



INTERNATIONAL
T R A D E
ADMINISTRATION

How to Sell to the Military

Ideas for Domestic and International Sales

Military Performance Textiles
*A Strong Market for North Carolina
Textiles*

10 November 2009

Greensboro, North Carolina

Created by: Mary Lynn Landgraf and Emilio Ortiz

Office of Textiles and Apparel Overview

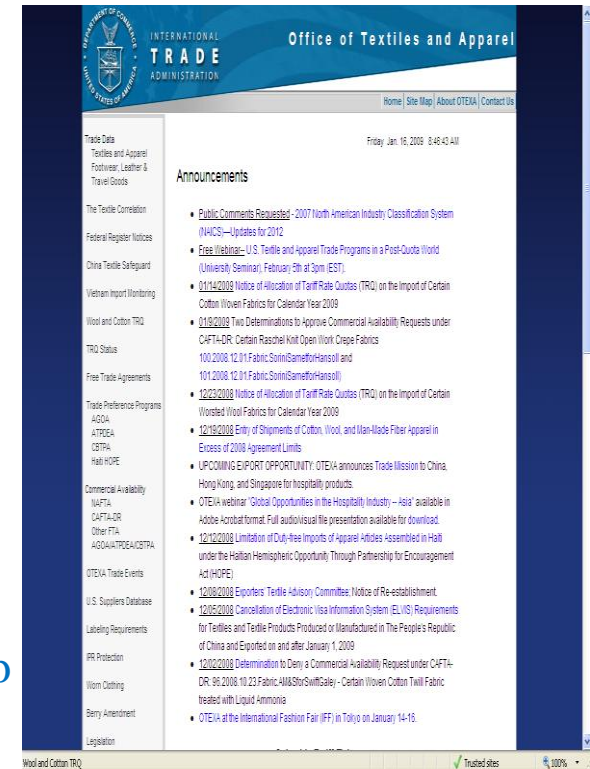
The Office of Textiles and Apparel (OTEXA) develops programs and strategies to improve the competitiveness of the U.S. textile, apparel, footwear, and travel goods industries



- Compile industry data
- Research and analysis
- Assist in trade negotiations
- Promote U.S. textile and apparel companies at trade events
- Develop supply chain and sourcing strategies
- Execute U.S. textile and apparel trade policy

OTEXA Website: Your Textile/Apparel Resource

- Trade Data Reports
 - Major Shippers (Import Data)
 - Export Market
 - Trade Balance
- Free Trade Agreements
- Trade preference Programs
 - African Growth and Opportunity Act (AGOA)
 - Andean Trade Promotion and Drug Eradication Act (ATPDEA)
 - Caribbean Basin Trade Partnership Act (CBTPA)
 - Haitian Hemispheric Opportunity Through Partnership Encouragement Act (Haiti Hope)
- Statutory Programs
 - Cotton and Wool Tariff Rate Quotas
 - Dominican Republic Earned Import Allowance Program



otexa.ita.doc.gov

OTEXA Services: Conduit to Military Sales



- OTEXA, with its designated Trade Specialist receives and disseminates military trade leads from 80 country offices of the U.S. Commercial Service
- OTEXA works with military offices that specialize in R&D and product commercialization
- OTEXA sponsors pavilions and sample booths at military trade shows around the world to create market exposure, market entry, marketing and sales. Trade show follow-up consists of tailored company specific data sheets with leads and contact information
- OTEXA interfaces with Foreign Military Sales (FMS) offices overseas and in Washington to train, create awareness and seek new business opportunities
- OTEXA trains clients on Export Licensing and Controls

OTEXA Services: Conduit to Military Sales- Continued

- OTEXA assists with marketing suggestions/strategies for international sales
- OTEXA offers seminars/webinars on specific topics
- OTEXA works as a match-maker when a company needs complementary product or expanded production capabilities
- OTEXA can tailor, develop and co-lead a trade mission for trade associations
- OTEXA works with relevant trade associations and military organizations to keep abreast of developments and promote your company's products
- OTEXA can assist your company with research and interface with universities to facilitate R&D for co-development of your product

OTEXA Services: Conduit to Military Sales- Continued

OTEXA works in tandem with associations such as:

- American Apparel and Footwear Association (AAFA)
- North Carolina Military Business Center (NCMBC)
- National Textile Center (NTC)
- Association of the United States Army (AUSA)
- National Textile Association (NTA)
- United States Industrial Fabrics Institute (USIFI), U.S. branch: Industrial Fabrics Association International (IFAI)
- National Association of Uniform Manufacturers (NAUMD)

as well as Embassy offices in Washington, DC and state and local Chambers of Commerce



Domestic Source Requirements for Clothing & Textile Procurement: DoD



- Department of Defense (DoD) required by the “Berry Amendment” to procure domestically manufactured textile and apparel products:
 - Purpose: to maintain active industrial base for these products
 - Generally applied on fiber forward basis
 - Some companies subsist mostly or solely on DoD contracts
 - FY 2007 procurement of clothing and textiles by the Defense Logistics Agency: more than \$2 billion worldwide
- Visit the OTEXA website at otexa.ita.doc.gov for additional information on the Berry Amendment

Domestic Source Requirements for Clothing & Textile Procurement: DHS

- Provided for in Title VI, Sec. 604 of the American Recovery and Reinvestment Act of 2009 (the “Kissell Amendment”).
- Department of Homeland Security (DHS) required to procure domestically produced certain clothing and other textile items directly related to U.S. national security interests
- Requires relevant training for the DHS acquisition workforce during FY2009
- Must be applied in a manner consistent with U.S. obligations under international agreements¹



¹Covers only the procurement of certain clothing and textile items for the Transportation and Security and the U.S. Coast Guard within DHS.



