



Australia *Defense Focus*

Defense and Security Market Update

Issue 5 – Spring 2007

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Summary

Market background information for U.S. companies looking for opportunities in the defense and security industries

Welcome to the fifth issue of Defense Focus, produced for U.S. companies interested in the possibility of exporting their products Down Under. Boosted by favorable comments from their U.S. principals, a growing list of Aussie companies are also including Defense Focus on their reading list. Suits us – our goal is opportunity. Australia purchases around \$342 million per week of merchandise from the U.S., so there are opportunities for U.S. exporters, and for Australian importers. Learn about one or two here! All figures U.S. dollars.

This issue includes items about:

- **Super Hornets**
- **The Biometrics Institute**
- **EADS**
- **Submarines**
- **AWDs**
- **Tenders**
- **APEC**
- **Industry Policy**
- **Homeland Security**
- **Trade Shows**
- **Business Opportunities Feature**

So, here are some details about what's been going on. Remember – the real action is participating in USCS programs to help U.S. exporters find business around the globe. That's why we call ourselves:

*Your Global
Business Partner*

Check out the market with the USCS! For information about our selected best prospect industries, contact the U.S. Commercial Service at sydney.office.box@mail.doc.gov or visit our web site at URL: www.buyusa.gov/australia

Good hunting!

SUPER HORNET CAPABILITY

The Australian Government will acquire 24 F/A-18F Block II Super Hornet multi role aircraft, at a cost of \$5 billion over ten years, to bridge the transition to the F-35 Joint Strike Fighter. The acquisition will include 24 aircraft, initial support and upfront training for aircrew and maintenance personnel. The Australian Government considers the JSF to be the most suitable aircraft for Australia's future combat and strike needs, and remains fully committed to its development and role in future air defense. The next generation Block II Super Hornets will provide a more flexible operational capability than currently exists with Australia's popular but aging F-111 fleet.

BIOMETRICS

We all know there's a growing interest in biometrics. Here's some information about what's going on in Australia.

"The Biometrics Institute is an independent not-for-profit membership organization, founded in July 2001. Primary members are government and business users of biometric services and products, with other membership categories for vendors. Initial members are from Australia and New Zealand. However we welcome members from wider Asia Pacific region, Europe and the USA".

BIOMETRICS INSTITUTE UPCOMING EVENTS

For information on times, locations and fees, see links below.

'Detecting Fraud Using Biometrics' Workshop— May 10

Introduction to Identifying Fraud in Biometric Data, Analysis Techniques for Biometric Information, Hands on Demonstration of Fraud Detection using Biometric Data.

Institute Member Meeting (Brisbane) - May 16

Facial Recognition and On-line Services. Non-members are welcome (fee applies).

'Cross-Jurisdictional and Social Issues' Workshop (Sydney) – June 6

Guidance on design, development and management of biometric systems with regards to legal, social, usability and acceptance issues.

'Cryptography for Secure Internet Transactions using Biometrics' Workshop (Sydney) – June 6

Exploring fundamental principles behind the use of biometrics for cryptography and proposed methods.

Biometrics Institute Annual Australia Conference - June 7 & 8 (Sydney)

The leading biometrics event in the region will focus on biometrics, including commercial and government applications, technology updates, privacy considerations, standards, interoperability, testing & evaluation.

Contact: Michelle Turner

Member & Events Manager, Biometrics Institute

Tel. +61 2 9431 8688, Fax. +61 9431 8677

Email: member@biometricsinstitute.org

Web: www.biometricsinstitute.org

The Biometrics Institute reserves the right to change the event speakers and content

SYDNEY AIRPORT – A MAJOR GATEWAY

Sydney's Kingsford Smith International Airport is one of the busiest passenger airports in the Asia Pacific. Sydney Airport accounts for over 46% of Australia's international passenger traffic movements. Passenger numbers are comparable to both Singapore's Changi and Tokyo's Narita airports. More flights and passenger airlines service Sydney Airport than any other Australian airport - around 143,000 seats depart each week on 38 airlines. Sydney airport management looks to USCS for innovative security solutions for facility, passenger, baggage, and access security systems. If your company has systems in use in U.S. and international airports, particularly related to the latest in homeland security, let us know, and we'll pass on the information.

