



Commerce Role International Cooperation and Defense Trade

NDIA-Munitions Summit 2/11/05

William J. Denk

**Director, Defense Programs
Division**



Agenda

- **Commerce Organization**
- **Defense Trade Advocacy/Export Promotion**
- **Relevant Defense Trade Statistics**

The Department of Commerce assembles here the forces designed by Congress to advance the interests of industry and trade.

Through experimental research, the dissemination of knowledge and administrative vigilance it stimulates the progress of America upon land and sea and in the air and thereby speeds the Nation in the march of mankind.

Department of Commerce

Office of the Secretary

Bureau of Industry and
Security

Economic & Statistics
Administration

Economic Development
Administration

International Trade
Administration

National Oceanic &
Atmospheric Administration

Minority Business
Development Agency

National Telecommunications
& Information Administration

Office of the
Inspector General

Patent and Trademark
Office

Technology
Administration

Bureau of the Census

*Bureau of
Economic Analysis*

STAT-USA

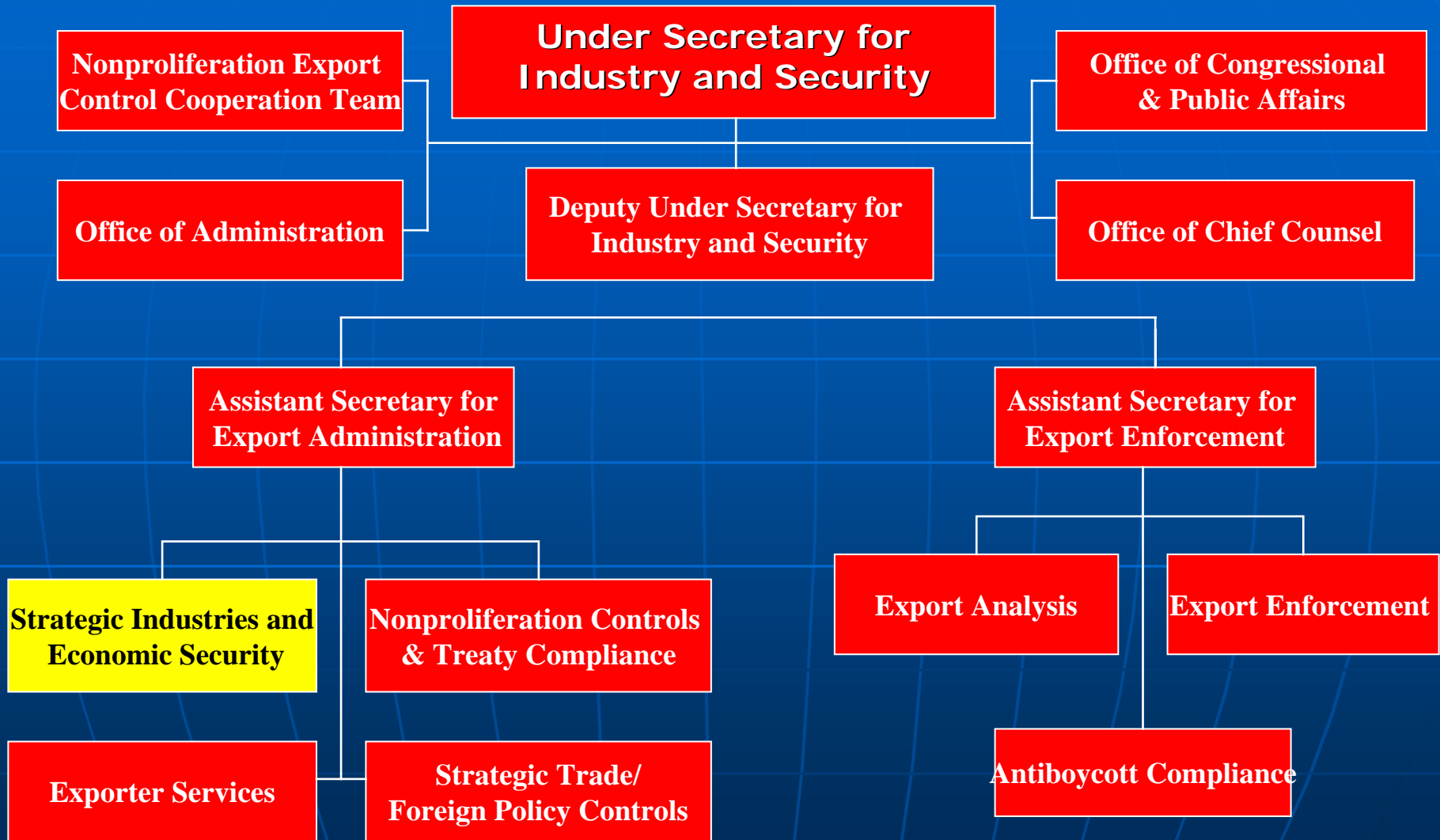
*National Institute of
Standards & Technology*

*National Technical
Information Service*

Technology Policy

*Air & Space
Commercialization*

Bureau of Industry and Security



Defense Trade Advocacy

Advocacy Objectives

- Support U.S. defense companies' products and services in international procurement competitions.
- Identify and disseminate information on export market opportunities.
- Provide market intelligence and business counseling.
- Generate high-level, government-to-government advocacy on behalf of U.S. firms competing for international defense projects.

