: 2,000
Government: 5%
Military: 1%
Non-Government: 94%

Number of Exhibits: 1995: 140

Federal Imaging 1996

Dates: October 22-23, 1996

Location: Washington Convention Center
Washington, D.C.

Sponsor(s): Reed Exhibitions
8601 Georgia Avenue, Suite 503
Silver Spring, MD 20910

Contact: Garret Dunn
Phone: 301-495-7115
Fax: 301-495-7481

Industry Focus: *Information Technology*

This year's show focuses on document management, CD-Rom and imaging technology. Representatives from the computer hardware and software industry include 19% from small businesses.

Attendance: 1995: 5,000
Government: 27%
Military: 26%
Non-Government: 47%

Number of Exhibits: 1995: 204

Other Shows: FOSE

National Business Aircraft Association 49th Annual Meeting and Convention

Dates: November 19-21, 1996

Location: Orlando Convention Center
Orlando, Florida

Sponsor(s): National Business Aircraft Association
1200 18th Street, N.W.
Washington, D.C. 20063-2598

Contact: Jeff Lund, Marketing
Phone: 202-783-9282
Fax: 202-862-5552

Industry Focus: *Aerospace*

This is a comprehensive industry convention.

Attendance: 1995: 24,483

Number of Exhibits: 1995: 2,760

Supercomputing '96

Dates: November 17-22, 1996

Location: David Lawrence Convention Center
Pittsburgh, Pennsylvania

Sponsor(s): Institute of Electrical and Electronic Engineers (IEEE)
Computer Society ACM SIGDA
TC-Supercomputing Applications
TC-Computer Architecture
1730 Massachusetts Avenue, N.W.
Washington, D.C. 20036

Contact: Pittsburgh Supercomputing Center
Phone: 800-hpc-5989
E-mail: 96@mail.supercomp.org
Internet: <http://www.supercomp.org/sc96/>

Industry Focus: *Information Technology*

The theme this year is "Computers at Work." This conference is regarded as the premier conference on high-performance computing and communication technologies. Papers and roundtables will include presentations on the integration of computing systems such as laptops, SMPs, MPPs, supercomputers and communication systems and state-of-the-art usage of computing in specific application. Over 5,000 persons are expected to attend.

18th Interservice/Industry Training Systems Education Conference

Dates: December 2-7, 1996

Location: Orlando, Florida

Sponsor(s): American Defense Preparedness Association
2101 Wilson Boulevard, Suite 400
Arlington, VA 22201-3061

Contact: Jean Koylmeyer
Phone: 703-522-1820
Fax: 703-544-1885

Industry Focus: *Information Technology, Military Armaments and
Equipment*

Exhibitors and attendees from government, military, industry and academia are expected at this conference. The focus will be on training methodologies, simulation equipment and the largest technologies from industry. Canadian companies exhibited at this conference in 1994-95.

Attendance: 1995:10,000

Number of Exhibits: 1995:200+

National Agricultural Aviation Association 30th Annual Convention

Dates: December 9-12, 1996

Location: Reno Convention Center
Reno, Nevada

Sponsor(s): National Agricultural Aviation
1005 E Street, S.E.
Washington, D.C. 20003

Contact: Carry Cocker

Phone: 202-546-5722

Fax: 202-546-5726

Industry Focus: *Aerospace*

The focus of this convention is to provide an educational forum as well as introduce the latest technology to the industry. This year's educational seminars include pilot training programs, new technology and Global Positioning Systems (GPS).

Attendance: 1995: 1,350

Number of Exhibits: 1995: 108

Special Operations/Low Intensity Conflict (SO/LIC)

Dates: December [To Be Determined (TBD)], 1996

Location: Washington, D.C.

