

Addendum 1: Major Aerospace and Defense Trade Shows

Following is a representative list of aerospace and defense shows. Most major tradeshow and airshows, such as Farnborough and the Paris Air Show, operate on a two-year cycle, although some variations occur.

PARIS AIR SHOW

Venue: Paris, France

<http://www.siae.fr/en/>

SINGAPORE AIR SHOW

Venue: Singapore

<https://www.singaporeairshow.com/>

EUROSATORY

Venue: Paris, France

<http://www.eurosatory.com/>

FARNBOROUGH INTERNATIONAL AIR SHOW

Venue: Farnborough, England

<http://www.farnborough.com>

DEFENSE EXPO KOREA (DX KOREA)

Venue: Seoul, Korea

http://www.export.gov/eac/show_detail_trade_events.asp

IDEX 2017

Venue: Abu Dhabi, UAE

<http://www.idexuae.ae/>

AVALON 2017 - The Australian International Airshow and Aerospace & Defense Exposition

Venue: Geelong, Australia

<http://www.airshow.com.au/airshow2017/TRADE/>

AERO INDIA 2017

Venue: Air Force Station Yelahanka, Bengaluru

<https://www.aeroindia.in/Default.aspx>

LATIN AMERICAN AEROSPACE & DEFENSE (LAAD) 2017

Venue: Rio de Janeiro, Brazil

<http://www.laadexpo.com.br/en/>

JAPAN AEROSPACE

Venue: Tokyo, Japan

<http://export.gov/california/losangelesdowntown/events/japan2016/index.asp>

MILIPOL

Venue: Doha, Qatar

<http://en.milipolqatar.com>

INDODEFENSE

Venue: Kemayoran, Jakarta, Indonesia

<http://www.indodefense.com>

Langkawi International Maritime Defense Exhibition (LIMA) 2017

Venue: Langkawi Island, Malaysia

<http://www.limaexhibition.com/aboutus-lima-facts.php>

Adriatic Sea Defense and Aerospace 2017

Venue: Split, Croatia

<http://adriaticseadefense.com/>

International Maritime Defense Exhibition - IMDEX ASIA 2017

Venue: Singapore

<http://www.imdexasia.com/>

International Defense Industry Fair

Venue: Istanbul Turkey

[Click here for details](#)

Defense Security Equipment International (DSEI)

Venue: London, England

<http://www.dsei.co.uk/>

MSPO International Defense Industry Exhibition

Venue: Kielce, Poland

[Click here for details](#)

Addendum 2: Resources for U.S. Exporters

The U.S. Government has numerous resources available to help U.S. exporters: from additional market research, to export financing guides, to overseas trade missions, to staff around the country and the world. A few key resources are highlighted below.

Department of Commerce (DOC)

International Trade Administration (ITA)

<http://www.trade.gov/topmarkets/>

- ✓ Go to the [Defense Products link](#) for information on defense markets.
- ✓ Go to the [Technical Textiles link](#) for information on **military protective outer wear**.
- ✓ Go to [The Aircraft Parts](#) to gather more information on commercial and civil aircraft parts.
- ✓ **For additional information about services from the International Trade Administration (ITA), please visit www.export.gov.**

[Country Commercial Guides](#)

Written by trade experts at U.S. Embassies worldwide, the *Country Commercial Guides* provide an excellent starting point for what you need to know about exporting and doing business in a foreign market. The reports include sections addressing market overview, challenges, opportunities and entry strategies; political environment; selling U.S. products and services; trade regulations, customs, and standards; and much more.

[Basic Guide to Exporting](#)

A *Basic Guide to Exporting* addresses virtually every issue a company looking to export might face. Numerous sections, charts, lists and definitions throughout the book's 19 chapters provide in-depth information and solid advice about the key activities and issues relevant to any prospective exporter.

[Trade Finance Guide: A Quick Reference for U.S. Exporters](#)

Trade Finance Guide: A Quick Reference for U.S. Exporters is designed to help U.S. companies, especially small and medium-sized enterprises, learn the basics of trade finance so that they can turn their export opportunities into actual sales and achieve the ultimate goal of getting paid on time for those sales. Concise, two-page chapters offer the basics of numerous financing techniques, from open accounts to forfaiting and government assisted foreign-buyer financing.

[Trade Missions](#)

Department of Commerce trade missions are overseas programs for U.S. firms that wish to explore and pursue export opportunities by meeting directly with potential clients in foreign markets. Trade missions often include: one-on-one meetings with foreign industry executives and government officials that are pre-screened to match specific business objectives, whether for representation, direct sales or joint ventures in the local market. DOC also certifies trade missions that are organized by state and private sector organizations and hosted by DOC's Commercial Service overseas offices.

[Certified Trade Fairs](#)

The Department of Commerce's trade fair certification program endorses overseas trade shows that are a reliable venue and a good market for U.S. firms to sell their products and services abroad. These shows serve as a vital access vehicle for a U.S. company to enter and expand to foreign markets. The certified show/U.S. pavilion ensures a high-quality, multi-faceted opportunity for American companies to successfully market overseas. Among other benefits, certified trade fairs provide U.S. exhibitors with help facilitating contacts, market information, counseling, and other services to enhance their marketing efforts.