INTERNATIONAL
TRADE
ADMINISTRATION

Office of Textiles and Apparel

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Berry Amendment

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The Berry Amendment

The Berry Amendment Restrictions for Clothing, Fabrics, Fibers, and Yarns

The Berry Amendment is a statutory requirement that restricts the Department of Defense (DoD) from using funds appropriated or otherwise available to DoD for procurement of food, clothing, fabrics, fibers, yarns, other made-up textiles, and hand or measuring tools that are not grown, reprocessed, reused, or produced in the United States. The Berry Amendment has been critical to maintaining the safety and security of our armed forces, by requiring covered items to be produced in the United States. With respect to textiles and clothing, the Berry Amendment has been critical to the viability of the textile and clothing production base in the United States.

Congress originally passed domestic source restrictions as part of the 1941 Fifth Supplemental DoD Appropriations Act in order to protect the domestic industry base in the time of war. The Berry Amendment was included in subsequent defense appropriations acts until it was made permanent in Fiscal Year 1994 by Sec. 8005 of Public Law 103-139. The Berry Amendment was subsequently codified in 2002 as 10 U.S.C. 2533a in Section 832 of Public Law 107-107.

This discussion of the Berry Amendment focuses exclusively on clothing, fabrics, fibers, yarns, and other made-up textile items as so described in section "Covered Items Under the Berry Amendment".

DOC Contact for the Berry Amendment

Ms. Maria D'Andrea

Office of Textiles and Apparel

U.S. Department of Commerce

Washington, DC 20230

Telephone: (202) 482-1550

Email: Maria_Dandrea@ita.doc.gov

U.S. Military Budget Forecast

“Defense Firms Expect a Tougher Fight for Profits”

“Cutbacks in big weapons programs and new Pentagon priorities are making this year look like the end of a winning streak for defense contractors. Major contractors are grappling simultaneously with tighter budgets and faster-than-usual changes in the Pentagon's needs,” according to the Wall Street Journal article of October 22, 2009. Boeing Chairman and Chief Executive James McNerney said on a conference call Wednesday that "we do anticipate continued [budget] pressures on all defense programs."

Wall Street Journal

October 22, 2009

Budget Authority by Function and Subfunction – 050 National Defense

(\$ billions*)

	FY08	FY09	FY10	FY11	FY12	FY13	FY14
051 DOD Military	674.7	663.7	667.7	596.0	605.1	615.7	629.3
053 Atomic Energy	16.6	22.9	17.7	17.5	17.3	17.3	17.2
054 Def. Activities	4.9	7.0	7.4	7.1	7.0	7.0	7.1
Total	696.2	693.6	692.8	620.6	629.4	640.0	653.6

* Numbers may not add due to rounding.

Source: Budget of the United States Government, Fiscal Year 2010, Historical Table 5.1

Worldwide Military Expenditures in 2008

Country	Military Expenditures (USD\$)
World	\$1.46 trillion
United States	\$607 billion
China	\$84.9 billion
Russia	\$58.6 billion
India	\$30 billion
Brazil	\$18.5 billion
Rest of the World (excluding USA)	\$661.0 billion

Source: Stockholm International Peace Research Institute
<http://www.sipr.org/yearbook/2009>

Indian Military Defense

A GLANCE THROUGH



- Most of the growth in demand in India is expected to be for special forces & para-military forces
- Currently, most of the domestic demand for specialized personal protection equipment is being met by imports
- Demand exists for tents & shelters
- Lack of proper research, standardization & testing is greatly impeding the growth of protective textiles in India

Source: www.Bch.in, TechTex India, July – Sept, 2008

A GLANCE THROUGH

Indian Military Defense

- Total strength: 1.5 million individuals comprising the Army, Navy, Air Force
- Approximately 25-30% are involved in high risk, counter insurgency & special operations in super high altitude areas that require protective clothing



Table IV: Annual Demand (2008) for Protective Textiles in Defense Sector (India)

Item	Demand Quantity in pcs	Supply Source
Personal Clothing		
Service Uniform	3.7 Mn	Indian
Camouflage Uniform	4.7 Mn	Indian
Rainwear	2.3 Mn	Indian
Backpack	2.3 Mn	Indian
Accessories: Caps, Belts, Hats, and Helmets	2.3 Mn	Indian
Accessories Sock	4.7 Mn	Indian
Specialist Clothing		
High Altitude Uniform	0.6 Mn	Indian+West Europe
High Performance	25,000	Indian+West Europe
Uniform		
NBC Suits	0.3Mn	Indian+West Europe
FR Suits	0.2Mn	Indian
Bullet Proof Jackets	0.2Mn	
Unit Equipment		
Tents & Shelters	35,000	Indian
Tarpaulins & Covers	12,000	Indian
*Source: www. Bch.in, TechTex India, July – Sept, 08 NOTE: Above figures are approximate up to +/- 10%		