Commerce Advocacy/ Export Promotion Team

- **Bureau of Industry and Security**
 - Lead agency for defense trade
- **International Trade Administration**
 - Commercial Market Access and Compliance
 - U.S. and Foreign Commercial Service

Defense Trade Advocacy/ Export Promotion

- **Coordinate advocacy with DOS, DoD, MILDEPs**
- **Work closely with U.S. Embassy Team**
 - **Ambassador, Commercial/Economic Officers**
 - **Security Assistance/Defense Cooperation Officers**
- **Generate high-level advocacy**

Defense Trade Advocacy/ Export Promotion

- **Government to Government**
- **Talking Points/Advocacy Letters**
- **Defense Trade/Aerospace Exhibitions**
- **Defense Trade Missions**

Defense Trade Advocacy/ Export Promotion

- **Advocacy supported \$30 billion in export sales from FY 94-04**
- **Ensuring strong U.S. defense industrial base exists to meet U.S. national security requirements**

Advocacy Guidelines

- U.S. interest
 - Foreign policy
 - National security
 - Interoperability
- U.S. export controls
- Foreign Corrupt Practices Act
- Generic support for competing U.S. entities
- U.S. content
 - U.S. employment
 - 50% preferred

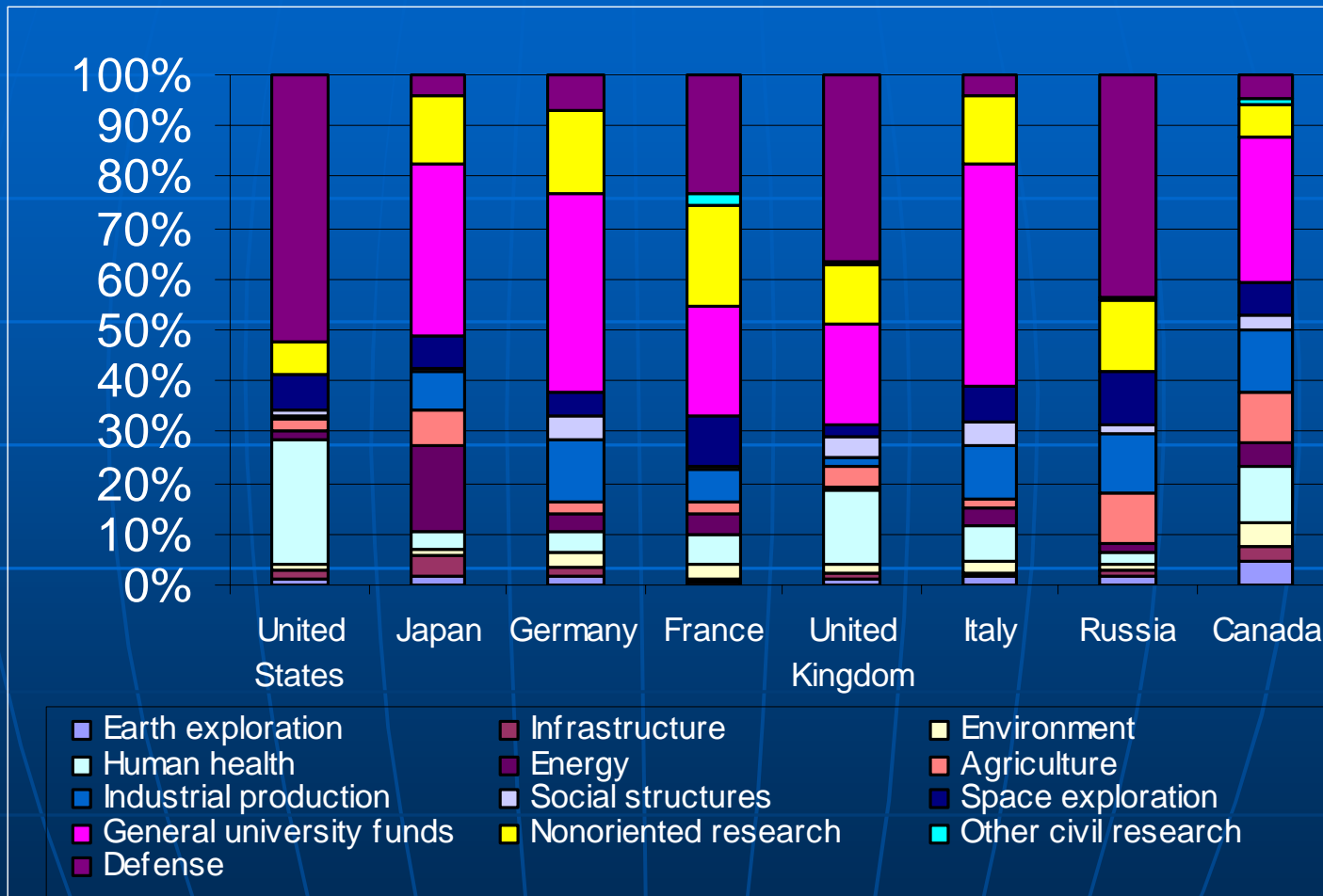
Requesting Advocacy

- Completed by prime (domestic or foreign) with signature
- Project description
- Host country decision maker
- Consortium / U.S. company
- Assistance requested
- Competitors (domestic and foreign)