FUTURE OF THE ASC

A competitive tender trade sale for ASC Pty Ltd (formerly the Australian Submarine Corporation) will start in late-2007, concluding in the second half of 2008. The Finance and Administration Department has appointed business and legal advisers for the sale, following a tender process. The ASC, which built the Collins Class submarines, has been awarded the contract to build Australia's Air Warfare Destroyers in Adelaide.

COLLINS CLASS ON STATION

Installation work worth \$750 million has recently been completed on a new combat system and a new heavyweight torpedo for the Australian Collins Class submarines. The work was completed within budget and on-schedule. According to Prime Minister Howard during a recent visit, close cooperation between the Royal Australian Navy and the USN was critical in delivering much more highly capable platforms, now equipped with the tactical command and control system 'AN/BYG-1', currently being back-fitted for the U.S. Navy's Los Angeles, Seawolf, and SSGN-class submarines.

AN/BYG-1 integrates the tactical control, weapons control, and tactical network subsystems, each of which incorporates a variety of advanced process build software algorithms developed by a host of industry, government and academia sources.

According to the Prime Minister, the arrangement allowed unprecedented access to U.S. technology and capability, while the U.S. gained the advantage of Australian experience in conventional shallow water submarine operations.

EADS OPENS ITS DOORS

In a major move for an overseas contractor, Australian EADS subsidiary, Australian Aerospace will host seminars, beginning in May 2007, to help Australian defense SME's learn about global business opportunities with parent company EADS. Seminars will include how to do business with EADS via its EADS Central Purchasing Dept. Partners in the program include the Australian Industry Defence Network, the Australian Industry Group, and Austrade. Whatever EADS is doing, it appears to be to good effect. EADS share of Australia's defense business has been growing, with sales of A330 air-to-air refueling tankers, "Tiger" combat helicopters, and MRH-90 helicopters.

INVITATION FROM LOCATION AUSTRALIA

The Location Industry in Australia is a rapidly growing sector incorporating both satellite (GNSS) and terrestrial systems. It is worth \$1 billion in goods and services to the Australian economy (2006 estimate), growing in excess of 25% per annum, and employing 3,000 people. If your company is engaged in the development or distribution of location products and services, then consider joining Location Australia. Convened as a special interest group of IGNSS, Location Australia aims to promote the capability of Australian Location companies to users, Government, Researchers and other interested parties both domestically and internationally.

Location Australia is a cluster of companies that produce or distribute Location products and services. Currently, it is convened as a special interest group of the International Global Navigation Satellite Systems Society Inc (IGNSS) and is supported by the Australian Electrical and Electronic Manufacturers Association (AEEMA).

For more information, and to sign up online, visit www.ignss.org (See also "Trade Shows")

AWD PORT CALL

The USS Lassen recently paid a three-week visit to Australia, beginning in Sydney, April 23. The USS Lassen demonstrated the capability of the Gibbs & Cox air warfare destroyer design as a solution for Australian defense Project Sea 4000. This project calls for three surface vessels to provide air defense for ships, land forces, coastal area infrastructure, and for self-protection against attacking missiles and aircraft.

Gibbs & Cox, (Australia) Pty Ltd is a fully owned subsidiary of Gibbs & Cox Inc. of Arlington, VA. Gibbs & Cox has been a world leader in naval design since 1929. It has worked with the Royal Australian Navy for nearly 40 years.

PLANES AND BOATS AND ...

The Australian Defence Materiel Organization has awarded an FMS contract to the U.S. DoD for the supply of ten rigid hulled inflatable boats and aerial delivery systems. The 35-foot craft will provide an airdrop capability for to the Australian Special Operations Command. Gulfport company U.S. Marine Inc. manufactures the boats, which are the only ones capable of successfully enduring an airdrop, which will be carried out from modified C-130s.

PING THIS & KEEP YOUR SONAR ACTIVE

In a recent report, featured in the media on April 20, 2007 the Kokoda Foundation floated suggestions for preparations for the next generation of Australian submarines.