Sponsor(s): American Defense Preparedness Association
2101 Wilson Boulevard, Suite 400
Arlington, VA 22201-3061

Contact: Colonel Fred Raines, Meeting Coordinator

Phone: 703-522-1820

Fax: 703-522-1885

Industry Focus: *Military Armaments and Equipment*

Last year, over 100 exhibitors offering products such as aircraft, boats, surveillance equipment and support equipment for all forms of special forces exhibited at this conference.

The Third Electronic Warfare Modeling and Simulation Conference

Dates: TBD 1997

Location: Mitre Corporation
McLean, Virginia

Sponsor(s): Association of Old Crows
1000 North Payne Street
Alexandria, VA 22314

Contact:Carolynn Wood-Holmes

Phone: 703-549-1600

Fax: 703-549-2589

Industry Focus: *Military Armaments and Equipment*

This conference, held every 18 months, addresses the five most critical issues impacting the credibility of modeling and simulation of electronic warfare. This includes appropriate applications of modeling and simulation, data availability and use, analysts qualifications, model hierarchies and standards for model use. No exhibitors attend this conference.

Attendance: 1996:180

Marine Day Military Expo

Dates: January 15-16, 1997

Location: Camp Pendleton, California

Sponsor(s): Marine Corps League
P.O. Box 3070
Merrifield, VA 22116

Contact: Patrick Flynn, Bilcom Company

Phone: 703-318-0300 ext. 326

Fax: 703-318-8833

Industry Focus: *Marine, Military Armaments and Equipment*

This is the west-coast regional event. Over 5,000 Marines and civilians are expected to view the latest in current air, ground and sea combat equipment. Sixty companies are expected to exhibit their products. The focus on this event is also on end users' needs and opinions.

Attendance: 1995:5,000+

Number of Exhibits: 1995: 160

Other Shows: Held in conjunction with the Marine Corps General Officer's Symposium

FOSE '96—The Federal Office System and Automation System Exposition for the U.S. Government and All Others

Dates: March 18-20, 1997

Location: Washington Convention Center
Washington, D.C.

Sponsor(s): Reed Exhibitions Company
8601 Georgia Avenue, Suite 503
Silver Spring, MD 20910

Contact: Garret Dunn
Phone: 301-495-7115
Fax: 301-495-7481

Industry Focus: *Information Technology*

FOSE is the top information technology event in Washington, D.C., attracting representatives from the U.S. federal government (executive, legislative and judicial branches), the government of the District of Columbia and the state and local governments of the greater Washington D.C. area. In addition, the trade show draws commercial firms, associations, educational institutions, and individuals. The show covers a variety of high-tech products and services, e.g., computers (mainframe, mini and personal computers), computer software, computer peripherals and accessories (such as printers, plotters, keyboards, pointing devices, media replication equipment, drives—hard disks, CD-ROM, optical, etc.) and much more.

Attendance: 1995: 50,000
Government: 68%
Military: 12%
Non-Government: 20%

Number of Exhibits: 1995: 600

ASNE Day 1997

Dates: March 18-20, 1997

Location: Sheraton Hotel
Washington, D.C.

Sponsor(s): American Society of Naval Engineers
1452 Duke Street
Alexandria, VA 22314-3458

Contact: Sally Cook or Doris Gibbons
Phone: 703-836-6727
Fax: 703-836-7491
E-mail: asne@meimail.com

Industry Focus: *Military Armaments and Equipment*

This is a very comprehensive naval event. The annual ASNE meeting and exhibition brings together naval supply and engineering support companies, shipyards and weapons manufacturers with representative NAVSEA, NAVAIR and the Navy's research and development teams. This year's theme is "Building Freedom's Future." The meeting includes development seminars on such topics as the make-up of the Fleet, the Navy's organization and the organizational structure of NAVSEA.