Associations with Beneficial Military Committees



- National Textile Association (NTA) Mr. Hardy Poole, Regulatory & Technical Committee, 110 Hawthorne Lane, Charlottesville, VA 22911. Phone: 434-296-4464, Cell: 434-962-4581, www.nationaltextile.org
- National Association of Uniform Manufacturers (NAUMD) Mr. James Hangle, National Military Affairs Committee; For information, contact NAUMB President Richard Lerman. Phone: 1.212.736.3010 Fax: 1.212.736.3013 Rjlerman@naumd.com, www.naumd.com
- US Industrial Fabrics Institute (USIFI) Ms. Ruth Stephens, 1801 County Rd. B W. Roseville MN 55113-4061. Phone: 651-222-2508 Fax: +1 651-631-9334 rastephens@ifai.com, www.ifai.com
- American Apparel & Footwear Association (AAFA) Mr. Kurt Courtney, Government Contracts Committee, 1601 N. Kent Street, Suite 1200 Arlington, VA 22209 (703) 797-9039 kcourtney@apparelandfootwear.org www.apparelandfootwear.org
- N.C. Military Business Center (NCMBC), Ms. Teresa Bouchonnett, North Carolina Military Business Center, PO Box 1748 Fayetteville, NC 28302. Tel 252-725-0951, bouchonnett@ncmbc.us www.ncmbc.us
- Association of the United States Army (AUSA) Mr. Alex Brody, 2425 Wilson Blvd. Arlington, VA 22201 Tel 703-907-2665, abrody@ausa.org <http://www.ausa.org>

National Textile Association- Government Textiles Committee

The Government Textiles Committee focuses on military and Homeland Security textile issues. The committee's major role concentrates on improving the military procurement process to make it easier, smoother and more in line with manufacturing companies' processes and manufacturing procedures.

You must be a member of NTA to participate in the Government Textiles Committee.

For more information contact:

Hardy Poole

- Regulatory & Technical AFF.
- 110 Hawthorne Ln Charlottesville, VA 22911.
- Phone: 434-2964464
- Cell: 434-962-4581

North-American Association of Uniform Manufacturers



- NAUMD was founded in 1933 to develop an interchange of information and to promote business and competition.
- NAUMD represents its over 500 Corporate Members in doing business in all facets of the Uniform & Imagewear Industry – educating all in the latest innovations in process.
- NAUMD provides many services for Military Uniform Program providers. Including the annual NAUMD Military Town Hall Meeting, Networking and creations challenges.
- In addition the Association works closely with the key players in the Military Uniform programs for each of the armed services and also provides updates on items needed.
- You must be a member of NAUMD to participate in the Military Committee.

Chairman NAUMD Military Affairs Committee: James Hangle, CREASET-USA

- For information Contact: NAUMD President: Richard J. Lerman, 1.212.736.3010 *
rjlerman@naumd.com NAUMD Website: www.naumd.com

USIFI- Military Specifications Committee

- The Committee is made up of anyone who has a vested interest in fabrics used mainly for military tents and shelters. Anyone can participate but only USIFI members can vote.
- Primary Contact
 - Ruth Stephens, USIFI Executive Director
 - 1801 County Road B West Roseville, MN 55113 USA
 - Phone: 651-225-6920 or 800-636-4942
 - rastephens@ifai.com
 - www.usifi.com
- Military Specifications: Lorne M. Hamilton –facilitates updates of Military Specifications
 - P. O. Box 42
 - 1080 Serpent Mounds Road
 - Keene, Ontario, Canada
 - KoL 2Go
 - Phone (Residence): 705-295-1518
 - Mobile: 705-875-1240; US: 336-684-4811
 - E-Mail: lorne.hamilton@nexicom.net

American Apparel & Footwear Association

Government Contracts Committee

- The Government Contracts Committee is comprised of domestic apparel and footwear manufacturers, their textile and trim suppliers and the industry's biggest customer, the United States Armed Forces. The GCC, through their two annual meetings and advocacy before the Congress and the Administration, provide important information to member companies on recent developments in Washington and upcoming DOD procurement needs, while also pursuing legislative priorities to further improve this vital public/private partnership.
- Membership Requirements – must be a member of the American Apparel & Footwear Association
- Primary Contact
 - Kurt Courtney
 - 1601 N. Kent Street, Suite 1200
 - Arlington, VA 22209
 - (703) 797-9039

North Carolina Military Business Center

- The North Carolina Military Business Center is made up of Business Development Specialists across the state connecting North Carolina Businesses to military & other federal opportunities. North Carolina Businesses may register on the www.matchforce.org website for matches to federal opportunities or North Carolina jobs. Non-North Carolina Businesses may register as an associate business.
- Teresa Bouchonnet is the Specialist that works with textile businesses.
- Primary contact:
Teresa Bouchonnet
phone: 828-349-3878
e-mail: bouchonnett@ncmbc.us
www.ncmbc.us
www.matchforce.org

Military Textiles Team, North Carolina

Department of Commerce

- The North Carolina Textiles Team, spearheaded by Glenn Jackman from the North Carolina Department of Commerce, consists of textile service providers, businesses across the State and others who are interested in maintaining and building the textile/apparel/hosiery/related equipment industry in the state of North Carolina.
- The Military Textiles Team, as part of the NC Textiles Team, works to help companies be successful in the military market. Recently they have reviewed trade shows, nonwoven military uniform research and performance textile research, and visited technology centers.
- The Military Textiles Team is focused on helping North Carolina businesses succeed and grow their business. Any North Carolina company that can benefit is welcome to participate.