<http://www.bis.doc.gov/osies>

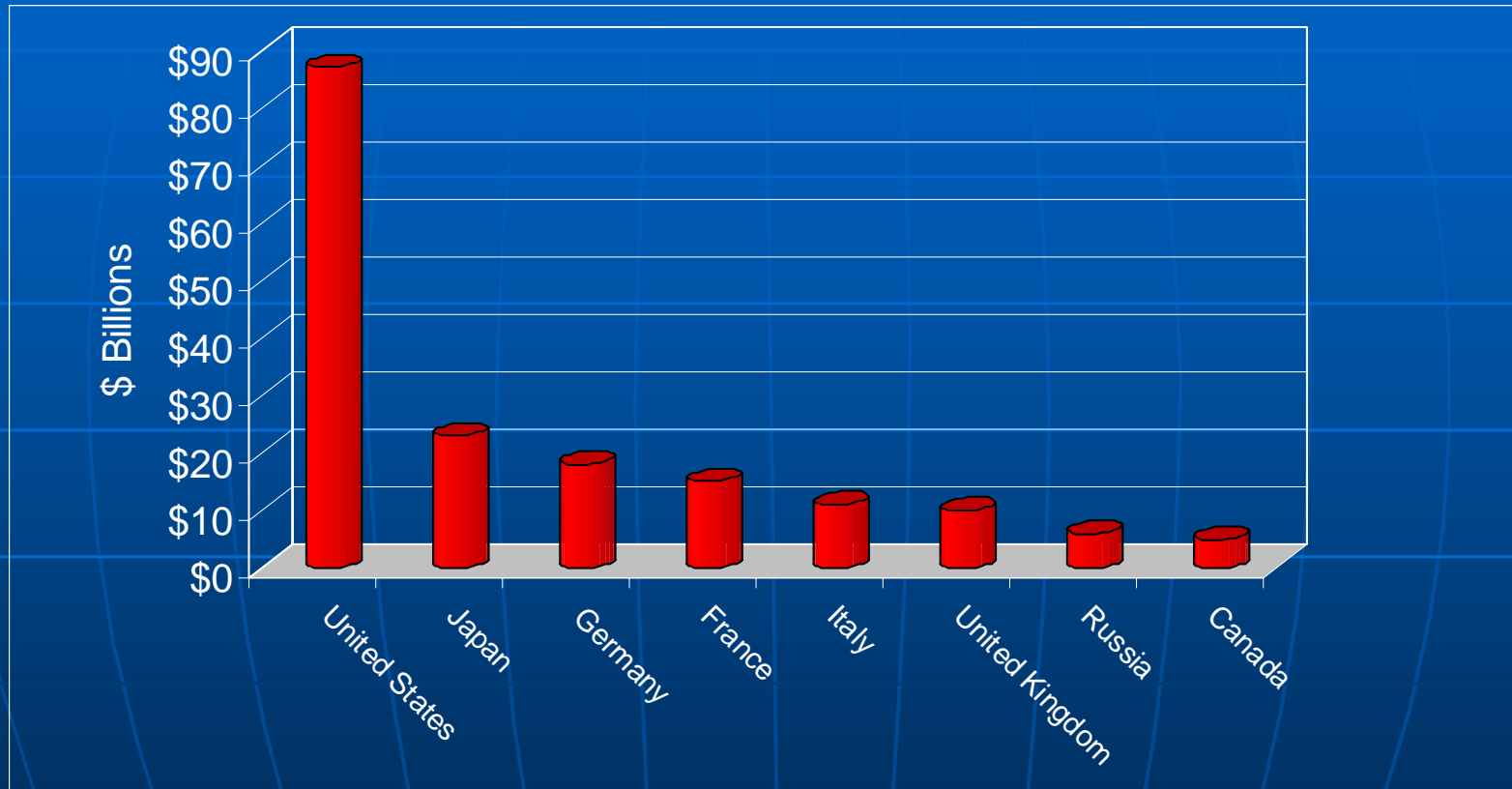
Defense Trade Advocacy Program

G-8 Government R&D Expenditures - 2001



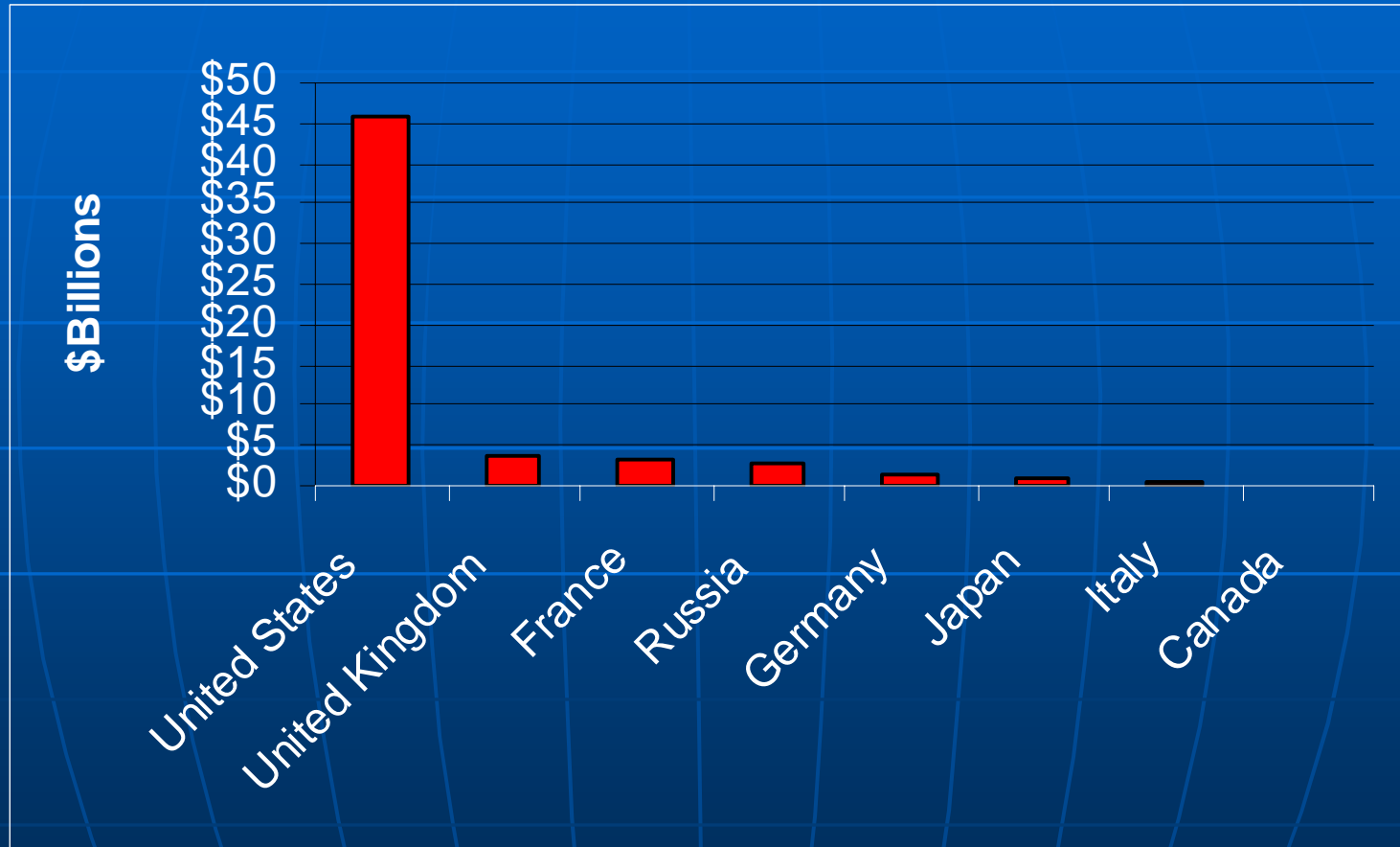
Source: National Science Foundation, Science & Engineering Indicators - 2004. 2000 data for France, United Kingdom, and Canada.

G-8 Government R&D Expenditures - 2001



Source: National Science Foundation, Science & Engineering Indicators - 2004.
2000 data for France, United Kingdom, and Canada.