Attendance: 1995: 3,000

Number of Exhibits: 1995: 180

23rd Environmental Symposium & Exhibition and Symposia

Dates: April 7-10, 1997

Location: New Orleans, Louisiana

Sponsor(s): American Defense Preparedness Association
2101 Wilson Boulevard, Suite 400
Arlington, VA 22201-3061
(with National Security Association and the Society of American
Military Engineers)

Contact: Renee Engalhart

Phone: 703-247-2557 or 522-1820

Fax: 703-522-1885

Industry Focus: *Security, Military Armaments and Equipment*

This symposium and exhibition will feature environmental technologies, compliance and enforcement, the latest in legislative and regulatory developments, national defence readiness and conservation and management. Over 200 exhibitors and 1,500 professionals are expected to attend this symposium.

III. Other Technical Conferences and Symposia

The numerous technical conferences and symposia that take place in the United States every year offer another useful way for Canadian companies to learn about developments in the U.S. marketplace. Conferences may provide Canadian companies a forum to present technical papers on new technologies and concepts for the U.S. market. They also provide an excellent opportunity to network with other professionals and U.S. purchasers and contractors.

Conferences and symposia are held in conjunction with most of the trade shows listed in this guide. These are too numerous to list and are often announced only three or four months in advance. Symposia topics range from the very broad, such as IEEE's "Emerging Technologies and Application in Communications" to the very narrow, such as ADPA's "Tank Automotive & Armaments Command (TACOM) PBI." Note that portions of some conferences and symposia are classified and are limited to U.S. citizens with the proper security clearances. Most, however, are completely open to Canadian firms and personnel.

A sampling of these conferences and symposia is listed below. To find out more about a specific trade show or symposia, please contact the sponsoring association (see Part V).

- | | |
|-------------------|--|
| April 1-4, 1996 | AUSA/Army Telemedicine Symposium & Expo
Tysons Corner, Virginia
<i>American Defense Preparedness Association</i> |
| April 1-4, 1996 | Dixie Crows Symposium XXI
Warner Robins, Georgia
<i>Association of Old Crows</i> |
| April 9-11, 1996 | Law Enforcement Technology
Los Angeles, California
<i>American Defense Preparedness Association</i> |
| April 15-17, 1996 | AIAA Structures, Structural Dynamics, and Materials Conference
& Exhibit
Salt Lake City, Utah
<i>American Institute of Aeronautics and Astronautics</i> |
| April 23-24, 1996 | Support Equipment Acquisition
Lakehurst, New Jersey
<i>Society of Logistics Engineers</i> |

- April 25, 1996 Advance Planning Briefing/Forecast to Industry
Arlington, Virginia
Association of Old Crows
- May 6-9, 1996 Northeast Regional Symposium
Long Branch, New Jersey
Association of Old Crows
- May 6-10, 1996 Emerging Technologies and Application in Communications
Portland, Oregon
IEEE Computer Society
- May 13-15, 1996 International Electronic Warfare Conference and Exposition
Bonn, Germany
Association of Old Crows
- May 21-23, 1996 AUSA Spring Symposium & Exhibition/TRADOC
San Jose, California
American Defense Preparedness Association
- June 3-6, 1996 USAF Weapon System Warranties
Wright Patterson, AFB
Society of Logistics Engineers
- June 17-20, 1996 Security Technology
Williamsburg, Virginia
American Defense Preparedness Association
- June 25-26, 1996 8th Annual EIA Five-Year Federal Information Systems (FIS)
Forecast
Arlington, Virginia
Electronic Industries Association
- July 1-3, 1996 Tools and Integration: New Horizons in Productivity
Philadelphia, Pennsylvania
Society of Logistics Engineers
- July 29-31, 1996 AIAA Guidance, Navigation, and Control Conference
San Diego, California
American Institute of Aeronautics and Astronautics
- Sept. 16-20, 1996 AIAA/BMDO Interceptor Technology Conference & Exhibit
Fort Walton Beach, Florida
American Institute of Aeronautics and Astronautics