- Contact:

Glenn Jackman, Tel: 919-733-2829, email: gjackman@nccommerce.com
www.exportnc.com

Tammy Lester, Tel: 919-715-4452, email: tlester@nccommerce.com
www.exportnc.com

National Textile Center, (NTC)

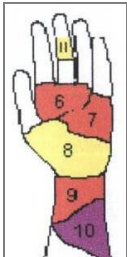
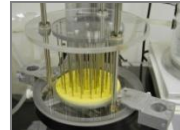
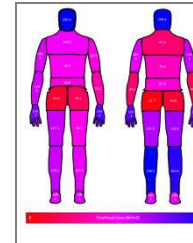
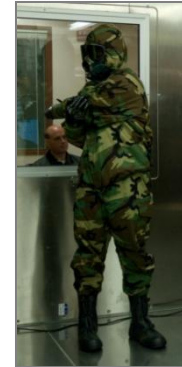
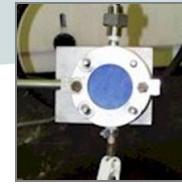
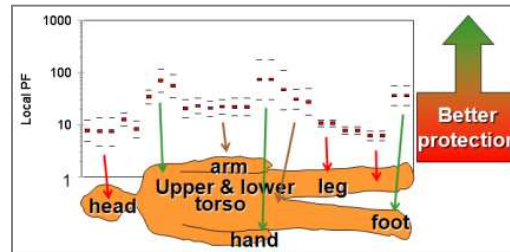
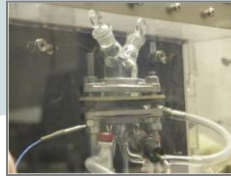
- **NTC Mission:** Enhance and expand the knowledge base of the Industry.
- The NTC is a collaborative consortium of 8 universities doing research funded by the U.S. Dept. of Commerce in support of the U.S. Fiber/Textile/Fiber Products/Retail industry sector. It also supports over 90% of the U.S. textile engineering and science graduates. This dual role – generating industry-relevant fundamental research and producing future researchers for U.S. industry, government, and university labs – best expresses the value of the NTC to the nation. These eight universities have departments of textile science or textile engineering; Auburn, Clemson, Cornell, Georgia Tech, NC State, Philadelphia University, UC Davis, and UMass Dartmouth
- **Accomplishments (since inception)**
 - Approx. \$1.2B in new economic development
 - 6640 collaborations with industry
 - 93 industry members on NTC Committees
 - 7 startup companies
 - 17 technology transfer programs (industry-funded)
 - Non-governmental private
- **Contact: Dr. Martin Jacobs**
 - National Textile Center
 - marty@ntcresearch.org
 - www.ntcresearch.org
 - Phone: 215-540-0760



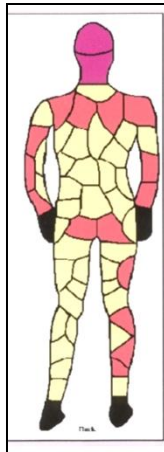
Roger_Barker@ncsu.edu
 Director, Professor
 919-515-6577
 919-515-2294 (F)
www.tx.ncsu.edu/tpacc/

Mission

Provide world-class research capabilities required to support a comprehensive program to develop new materials for optimum protection and comfort with the corresponding instrumentation and evaluation technologies.



Successful
 Support of Military FR
 Program, Advanced Man-
 In-Simulant Test Facility,
 PyroHead & PyroHand
 Instrumentation, Ergonomic &
 Heat Stress Protocols,
 Performance Analysis, Product
 Commercialization Through
 Industry Partners: CB
 Protective Fire Fighter Turnout
 Suit, Decontaminate-able
 Leather Boots, New FR Gloves



NC State University, College of Textiles

- The College of Textiles at NC State University maintains the *Textile Connect* websites. It is a knowledge-intensive, global and collaborative website designed to *connect* textile complex companies, events, resources, and product and market information, from various government, industry, and academic sources to the North Carolina textile complex. You will find updated listings of textile companies that sell to the military.
 - North Carolina www.nctextileconnect.com
 - South Carolina www.sctextileconnect.com
- Contact: Stacey Frederick, Project Manager
College of Textiles
Box 8301, NCSU
Raleigh, NC 27695
Cell: 919-740-4494
Email: stacey.frederick@gmail.com
www.tx.ncsu.edu

Clemson University's Apparel Research Center

Clemson Apparel Research is a premier national resource for high performance textiles and related materials research and applications.

The Apparel Research Center works directly with industry and DOD to achieve military uniform improvements using the world's most advanced manufacturing and supply chain technologies and management practices.