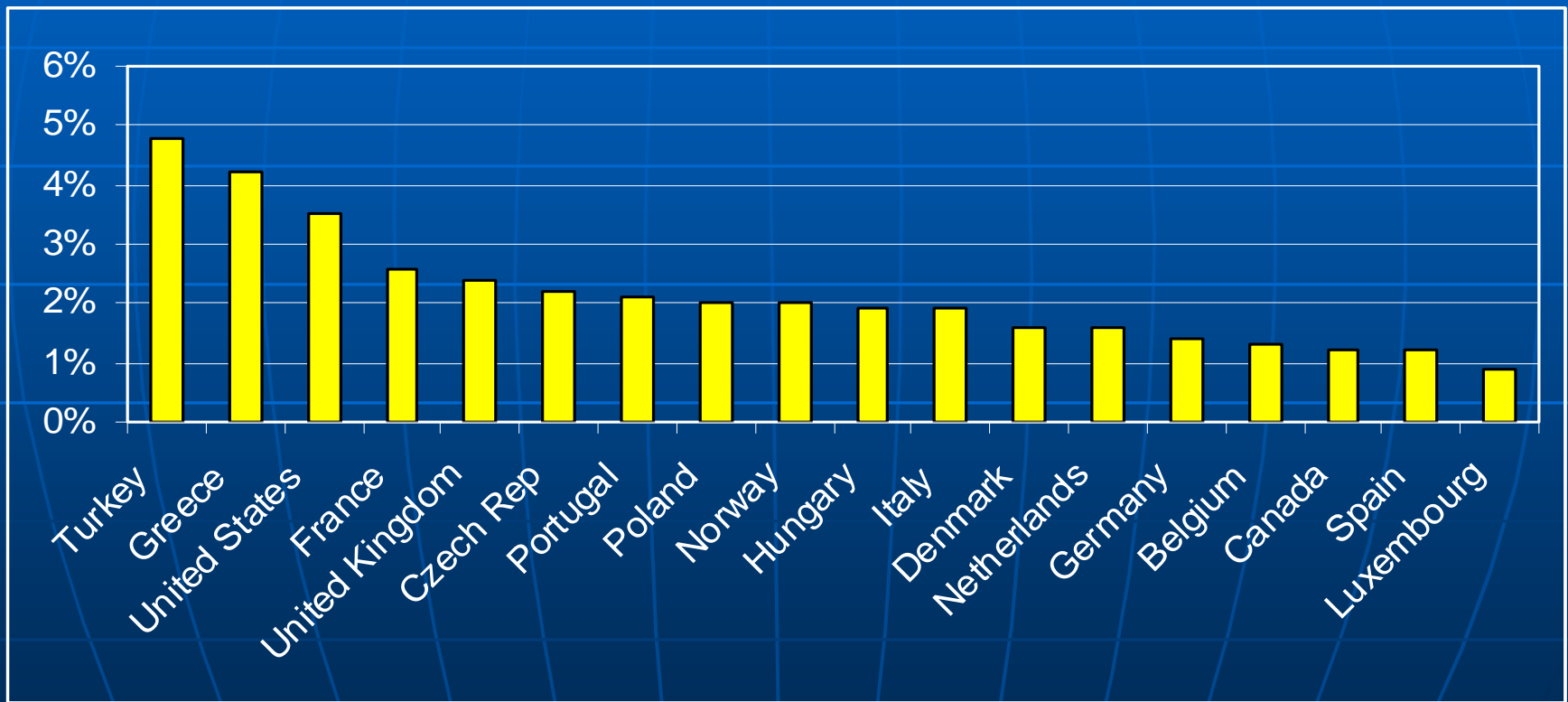
G-8 Government Defense R&D Expenditures - 2001



Source: National Science Foundation, Science & Engineering Indicators - 2004.
2000 data for France, United Kingdom, and Canada.