The Collins Class submarines will be due for replacement in 2025 - which may a long way off, but according to Kokoda Foundation Ross Babbage, in order for replacements to be launched on schedule, a great deal needs to happen quickly. An initial replacement decision on their replacement by government, for example, will need to be made around 2011. This means, according to Professor Babbage, research, studies, trials and investigations into options for the next generation of underwater systems will need to be completed within the coming three years. Studies will be required to define issues such as the number needed, their planned service life and an acquisition strategy. Professor Babbage said underwater systems were relevant in three key areas - future inter-state conflicts, counter-terrorism and efforts to halt proliferation of weapons of mass destruction.

Taking in the Exclusive Economic Zone, continental shelf and Antarctic territory, Australia's maritime domain is the world's largest. It has a coastline of approximately 23,000 miles, and an Exclusive Economic Zone approaching 4 million square nautical miles

The Kokoda Foundation is an independent, not-for-profit think tank established to research, and foster innovative thinking on, Australia's future security challenges. (<http://www.kokodafoundation.org/>)

ANOTHER U.S. SUCCESS

US company Hydroid LLC, has won a tender to supply a Remus 600 autonomous underwater vehicle to the Australian Navy. The REMUS 600 AUV was designed under a cooperative program involving the Naval Oceanographic Office, the Office of Naval Research, and the Woods Hole Oceanographic Institution in support of deep-water autonomous operations. The REMUS 600 incorporates software and electronic subsystems with a depth rating, endurance, and payload that allow for autonomous operations in up to 600 meters of water. Hydroid has also sold a Remus 100, compact, lightweight, autonomous underwater vehicle designed for operation in coastal environments up to 100 meters in depth. The Defense Science and Technology Organization acquired the Remus 100 vehicle for research into mine warfare, environmental assessment, hydrography, under sea warfare and force protection. (media reports)

Contact the USCS to help you succeed in foreign markets. Visit <http://www.export.gov/> to see more.

QUEENSLAND'S HYPERSONIC FOCUS

The Defense Science & Technology Organization (DSTO) has opened a new research facility in Brisbane to pursue new and emerging technologies in partnership with Queensland industry and universities. As we have mentioned in a previous issue, the University of Queensland (UQ) leads the way in hypersonics research. As part of its involvement in the research program, DSTO will establish a Chair in Hypersonics at UQ. Defense Focus tried to connect with the Center for Hypersonics at UQ for more details, but Mach 5 wasn't working when we tried. It's at www.uq.edu.au/hypersonics/

EDS GETS FAIR DINKUM

EDS is embarking on a major investment program in Australia to become a leading provider of information management systems for the defense industry, by launching EDS Australia Defence Services. EDS will embark on an ambitious program designed to secure involvement in three key areas – battlespace, logistics support and administration.

As a prominent supplier of defense information systems in the United States and the United Kingdom, EDS intends to capitalize on its extensive international expertise through various initiatives that include a major upskilling program in Australia. EDS has obtained Defence Industrial Security Program accreditation, and accreditation with the Defence Recognized Supplier Scheme. EDS has a workforce of 6,000 and turnover from industry and government clients exceeding \$1 billion.

PARTNERS FOR AIR 7000

Tenix Aerospace and Defence has announced a teaming arrangement with Northrop Grumman and Saab Systems in a bid to become the Industry Capability Partner for Phase 1b of the Australian AIR 7000 project. Under the \$1 billion plus program, Australia plans to acquire a Multi-mission Unmanned Aerial System (MUAS). And

BAE Systems Australia & L-3 Communications Integrated Systems have signed a teaming agreement in their quest to become the Industry Capability Partner for Phase Air 7000.

In 2006 the Australian government announced plans to cooperate with the U.S. Navy to develop an MUAS as part of the Broad Area Maritime Surveillance (BAMS) program. The Australian government has the option to purchase the air vehicle and sensor package chosen for BAMS.

GROUND STATION TENDER

Department of Defence, Capability Terrestrial Upgrade, RFT 20070223AS
JP2008 Phase 3F - ADF SATCOM
Closing Date: 25 May 2007, 12:00 noon (ACT)

The Department of Defence, Defence Materiel Organization, is seeking to procure an additional Satellite Ground Station near Geraldton, Western Australia, as part of an overarching contract for the support of the entire Australian Defence Satellite Communications Capability Ground Segment.