- Sept. 24-26, 1996 2nd International Training Equipment Conference (ITEC) Asia
Singapore
American Defense Preparedness Association
- Sept. 24-26, 1996 AIAA Space Programs and Technologies Conference & Exhibit
Huntsville, Alabama
American Institute of Aeronautics and Astronautics
- Sept. 29-Oct. 2, 1996
AAAE Military/Civilian Reuse Issues Workshop
Albuquerque, New Mexico
American Association of Airport Executives
- Sept. 29-Oct. 2, 1996
33rd Annual AOC International EW Technical Symposium and
Conference
Washington, D.C.
Association of Old Crows
- Sept. 30-Oct. 4, 1996
EIA Engineering & Technical Management Workshop on
Configuration Data Management
Baltimore, Maryland
Electronic Industries Association
- Oct. 7-10, 1996 Aircraft Survivability
Monterey, California
American Defense Preparedness Association
- Oct. 17-18, 1996 32nd Annual Ten-Year Forecast Conference on Defense, NASA,
and Related Electronic Opportunities
Washington, D.C.
Electronic Industries Association
- Oct. 28-30, 1996 Tank Automotive & Armaments Command (TACOM) PBI
Dearborn, Michigan
American Defense Preparedness Association
- TBD 26th Annual EIA Spring Budget & Technology Conference
Arlington, Virginia
Electronic Industries Association

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:

Richard Malloy
Commercial Officer
The Canadian Embassy
501 Pennsylvania Avenue, NW
Washington, DC 20001
Tel: (202) 682-1740
Fax: (202) 682-7795

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.

The following industry-specific marketing guides are also available from the Canadian Embassy:

- *Selling to the U.S. Army Corps of Engineers: A Procurement Guide for Canadian Firms;*
- *U.S. Federal Geomatics Market: Charting a Course for Contracts;*
- *Telecommunications Service & Equipment in the Mid-Atlantic States;*
- *U.S. Federal Imaging '94;*
- *The Defense Authorization Act, FY 95: A Commercial Perspective;*
- *U.S. Federal Information Technology, FY 95/96 Market Report;*
- *Client-Server & Object-Oriented Technology, Opportunities in U.S. Federal, State & Private Sector;*
- *Opportunities for the Canadian Geomatics Industry to Secure U.S. Investment Capital;*
- *The Federal Acquisition Streamlining Act of 1995;*
- *The Violent Crime Control Act & Federal Law Enforcement Agencies;*
- *Use of U.S. Canadian Products In U.S. Public Works;*
- *Electronic Commerce in the U.S. Federal Government; and*
- *Opportunity for the Canadian Maritime Industry in the U.S. Shipbuilding & Repair Market;*
- *U.S. Aerospace Industry;*
- *Special Operations and Low Intensity Conflict;*
- *Changes in the U.S. Defence Market.*

DEPARTMENT OF FOREIGN AFFAIRS AND INTERNATIONAL TRADE (DFAIT)

For more information on the U.S. defence market offered by DFAIT, contact:

Max Reid
U.S. Business Development Division (UTO)
Department of Foreign Affairs and International Trade
125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Tel: (613) 944-8821
Fax: (613) 944-9119

Publications

Canadian Access to the U.S. Defence Market

This guide offers Canadian firms a quick overview of the U.S. defence market. It explains how to enter the market and provides valuable contacts in both Canada and the U.S.

InfoCentre

DFAIT's InfoCentre can provide additional information on the U.S. defence market, export-import documents between Canada and the U.S. and related foreign-policy issues. For more information, call InfoCentre at (613) 944-4000.

THE CANADIAN COMMERCIAL CORPORATION (CCC)

Canadian contractors interested in working with the U.S. Department of Defense (DoD) must register with the CCC. Under the U.S. defence acquisition regulations, CCC must act as prime contractor on all DoD contracts for Canadian products or services. CCC then places a back-to-back contract with a Canadian contractor. The CCC provides Canadian contractors a number of services, including:

- identifying contract opportunities;
- offering computer-assisted bid matching;
- obtaining commercial and government entity (CAGE) codes for Canadian contractors;
- expediting the payment process; and
- advising on bid protests and contract disputes.