Primary Contact

Joseph W. Kernodle

Site director, Clemson Apparel Research

Phone: 864-646-8454

email: kernodl@clemson.edu

Textile/Clothing Technology Corporation [TC]²

- [TC]² is pleased to work with new ventures and established firms to assist them with their product development efforts. [TC]²'s product development team provides assistance with key phases of the new product development process from concept to sewn product. Some of the services include:
- Refinement of product concept
- Material selection and identification
- Technical product design including patternmaking, grading, and sloper/block development
- Prototype construction and evaluation
- Product engineering including specification of sewing operations and construction methods
- Digital textile printing
- Primary Contact
 - Ms. Kerry King, Phone 919-653-3523, email: kmaguir@tc2.com
- Secondary Contact
 - Mr. Jud Early, Phone 919-380-2174, email: jeary@tc2.com

Air Force

Air Force Uniform Office



U.S. AIR FORCE

- Located at Wright-Patterson Air Force Base, Ohio, Aeronautical Systems Center is the largest of three product centers within Air Force Materiel Command.
- Manufacturing companies and contractors can submit ideas for new textile innovations. The first point of contact is the Air Force Uniform Office. All ideas for textile innovations will be reviewed and approved by the Uniform Executive Working Group prior to implementation.
- Primary contact and gateway is:
 - Richard E. Keefer, Chief
 - Air Force Uniform Office
 - (937) 656-4810
 - Cell 937-239-6571
 - Richard.Keefer@wpafb.af.mil

Introducing New Textile Products to the Military: Fort Belvoir, VA

- Another contact for product review is:
 - Mr. David Geringer
 - Systems Integrator
 - PM Soldier Clothing & Individual Equipment, Fort Belvoir, VA
 - Office telephone: 703-704- 2161
 - Email: David.Geringer@US. Army.mil
 - <https://peosoldier.army.mil>

Introducing New Textile Products to the Military: Fort Belvoir, VA

For initial technical review and feedback, a first point of contact can be:

Mr. John Stallings
Industrial Base Liaison
PM Clothing and Individual Equipment
Fort Belvoir, VA

Telephone: (703) 704-3233

Email: john.stallings2@us.army.mil

Website: <http://peosoldier.army.mil>

Funding Source: Small Business Innovative Research Grants

For information on seeking funding for enhancements or next generation technology on existing products please contact:

Mr. Neal Nguyen / Small Business
Innovative Research (SBIR)

Systems Integrator

PM Clothing and Individual Equipment

Fort Belvoir, VA

Telephone: (703) 704-1046

E-mail: Neal.L.Nguyen@us.army.mil

Website: <http://peosoldier.army.mil>

DoD Assistance for R&D for Advanced Materials



- DoD Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs:
 - ∞ Projects serve DoD and have commercial applications;
 - ∞ Provides up to \$850,000 in early-stage R&D funding directly to small technology companies (SBIR), or to small companies working cooperatively with researchers at universities and other research institutions (STTR);
 - ∞ Work must be performed in the United States; and
 - ∞ Small companies retain data rights and IPR to technology they develop under these programs.
- Between 2005 and 2008, \$6.3 million in SBIR and STTR funding for R&D of advanced textiles and clothing materials for the military.

Tips on How to Write a White Paper

How To Structure Your White Paper

- **Introduction** - this opening section covers the high-level issues
- **High Level Solution** - this describes the relevant topic at a high-level, especially those you have designed and intend to promote. Support your arguments with tables, charts, and graphics.
- **Solution Details** - this explains how the policy model works. This is the heart of the white paper. It provides very detailed descriptions of the proposed solution.
- **Benefits** - this discusses the benefits and improvements achieved by the policy. Customer quotes are always very helpful. It demonstrates that you are an authority in your field and can back it up with these endorsements.
- **Summary** - this closes the paper with a concise summary of your main points. As many readers will skip the entire document and read this section only, summarize the main selling points about your solution here.

U.S. Army Natick Soldier Systems Center (NSSC)



- Comprised of several DoD partners working together to leverage their expertise and technology.
- NSSC is a warfighter-focused facility that meets needs of U.S. Armed Forces.
- Responsible for technology, R&D, fielding, and sustainment of U.S. military's food, **clothing, textiles, shelters, airdrop systems**, and Soldier support system.
- > 100 agreements with academia, industry and other government agencies.
- Total funding in Fiscal Year 2006 approximately: \$1 billion.

The “Science Behind
the Soldier”

Source: U.S. Army Soldier Systems (Natick), www.natick.army.mil

NSSC Program Executive Office Soldier (PEO)

PEO Soldier Mission:



- The “Soldier as a System” – everything that a soldier wears or carries works together as an integrated system.
- Developed through efforts of the U.S. Army Natick Soldier Research, Development and Engineering Center.
- Similar to NATO’s “Soldier Systems Interoperability” and the “Soldier of the Future” programs underway in Australia, Europe, Canada, Israel, and Russia.

Source: “PEO Portfolio FY2008”, NATICK, www.peosoldier.army.mil and “The Soldier of the future” European initiatives”, Assembly of Western European, Interparliamentary European Security and Defence Assembly Report, 5 December 2007, www.assembly-weu.org/en/documents/sessions_ordinaires/rpt/2007/1990.pdf.

Foreign Military Sales

What Is FMS?

The Foreign Military Sales (FMS) program is the U.S. Government's program for transferring defense articles, services, and training to other sovereign nations and international organizations. Under FMS, the U.S. government procures defense articles and services on behalf of the foreign customer. Countries approved to participate in this program may obtain defense articles and services by paying with their own national funds or with funds provided through U.S. government-sponsored assistance programs. In certain cases, defense articles, services and training may be obtained on a grant basis. The Defense Security Cooperation Agency (DSCA) administers the FMS program for the Department of Defense (DoD).

How can I find out more about the FMS program?

Check out their website at www.dsca.mil, call 703-601-3670, or send DSCA an e-mail at LPA-Web@dsca.mil.