For details contact:

Project Manager JP2008 Phase 3F

Ph: +61 2 6265 7514

Email: jp2008ph3f.tenders@defence.gov.au

DATA RECORDER TENDER

Data Recorder for F/A-18 Aircraft
ASD 16/2006

Closing: Jun 13, 2007, 12:00 noon (Local Time)

The RAAF F/A-18 Hornet Weapon System is a primary asset for Australia's air defense, and the Hornet Upgrade (HUG) Project seeks to enhance the ability of the aircraft to carry out its Air Defence Strategic Concept tasks through to the aircraft's planned Life Of Type (LOT) in 2015. As part this upgrade the HUG Phase 2.3 Project is seeking tenders for the supply and support of a Video and Data Recording and Playback capability for the F/A-18 aircraft.

Conditions for Participation: Tenderers must be able to provide a COTS/MOTS solution.

Timeframe for Delivery: In accordance with the schedule at Annex D to attachment A of the Conditions of Tender

Address for Lodgment:

Tender Box Supervisor

Tactical Fighter Systems Program Office

Building 283, RAAF Base, Williamstown, NSW 2314

Inquiries: HUG Ph2.3 RWR Mgr

Phone: +61 2 4964 5464

HEARING PROTECTION TENDER

Enhanced Hearing Protection Systems

RFT-1023593

Closing: May 31, 2007, 12:00 noon (Local Time)

You Are Invited To Submit A Tender To Provide Enhanced Hearing Protection Systems.

LAND 125 Is Responsible For The Identification And Acquisition Of Enhanced Capabilities For Close Combat Forces. The Project Definition Stage (PDS) Of LAND 125 Identified A Variety Of Capability Enhancements And Functions Within The Context Of An Integrated Soldier Combat System (SCS). The Endorsed Spiral Development Action Plan (SDAP) Directs That SCS Components Will Be Identified And Procured By The Determination Of Successive Levels Of Close Combat Capability Known As Soldier Enhancement (SE) Versions.

There Is Currently No Capability Within The Close Combat Force To Provide Hearing Protection (HP), Other Than A Variety Of COTS Ear Plugs And Ear Muffs Procured For Training And Occupational Situations. Continued Exposure To High Level Noise Is Potentially Capable Of Causing Lasting Aural Injury If Appropriate Protection Is Not Provided. In Addition, Currently Fielded HP Devices Are Not Purpose-Integrated With Other Components Of The SCS. To Equip Close Combat Soldiers Better For Operations, And To Enhance HP, A Fully Integrated EHP Needs To Be Provided, Capable Of Integrating With Current ADF And Enhanced SCS Capabilities, Especially Communications Devices.

In Accordance With The SDAP, All Sub-Systems Of The SCS Will Be Subject To Iterative Enhancement In Concert With Emerging Technology. The Selected EHP Should Anticipate New Technology Where Possible. The EHP Being Introduced As Part Of SE V.2 Will Have A "Life Of Type" (LOT) Of Five Years To Allow For Changes In Tactics, Techniques And Technology.

Tenderers Should Note The Commonwealth's Requirements For Tender Samples And Additional Purchased Samples From Selected Tenderers After Initial Evaluation In Clause 6.2 Of The Conditions Of Tender.

Delivery will be to East Bandiana VIC 3694.

RFT Enquiries: All Enquiries. (Must Be In Writing By Fax to +61 3 9282 4864)

RFT Document(s): To Request RFQ Documentation. (Email Requests Preferred.)

Phone: +61 3 9282 3827

Email: ybm.tenderroom@defence.gov.au

DEFENCE AND INDUSTRY POLICY STATEMENT 2007

In 1998, a Defence and Industry Strategic Policy Statement created a solid foundation for Australia's defense industry policy. A new document - The Defence and Industry Policy Statement 2007- acknowledges that the fundamental imperatives of the 1998 statement have endured, but points to developments over the past eight years that have impacted significantly on Australian defense industry. Specifically:

- New demands have emerged for industry due to the high operational tempo of the Australian Defense Force (ADF)
- The Government has decided to expand the ADF, and defense investment has been increased substantially as a result
- A new approach to Defence procurement has been adopted, one element of which is to engage industry earlier in the procurement process
- Globalization and new technologies are reshaping defense industry worldwide, and changing the way equipment and services are delivered to the ADF.