NATO Defense Expenditures as % of Gross Domestic Product

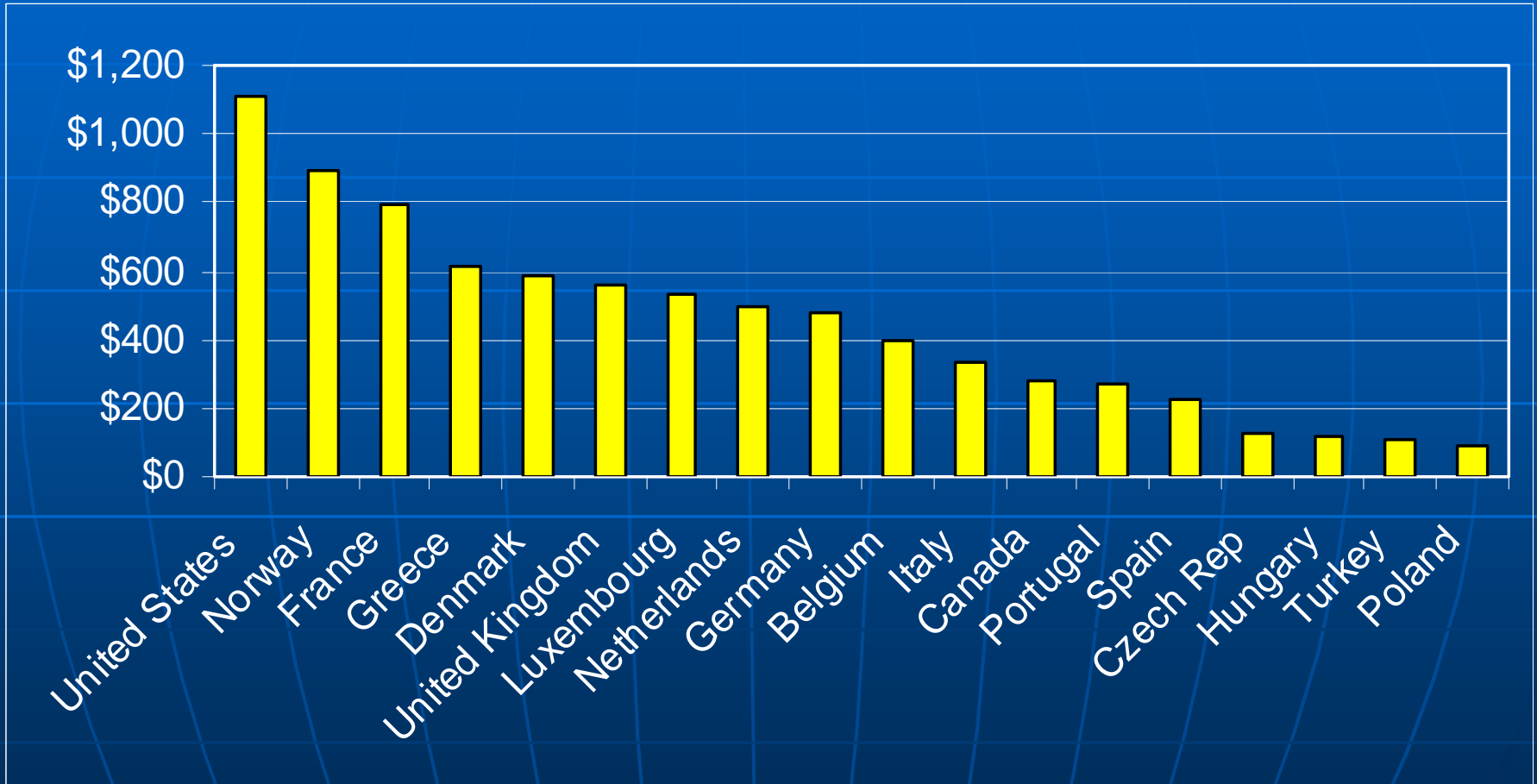
Official NATO Figures for 2003 (estimated)