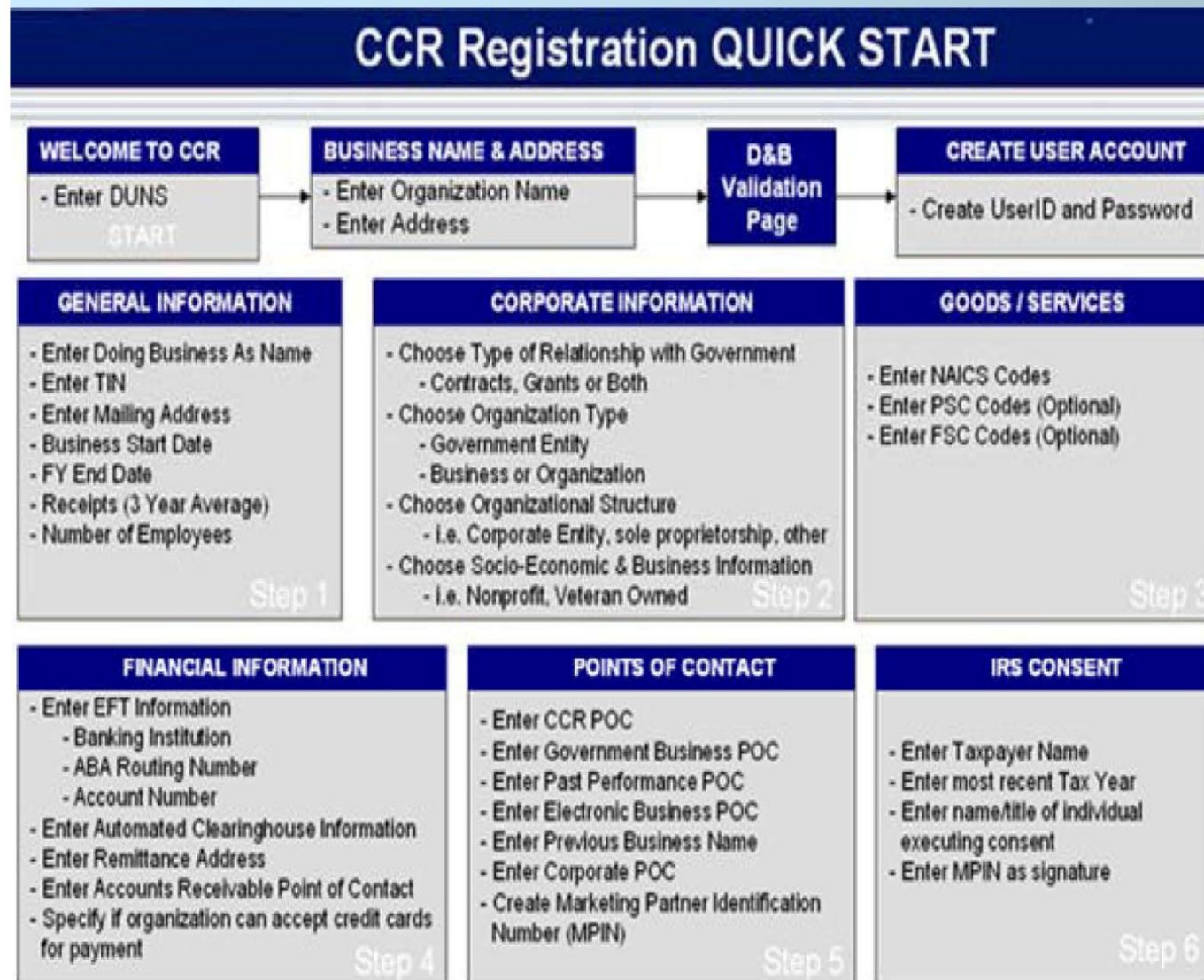
Please make sure that you have filled out OTEXA's supplier database form so that we can refer your company for FMS sales.

Steps to Start Selling to the Military

1. You need a Data Universal Numbering System (DUNS number) from Dun & Bradstreet. Call 866-705-5711 for assistance and for a FREE DUNS number. Ask for the free number for US Government contractors. www.dnb.com
2. You must have a taxpayer identification number - either an EIN or your Social Security # (if sole proprietor or single-member LLC). Call the IRS at 1-800-829-1040
3. Identify your product by Federal Supply Classification Code (FSC) or your service by Product Service Code (PSC) by selecting the appropriate 4 digit code at www.usabid.com/resources/tables/pscs/
4. Identify your North American Industry Classification codes (NAICS) by running keyword searches at www.census.gov/eos/www/naics.html. You need the full 6 digit numbers. You must also select at least one Standard Industrial Classification (SIC) Code for your firm-these can be found on the same website. www.census.gov/naics
5. Determine if you qualify as a small business. There is a separate size standard for each NAICS. Once you know your NAICS, go to www.sba.gov to look up the size standard for each NAICS code.
6. CCR – Central Contractors Registration – www.ccr.gov. This is a required registration. CCR will assign you a Commercial and Government Entity (CAGE) code.

Source: bpn.gov, usa.gov, dscp.dla.mil, fob.gov, dlis.dla.mil

Central Contractor Registration Step by Step



How to Locate Government Tenders

The Federal Business Opportunities site ([FedBizOpps](#)) is the electronic government wide entry point for information on government contracts over \$25,000.