The 2007 statement also reiterates priorities set out for Australian defense industry in the 2000 document, Defence 2000 – Our Future Defence Force:

- Combat and systems software and support
- Data management and signal processing, including for information gathering and surveillance
- C3 systems
- Systems integration
- Repair, maintenance and upgrades of major weapons and surveillance platforms
- Provision of services to support the peacetime and operational requirements of the ADF.

It's an interesting read:

"The Government expects the suppliers of foreign-sourced technology deemed essential for Australia's security to ensure that it can be supported in-country. Companies investing in Australia through a local presence and the transfer of necessary technology and intellectual property will be assessed favorably when competing to provide goods and services necessary for Australia's essential security".

The 52-page document can be found at:

http://www.defenceindustryreview.com.au/docs/DIPR_Policy_Statement_2007.pdf

APEC is the premier forum for facilitating economic growth, cooperation, trade and investment in the Asia-Pacific region. It is one of the world's most important regional groupings, encompassing 21 Member Economies who collectively represent over 2.6 billion people and account for approximately half of global GDP and trade. The primary focus of APEC is promoting trade and investment liberalisation and business facilitation in the Asia-Pacific region. In recent years, security has been forefront in discussions.

The Australian Government allocated \$135 million over four years to ensure security over the year of the event. APEC Australia 2007™ will include a Business Summit in Sydney, September 6-7, 2007. By invitation only, the APEC Australia 2007™ Business Summit will play a key role in supporting APEC's work by bringing together a select group of influential business and government leaders with opinion setters and policy makers at a single event to examine some of the key issues facing the region. For further information on any aspect of the summit, email the Business Summit Section of the APEC 2007 Taskforce: businesssummit@apec2007.org

HOMELAND SECURITY TRENDS

According to the National Security Practice Note (www.homelandsecurity.org.au), the key homeland security trends in Australia for 2007, are:

- A growing emphasis on 'mundane' security risks rather than terrorist risks. Increasingly, security measures will focus on the traditional threats such as robbery, workplace violence, vandalism and espionage. There will be increasing complacency and cynicism about the terrorism threat
- A growing number of issues which are deemed to be important for national security including global warming, energy supply and water scarcity
- A growing interest in the security of supply chains including food supply, exports and imports, and pharmaceuticals
- A growing importance of international cooperation by the Australian Federal Police and the Australian intelligence community to reduce the threat to Australia
- A growing emphasis on combating homegrown and do-it-yourself terrorism, undertaken by people with no link to overseas Islamic terrorist groups
- A growing need for more compelling business cases to justify additional expenditure on security measures
- A growing level of activity aimed at bringing together law enforcement and the private security industry to provide more secure business districts and public precincts
- A growing pressure to harmonize security personal licensing and legislation in each jurisdiction
- A growing urgency to boost the number of proficient Arabic, Chinese and arc of instability language speakers in the police, military and intelligence communities.

CHANGES AT TENIX

Tenix Group Managing Director, Paul Salteri, is succeeding his father Carlo as Chairman of the Tenix Board. Group Managing Director and CEO is now Greg Hayes, formerly Executive Director Finance and Corporate Development with the Tenix Group. Current Executive Director and Tenix Defence CEO, Robert Salteri, will join Paul Salteri and Carlo Salteri as a Non-Executive Director.

AND AT BOEING

Craig Saddler has taken over from Andrew Peacock as the President of Boeing Australia. Saddler was previously Chief Financial Officer for the Boeing 787 program. Craig will co-ordinate the company's defence and commercial business activities from the Sydney head office of Boeing Australia.

TRADE SHOWS

(Date order)

National Security Magazine Conference

June 7-8, 2007

Canberra

With a theme of "Identifying Business Opportunities in an Emerging Market", this is the first annual conference for the national security industry, according to the organizers.

Registration: registration@informa.com.au

Security 2007

July 10-12, 2007

Sydney

A world-class conference program, an extensive exhibition, and special industry briefings.

www.asial.com.au

2007 Defence+Industry

August 20-23 2007

Adelaide (previous years in Canberra)

Make sure your reps are up to speed – this is where the Defence Materiel Organization presents its plans.