For more information contact:

The Canadian Commercial Corporation
50 O'Connor Street
11th Floor
Ottawa, Ontario
K1A 0S6
Tel: (613) 996-0034
Fax: (613) 995-2121

U.S. DEPARTMENT OF DEFENSE (DoD)

Publications

Selling to the Military, US\$10, Superintendent of Documents, Washington, DC 20402-9371. Tel: (202) 512-1800. This guide provides an introduction to contracting with DoD agencies. It describes DoD contracting principles and practices, the DoD system of specifications and standards, sources of information on defence procurement and strategies for making your capabilities known. It also identifies major buying offices and the products and services they buy.

Defense Contracting Regulations: A Guide for Small Business, Small Disadvantaged Business, and Women-Owned Business, Directorate of Small and Disadvantaged Business Utilization, Office of the Secretary of Defense, Washington, DC 20301. (202) 614-1151. This guide explains the principles underlying DoD's contracting process, covers DoD's procedures for soliciting and awarding contracts and examines the types of contracts DoD uses. In addition, it offers additional resources and points of contact.

Subcontracting Opportunities with DoD Major Prime Contractors, Directorate of Small and Disadvantaged Business Utilization, Office of the Secretary of Defense, Washington, DC 20301. (202) 614-1151. This directory provides a list of DoD prime contractors that offer subcontracting opportunities. The list includes the contractor's name, address, point of contact and product or service.

V. Associations, Societies, Leagues and Alliances

Air Transport Association (ATA)

1301 Pennsylvania Ave. N.W.
Suite 1100
Washington, D.C. 20004-1707

Contact: Christin Chavez
Phone: 202-626-4038
Fax: 202-626-4081

Publications:
Air Transportation

ATA represents the industry in major aviation issues before Congress, federal agencies and other government bodies. It promotes safety by coordinating industry and government safety programs, and it services as a focal point for industry efforts to standardize practices and enhance air transport efficiency.

Air Traffic Control Association (ATCA)

2300 Clarendon Blvd.
Suite 711
Arlington, VA 22201

Contact: Carol Newmaster
Phone: 703-522-5717
Fax: 703-527-7251

Publications:
ATCA Bulletin
Conference Proceedings
Journal of Air Traffic Control

Founded by air traffic controllers in search of professional recognition, ATCA now includes professionals from all subsections of the air traffic control system.

Airports Council International, North America

775 K St. N.W.
Suite 500
Washington, D.C. 20006

Contact: Valarie Burrows
Phone: 202-293-8500
Fax: 202-331-1362

Publications:
Airport Highlights

American Association of Airport Executives

4212 King St.
Alexandria, VA 22302

Contact: Helen Turner
Phone: 703-824-0500
Fax: 703 820-1395

Publications:
Airport Report
Airport Magazine
Airport Report Express

Focuses on the management, operation and construction of civil airports.

American Defense Preparedness Association (ADPA)

2101 Wilson Blvd.
Suite 400
Arlington, VA 22201-3061

Contact: Jean Kohlmeyer
Phone: 703-522-1820
Fax: 703-544-1885

Publications:
National Defense (monthly)

ADPA fosters awareness of and support for a U.S. technological/industrial infrastructure. Through ADPA's international forums, technical forums and local chapters, members have access to defence-sector leaders in both government and industry.

American Helicopter Society

217 N. Washington Street
Alexandria, VA 22314-2538

Contact: Stacey Clark
Phone: 703-684-6777
Fax: 703-739-9279

Publications:
Journal of American Helicopter Society
Proceedings of the National Forum
Vertiflite
Membergram

AHS is a professional, technical society dedicated to the advancement of vertical flight. Members include government, industry, engineers, military and management. Members have access to AHS's library, publications, meetings and networking opportunities.