Source: North Atlantic Treaty Organization

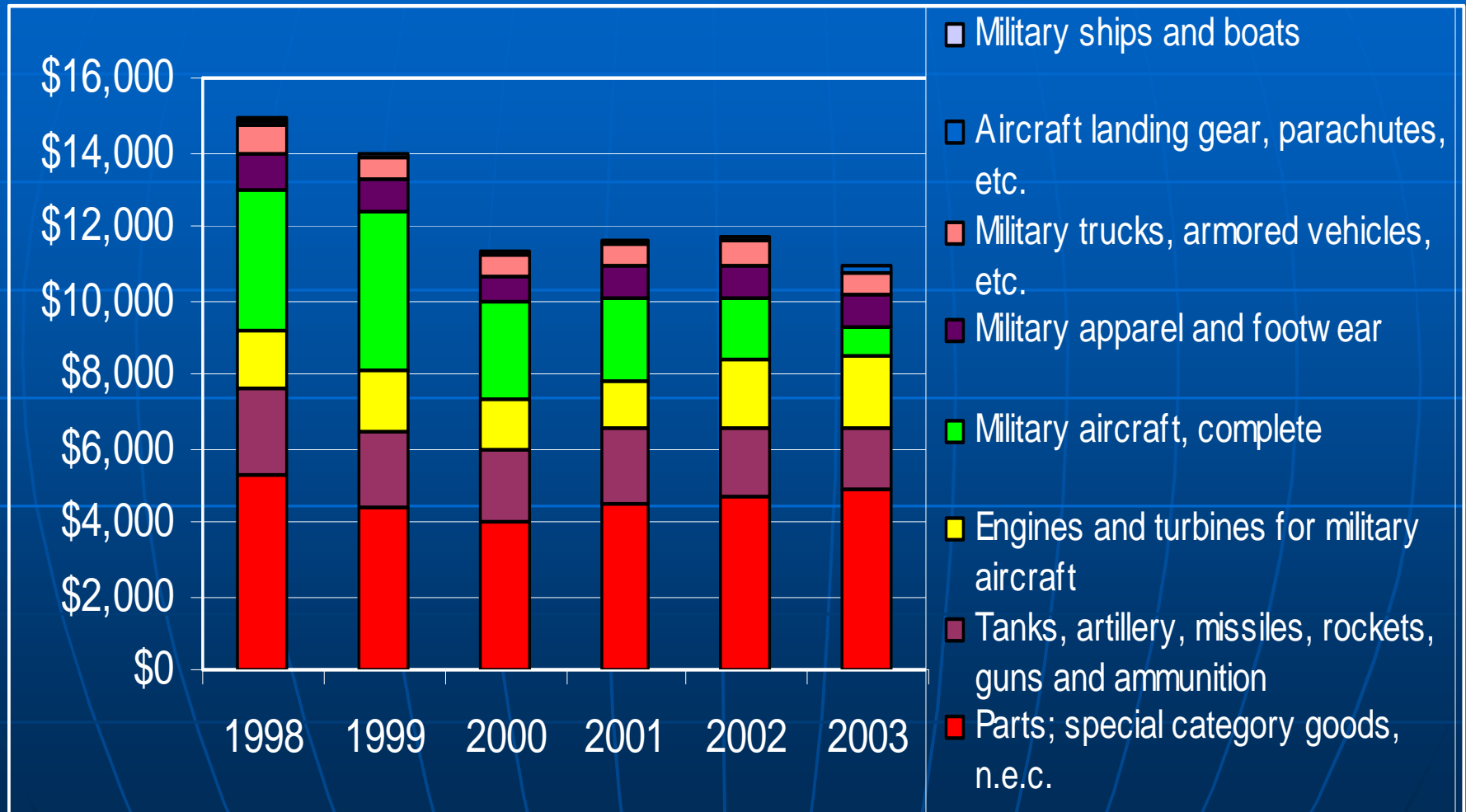
Defense Expenditures Per Capita

Official NATO Figures for 2003 (estimated)



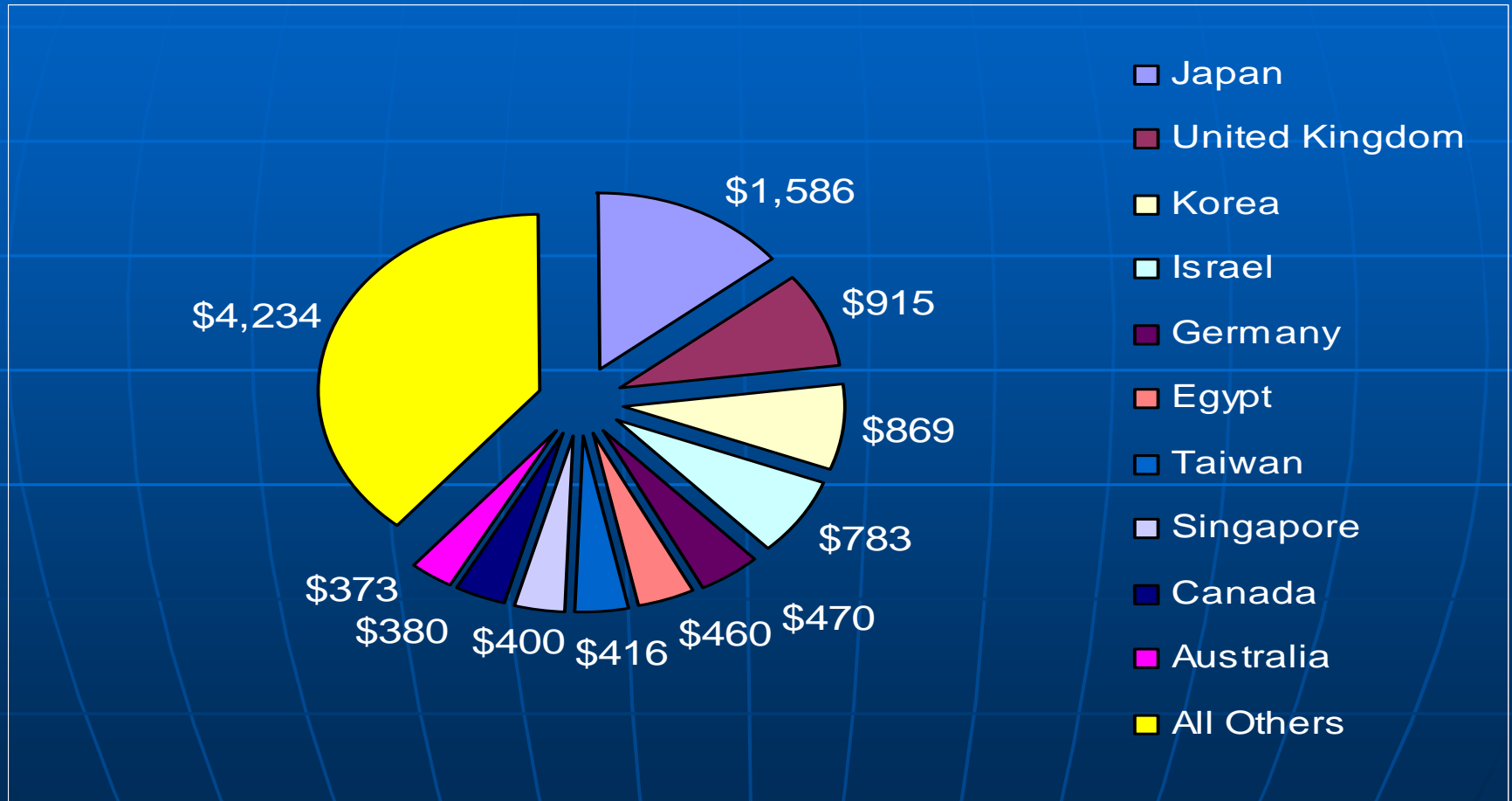
Source: North Atlantic Treaty Organization