DMO will host the 15th Annual Defence+Industry Conference. The 2007 event will combine a trade exhibition with the conference. In addition to ADoD booths, defense companies will also be able to exhibit. For further details,

visit www.defenceandindustry.gov.au

Asian Aerospace

September 3-6 2007

Hong Kong

Trade-focused event will take place for the first time over the week of at the Hong Kong Asia World Expo -

<http://www.reedexhibitions.com.hk/>

Land Warfare Conference 2007

October 22-26, 2007

Adelaide

The Land Warfare Conference is a major event for users, providers, academics, designers and manufacturers to meet and present new and visionary ideas on Land Systems to a focused audience in Australia. In 2006 there were 570 booths in the accompanying exhibition.

<http://www.dsto.defence.gov.au/events/LWC/>

Safety & Security Asia

October 31 – November 2 2007

Singapore

The major regional security and safety event. This show is expected to attract 300 exhibitors from 30 countries and 7,500 visitors from 40 countries.

Visit: www.safetysecurityasia.com.sg/1.htm

IGNSS

December 4- 6, 2007

Sydney

The International Global Navigation Satellite Systems (IGNSS) Society Inc. will hold the IGNSS 2007 symposium on GPS/GNSS, at the University of NSW, Sydney. The School of Surveying & Spatial Information Systems will co-host the 2007 Symposium. Invitations are issued to submit:

- Abstracts only for Oral or Interactive Poster or Static Poster Presentations
- Full Papers for Peer Review for Oral or Interactive Poster or Static Poster Presentations
- Full Papers for Non Peer Review for Oral or Interactive Poster or Static Poster Presentations
- Expressions of Interest to attend the symposium
- Free Membership Application.

And to showcase:

- Your company/ products by participating in the Trade Industry Exhibition
- Your company and products by utilizing the benefits of one or more of the many Sponsorship Packages.

Packages will be available on the web site by April 23, 2007 - <http://www.ignss.org/?D=7>

Pacific 2008

January 29 - February 1, 2008

Sydney

The major international maritime, naval and defense-related event in the region. U.S. Pavilion.

See: www.pacific2008.com.au/

Singapore Airshow

February 19-24, 2008

Singapore

A world-class showcase of aviation and defense technologies and one of the biggest and most internationally attended aerospace events in the world. USCS Aerospace Team event

<http://www.singaporeairshow.com.sg/>

PUBLICATIONS

Australian Defense Business Review

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Australian Defence Magazine

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Australian National Security Magazine

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Special Feature – Business Opportunities

Where can you find the world's best forum to explore investment, joint venture, and other opportunities close to the booming markets of Asia?

Where is there large-scale public infrastructure work of all types, including:

- Improved water, power and telecommunications
- Improved energy efficiency projects
- Over US\$14 billion in new construction and procurement for infrastructure
- Tourism of all kinds – small and large-scale hotel/resort development
- Niche opportunities in adventure and ecotourism
- Shipping/transportation strategically located near many of the fastest-growing markets in the world
- Air and seaport facilities that are undergoing upgrades and expansion
- Agricultural products and handicrafts?

On Australia's doorstep!

Mark in your diary - the U.S. Department of the Interior is pleased to announce the dates for its fourth Secretary's



Conference On Business Opportunities In The Islands: October 8-9, 2007, in the U.S. Territory of Guam.

Maybe your Aussie reps should check it out! Point them to <http://www.businessopportunitiesconference.com/>
- or for more information, contact USCS Sydney.

The U.S. Commercial Service

The U.S. Commercial Service is an agency in the Department of Commerce International Trade Administration. It was founded in 1980 to help U.S. companies, particularly small and medium-sized businesses, to make sales in international markets. The agency's network includes Export Assistance Centers throughout the United States, and more than 150 offices overseas. Its mission is: "The Commercial Service shall place primary emphasis on the promotion of exports of goods and services from the United States, particularly by small businesses and medium-sized businesses, and on the protection of United States business interests abroad."

*Defense Focus 5 was prepared by Phil Keeling and approved by A/SCO Keith Kirkham
U.S. Commercial Service, American Consulate General, Sydney*

For More Information

The U.S. Commercial Service in Sydney, Australia can be contacted via e-mail at: phil.keeling@mail.doc.gov
Phone: +61 2 9373-9209; Fax: +61 2 9221-0573; or visit our website: www.buyusa.gov/australia

The U.S. Commercial Service — Your Global Business Partner

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