***American Institute Of Aeronautics and
Astronautics (AIAA)***

1801 Alexander Bell Drive
Suite 500
Reston, VA 22091

Contacts: Aida Davis or
Chamley Brian
Phone: 1-800-639-2422 or
703-264-7531
Fax: 703-264-7551

Publications:
AIAA Journal
AIAA Student Journal
Aerospace America
International Aerospace Abstracts
*Journal of Guidance, Control, and
Dynamics*
Journal of Spacecraft and Rockets
Journal of Propulsion and Power
Journal of Thermophysics and Heat Transfer

AIAA is a professional society devoted to science and engineering in aviation and space. Its mission is to serve the professional needs and interests of members as well as to improve the public understanding of the profession. AIAA members are engineers, scientists and industry leaders.

American Society of Naval Engineers

1452 Duke Street
Alexandria, VA 22314-3458

Contact: Doris Gibbins
Phone: 703-836-6727
Fax: 703-836-7491
E-mail: asne@meimail.com

ASNE serves the naval engineering profession, including scientists, engineers and related professionals that design, develop, test and operate naval surface, subsurface and air vehicles. Membership benefits include technical symposia, continuing education programs, professional networking and ASNE publications.

Armed Forces Communication & Electronic Association (AFCEA)

4400 Fair Lakes Court
Fairfax, VA 22033-3899

Contact: David Renzi
Phone: 703-631-6200
Fax: 703-818-9177
E-mail: bafceapd@aol.com

Publications:
Signal Magazine
AFCEA International Press

Members include designers, planners, manufacturers and system testers. Members can meet to discuss current problems and future needs in communications, electronics and information systems.

Association of Old Crows

1000 North Payne Street
Alexandria, VA 22314

Contact: Carolynn Wood-
Holmes
Phone: 703-549-1600
Fax: 703-549-2589

Publications:
Journal of Electronic Defense

Members include scientists, engineers, managers, operators and military personnel that specialize in electronic and information warfare.

Association of the U.S. Army (AUSA)

2425 Wilson Boulevard
Arlington, VA 22201

Contact: Denice Fort
Phone: 703-841-4300 ext. 641
Fax: 703-243-2589

Publications:
ARMY

Members include active duty Army, retired Army, civilian Army employees and others with interests in land forces matters.

**Association of Unmanned Vehicle Systems
(AUVS)**

1735 N. Lynn Street
Suite 950
Arlington, VA 22209-2022

Contact: Sara Cook
Phone: 703-524-6646
Fax: 703-524-2303

AUVS presents applications, benefits and information to government and industry. Members participate in technical symposia, education seminars and trade shows. Members also meet colleagues and potential customers.

Electronic Industries Association

2500 Wilson Blvd.
Arlington, VA 22201

Contact: Margrette Navas
Phone: 703-907-7500
Fax: 703-907-7501

Publications:
Executive Report
Market Trends
Market Data Book
EIA Trade Directory
Publications Index

IEEE Computer Society

1730 Massachusetts Ave., N.W.
Washington, D.C. 20036

Contact: Kim Gibson
Phone: 202-371-1013
Fax: 202-728-9614
E-mail: kgibson@computer.org

Publications:
Numerous, includes the following:
Computer Magazine
Design and Test
EXPERT
IEEE Computer Graphics & Applications
IEEE MICRO
Parallel & Distributed Computing & Applications
SOFTWARE

This is the largest technical society within the Institute of Electrical and Electronics Engineers and the world's oldest and largest association of computer professionals. Promotes in development of information processing.