[The Industry Trade Advisory Committee \(ITAC\)](#)

The Industry Trade Advisory Committee on Aerospace Equipment consists of representatives of U.S. aerospace and defense manufacturers and their trade associations, as well as labor organizations, who advise the Secretary of Commerce and the U.S. Trade Representative on international trade issues related to the aerospace and defense industry.

The Bureau of Industry and Security (BIS): <http://www.bis.doc.gov/>

For licensing regulations under the Export Control Administration (EAR)

BIS Help desk at snapr@bis.doc.gov or by calling the Help Desk at 202.482.2777

Regulatory Policy Division: 202-482-2440 / rpd2@bis.doc.gov

Exporter Counseling Services at DOC: (202) 482-4811 in Washington, D.C. or (949) 660-0144 in California

Summary of Other Agencies and Resources

State Department

Department of State (DOS): <http://www.pmddtc.state.gov/index.html>

Directorate of Defense Trade Controls (DDTC) / link to licensing regulations under the International Traffic in Arms Regulations (ITAR)

Response Team may be reached at (202) 663-1282 or by email at DDTCResponseTeam@state.gov.

Department of State (DOS): <http://www.state.gov/t/pm/rsat/>

Office of Regional Security and Arms Transfers (PM/RSAT) / information on the FMS and TPT process

Department of the Treasury: <https://www.treasury.gov>

OFAC/Sanctions: <https://www.treasury.gov/resource-center/sanctions/Pages/default.aspx>

Or call the OFAC hotline at (800)540-6322

Entities List (Consolidated Screening List)

Department of Defense

DSCA: <http://www.dsca.mil>

Main: 703-697-9709; The Weapons Division: 703-697-9096 or 9098

The Security Assistance Management Manual (SAMM): <http://www.samm.dsca.mil/> is the fully-digital electronic version (E-SAMM). SAMM is the authoritative document on Security Cooperation policy and procedures.

DISCS also has a *helpful link on its website* <http://www.iscs.dsca.mil/> called *“Ask an instructor”*

As of July 2016, the most current and comprehensive guide to the FMS process, can be found in **[The Management of Security Cooperation \(more commonly known as the “Green Book”\)](#)**.

D TSA: <http://www.dtsa.mil>

Office of Small Business Programs: Small Business and the DOD:

<http://www.acq.osd.mil/osbp/sb/index.shtml>

The Pentagon Office: 571-256-7791 or osd.pentagon.ousd-atl.mbx.osbp-info@mail.mil

The U.S. Small Business Administration (SBA): <https://www.sba.gov/>

SBA offers financial support for small to medium sized firms through the STEP Grant program to encourage international trade promotion.

U.S. Securities and Exchange Commission:

The SEC enforces actions against FCPA violators

<https://www.sec.gov/spotlight/foreign-corrupt-practices-act.shtml>

Department of Justice

Alcohol Tobacco & Firearms: www.atf.gov

Department of Energy:

<http://www.energy.gov/>

Addendum 3: Summary of FMS Sales Process

Summary of Foreign Military Sales Process		
Pre-case Development	Preliminary and Definition Indefinite time period	Customer identifies defense capabilities, researches options/sources, refines requirements; Customer and US exchange technical information
	Request Indefinite time period	Customer prepares Letter of Request (LOR) Price and Availability (P&A) or Letter of Acceptance (LOA) Country Team Assessment (CTA) LOR channels of submission Security Assistance Survey teams
Case Development	Offer 45-150 days Anticipated Offer Date depends on type/complexity of case; Formal Congressional review is 15-30 days	Implementing Agency (IA) and DSCA receive and evaluate LOR IA develops LOA data (LOAD) DSCA Case Writing Division (CWD) finalize LOA Congressional notification, if required, is concurrent with LOA development DSCA-CWD countersigns LOA IA issues LOA to customer
	Acceptance OED is generally 85 days from IA approval in DSAMS (includes 60 days for country review)	Customer signs LOA by Offer Expiration Date Customer sends signed LOA to the IA Customer sends signed LOA and initial Deposit to Defense Finance and Accounting Service (DFAS-SCA), Indianapolis
Implementing, Execution, and Closure	Implementation 10-15 days average	DFAS issues Obligational Authority (OA) IA issues implementing directive IA activates FMS computer systems
	Execution Longest phase; depends on delivery schedule	Articles/services/training are ordered/contracted Articles shipped and services performed Training conducted IA reports performance to customer/DFAS-SCA
	Closure 2 years from supply/services complete (Accelerated Case Closure Procedures)	IA/DFAS/customer reconcile records IA sends closure certificate to DFAS-SCA DFAS-SCA issues final bill to customer

Source: Chapter 5, Table 5-1, “Foreign Military Sales Process,” the Green Book. Note the source materials change frequently and this is used as an academic document. http://www.iscs.dscamilitary.com/documents/greenbook/05_Chapter.pdf.