Also, the [DLA Internet Bid Board System \(DIBBS\)](#) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

In an effort to avoid lost business opportunities please register as soon as possible at the **DIBBS site** <https://www.dibbs.bsm.dla.mil/Register/>

- Register as a Super User and authorize up to 98 other users to access DIBBS search capabilities
- A temporary password will be immediately e-mailed
- DIBBS registrants must have the following
- Dun & Bradstreet number
- Remember to renew registration each year

Source: Defense Supply Center Philadelphia (DSCP)

DIBBS Search Results Displayed

Search Results - Microsoft Internet Explorer provided by DSCP

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print View Source

Address <https://www.dibbs.bsm.dla.mil/rfp/RfpRecs.asp> Go Links

Defense Logistics Agency
Www.DIBBS.BSM.DLA.MIL
BUSINESS SYSTEMS MODERNIZATION - DLA INTERNET BID BOARD SYSTEM

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[236] 08/23/2004 09:29:38 AM

[[New RFP/IFB Search](#)]

RFP/IFBs for **Nomenclature** Like **BREAD** sorted by NSN.

Records 1 thru 2 of 2 Records.
Page: 1 of 1
Click on the Solicitation # to view the RFP/IFB Package.

#	NSN/ Nomenclature	Bidset/ Drawings	Solicitation #	Issued	Closes
1	B920-00-753-5776 BREAD, WHITE		SPM300-04-R-0314	7/30/2004	8/23/2004
2	B920-00-753-5780 BREAD, PART WHOLE WHEAT		SPM300-04-R-0324	8/6/2004	8/27/2004

Page: 1 of 1

[[New RFP/IFB Search](#)]

Done Local intranet

Start [Icons] 9:29 AM

Your Personal Passwords/ID #'s

Find a Safe, Secure, Accessible place to keep this information!

- **DUNS #**
- **CCR User ID & Password & Security Q's**
(need to access your CCR registration for update/renewal)
- **MPIN** (“Marketing Partner ID #” self-created during CCR Registration)
- **CAGE Code** (assigned during CCR Registration)

Procurement Technical Assistance Centers

The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). **PTA Centers are a local resource available at no or nominal cost that can provide assistance to business firms in marketing products and services to the Federal, state and local governments .**
<http://www.dla.mil/db/procurem.htm>

Procurement Technical Assistance Centers

<u>ALABAMA</u>	<u>ALASKA</u>	<u>ARIZONA</u>	<u>ARKANSAS</u>	<u>CALIFORNIA</u>
<u>COLORADO</u>	<u>CONNECTICUT</u>	<u>DELAWARE</u>	<u>DISTRICT OF COLUMBIA</u>	<u>FLORIDA</u>
<u>GEORGIA</u>	<u>GUAM</u>	<u>HAWAII</u>	<u>IDAHO</u>	<u>ILLINOIS</u>
<u>INDIANA</u>	<u>IOWA</u>	<u>KANSAS</u>	<u>KENTUCKY</u>	<u>LOUISIANA</u>
<u>MAINE</u>	<u>MARYLAND</u>	<u>MASSACHUSETTS</u>	<u>MICHIGAN</u>	<u>MINNESOTA</u>
<u>MISSISSIPPI</u>	<u>MISSOURI</u>	<u>MONTANA</u>	<u>NEBRASKA</u>	<u>NEVADA</u>
<u>NEW HAMPSHIRE</u>	<u>NEW JERSEY</u>	<u>NEW MEXICO</u>	<u>NEW YORK</u>	<u>NORTH CAROLINA</u>
<u>NORTH DAKOTA</u>	<u>OHIO</u>	<u>OKLAHOMA</u>	<u>OREGON</u>	<u>PENNSYLVANIA</u>
<u>PUERTO RICO</u>	<u>RHODE ISLAND</u>	<u>SOUTH CAROLINA</u>	<u>SOUTH DAKOTA</u>	<u>TENNESSEE</u>
<u>TEXAS</u>	<u>UTAH</u>	<u>VERMONT</u>	<u>VIRGINIA</u>	<u>WASHINGTON</u>
<u>WEST VIRGINIA</u>	<u>WISCONSIN</u>	<u>WYOMING</u>		

Example of Technical Assistance Center



Resources

- NAUMD – Defense Supply Center Philadelphia
<http://www.naumd.com/PRI/uploads/public/docs/Do%20Bus%20Arm.pdf>
- NAUMD – Small Business
 - <http://www.naumd.com/PRI/uploads/public/docs/DSPS%20ProgP.pdf>
- Central Contractors Registration: www.ccr.gov
- Small Business Administration: www.sba.gov
- FedBizOpps: www.fbo.org
- Commercial & Government Entity-Cage Code Search:
www.dlis.dla.mil/cage_welcome.asp
- Procurement Technical Assistance Centers: www.dla.mil/db
- Defense Logistics Information Service: <https://www.bpn.gov/ccr>, tel is 1-877-352-2255
- SBA Progam Office: <http://www.sba.gov/contractingopportunities/index.html>
- How to Manufacture for Uncle Sam:
<http://www.allbusiness.com/manufacturing/apparel-other-finished-products-made/4399708-1.html>
- GSA Business Opportunities: “Marketing Partnership” <http://www.fss.gsa.gov>



Introduction to Obtaining a GSA Contract

Introduction

- Under the GSA Schedules (also referred to as the Multiple Award Schedules and Federal Supply Schedules) Program, GSA establishes long-term government wide contracts with commercial firms to provide access to over twelve million commercial services and products.
- GSA Schedules are chosen as a “Preferred Source” for supplies and services by Department of Defense (DoD) and most civilian federal agencies.
- GSA Schedules can be used by the North Atlantic Treaty Organization (NATO).