International Association of Chiefs of Police

515 N. Washington Street
Alexandria, VA 22314

Phone: 703-836-6767
Fax: 703-836-4543

Publications:
Police Chief Magazine

International Small Satellite Organization (ISSO)

@ Shaw, Pittman, Potts & Trowbridge
2300 N. Street, N.W.
Washington, D.C. 20037

Contact: Jill Stern
Phone: 202-663-9125
Fax: 202-663-8007

Publications:
ISSO Newsletter
SMALLspace

Marine Corps League

P.O. Box 3070
Merrifield, VA 22116

Phone: 703-207-9588
Fax: 703-207-0047

Publications:
Marine Corps League Magazine

Marine Technology Society

1828 L St. N.W.
Suite 906
Washington, D.C. 20036-5104

Phone: 202-775-5966
Fax: 202-429-9417

Publications:
Marine Technology Society Journal
MTS Newsletter
Underwater Intervention Conference Proceedings
Education & Training Programs in Oceanography & Related Fields

MTS services engineers, scientists, policy makers and educators of the ocean community. MTS educates marine scientists and engineers and advances the development of tools to explore and study the ocean. In addition, it sponsors conferences, symposia and technical meetings to bring industry leaders together.

National Agricultural Aviation

1005 E St., S.E.
Washington, D.C. 20003

Contact: Carry Cocker
Phone: 202-546-5722
Fax: 202-546-5726

Publications:
Agricultural Aviation

**National Business Aircraft Association
(NBAA)**

1200 18th St. N.W.
Washington, D.C. 20036-2598

Contact: Jeff Lund
Phone: 202-783-9282
Fax: 202-862-5552

Publications:
NBAA Digest
Business Aviation Management & Journal
Business Aviation Safety Journal

**National Computer Security Association
(NCSA)**

10 South Courthouse Avenue
Carlisle, PA 17013

Contact: Windy Waterman
Phone: 717-258-1816
Fax: 717-243-8642
E-mail: wwaterman@ncsa.com
Internet: <http://www.ncsa.com>

National Hydrogen Association (NHA)

1800 M Street, N.W.
Suite 300
Washington, D.C. 20036

Phone: 202-223-5547
Fax: 202-223-5537
E-mail: nha@ttc.mhs.compuserve.com

Publications:
Legislative Update
Digest

NHA members are commercial companies, university and other research organizations with an interest in hydrogen production, storage, transport or utilization. NHA was established to foster the development of hydrogen technologies and their utilization in industrial and commercial applications and promote the transition role of hydrogen in the energy field.

**National Tactical Officers Association
(NTOA)**

P.O. Box 529
Doylestown, PA 18901

Contact: Cindy McGuigan
Phone: 800-279-9127
Fax: 215-230-7552

Publications:
The Tactical Edge

Navy League of the United States

2300 Wilson Boulevard
Arlington, VA 22201-3308

Contact: Pamela Broberg
Phone: 703-528-1775
Fax: 703-528-2333

Publications:
Sea Power

Osprey USA/COPEX International

1825 Eye Street
Suite 400
Washington, D.C. 20006

Contact: Gretta Lydon
Phone: 202-429-6836
Fax: 202-429-9574

Regional Airline Association (RAA)

1200 19th Street, N.W.
Suite 300
Washington, D.C. 20036-2412

Contact: Sara Carson
Phone: 202-857-1172
Fax: 202-459-5113

Publications:
Annual Report of the RAA

Regional airlines provide short haul air transportation primarily connecting small and medium sized communities with larger cities and connecting hubs. Membership consists of more than 70 airlines, plus 330 associate members who provide goods and services.

Society of Logistics Engineers (SOLE)

8100 Profession Place
Suite 211
Hyattsville, MD 20785

Contact: Catherine O'Day or
Glenn Wisbey
Phone: 301 459-8446
Fax: 301-459-1522

Alternate Contact: Tom Clark Associates
Phone: 804-437-1942
Fax: 804-437-8619

Publications:
Annual Directory
Logistics Spectrum
SOLEtter

Promotes logistics education and technical activities. Members may take advantage of technical meetings, symposia, workshops and SOLE's job referral service.

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Buxton, David

Defence market report : trade events, trade shows, technical symposia and conferences in the United States, 1996-1997

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