U.S. Defense Exports by Category (\$ Millions)



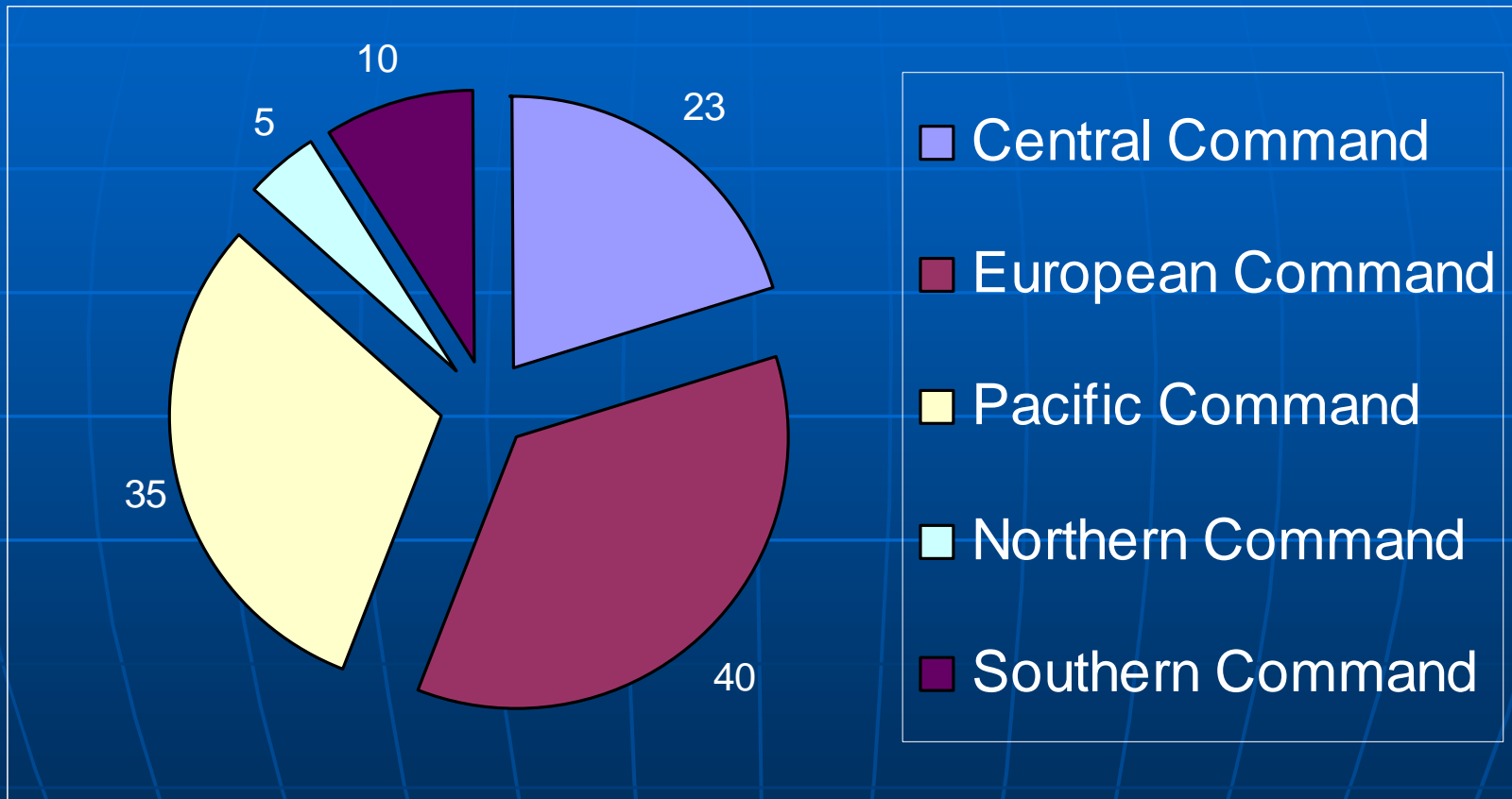
Source: U.S. Census Bureau, Exports by End-Use Product Code

Top Ten Markets for U.S. Defense Exports – 2003 (\$ Millions)



Source: U.S. Census Bureau, Exports by End-Use Product Code

Active Defense Trade Advocacy Cases by DoD AOR



Source: DOC/BIS Defense Trade Advocacy database

Department of Commerce POCs

William Denk, Director
Defense Programs Division
wdenk@bis.doc.gov 202-482-3695

John Isbell
Defense Programs Division
Europe & Americas
jisbell@bis.doc.gov 202-482-8229

Mike Vaccaro
Defense Programs Division
Pacific and Middle East
mvaccaro@bis.doc.gov 202-482-8232

www.bis.doc.gov Fax: 202-482-5650