Multiple Award and Federal Supply Schedules

- These schedule programs are the most effective way to supply products and services to Government customers.
- By using the GSA Schedules, Federal Agencies have the opportunity to meet small business goals, while promoting compliance with various environmental and socioeconomic laws and regulations.



Business Registration

- Before your company can submit your solicitation or proposal, you must complete a business registration. Your business registration must have the following information:
- DUNS Identification number. If you do not have one you can obtain one by going to their website at <http://FEDGOV.DNB.COM>: This service is free.
- After receiving your DUNS identification number, you can complete your registration on-line at: <http://www.ccr.gov>.
- If you need further assistance with your registration you can contact the CCR Assistance Center at: 888-227-2423.
- Tonya L. Butler, GSA Customer Service Director
6710 Oxon Hill Road, Suite 210
Oxon Hill, MD 20745
Tel: (301) 567-5188 email: Tonya.Butler@gsa.gov

Finding Business Opportunities

- Once your company has been added to the GSA schedules you may find business opportunities under “Marketing Partnership” at <http://www.fss.gsa.gov>.

Who Can Buy From Schedule Contractors?

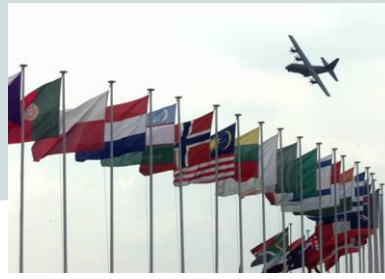
- Executive & Other Federal Agencies
- Mixed-Ownership Government Corporation (FDIC, Federal Home Loan Banks, etc.)
- The District of Columbia
- Cost Reimbursable Government Contractors authorized in writing by a Federal agency (48 CFR 51.1)
- State and Local Government for Information Technology ONLY (Cooperative Purchasing)



Resources to Soliciting the GSA



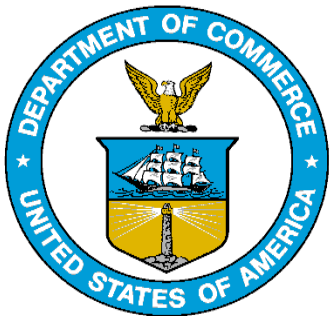
- <http://www.gsa.gov>: Online resource guide for companies wishing to solicit GSA.
- <http://www.bpn.gov>: Business Registration.
- <http://www.ccr.gov/vendor.cfm>: Reference Guide to Business Registration.
- <http://www.gsaelibrary.gsa.gov>: Obtaining solicitations.
- http://www.gsa.gov/Portal/gsa/ep/contentView.do?programId=10019&channelId=-13464&ooId=8202&contentId=8133&pageTypeId=8199&contentType=GSA_BASIC&programPage=%2Fep%2Fprogram%2FgsaBasic.jsp&P=FX7: Updated link to GSA Schedules Solicitations.
- <http://fsstraining.gsa.gov>: Center for Acquisition Excellence.



U.S. Department of Commerce NATO Business Opportunities



Office of Strategic Industries and Economic Security
Bureau of Industry and Security



Doing Business with NATO

- NATO procurements include infrastructure, military, and civil procurement opportunities (~ 27% U.S. funded)
 - The NATO Security Investment Program (NSIP), implemented under the Infrastructure Committee (IC), funds investments in military capabilities and common support facilities, such as command, control, communications, and information systems (C3I); transportation; storage; airfields, fuel pipelines, harbors, and navigational aids
 - The Military Budget Committee (MBC) funds the alliance's military headquarters, regional commands, and activities, including their operating and maintenance costs
 - The Civil Budget Committee (CBC) funds the cost of NATO's current civil headquarters and personnel in Brussels. In addition, the CBC is funding the construction project of NATO's new Headquarters, estimated at over \$500 million

NATO Procurement Opportunities

- International Competitive Bidding (ICB) opportunities constitute large infrastructure projects authorized by the Infrastructure Committee or the Military Budget Committee
- Host Nations include NATO procurement agencies (NAMSA, NC3A, SACT, SHAPE, etc.) and NATO member governments
- Commerce advertises upcoming NATO ICBs on the Federal Business Opportunities (FedBizOpps) website www.fbo.gov
- U.S. General Services Administration (GSA) Schedules can be used by NATO
- The commercial sections within the U.S. Embassies of each NATO member country have the responsibility of assisting in the dissemination of NATO procurement opportunities among the U.S. Government, the Host Nation and industry

NATO Approval/Nomination

- Before a company can be nominated to the bidders list for an ICB procurement, the Department of Commerce must approve one of its U.S.-based facilities for participation in NATO ICB
 - Companies must submit an application (BIS-4023P form) for each facility they want approved for participation in NATO ICB
 - Visit www.bis.doc.gov.gov/defenseindustrialbaseprograms/OSIES/NATOprograms/index.htm
 - Once approved, the firm can request that Commerce issue a *Declaration of Eligibility* (DOE), which is used to nominate an approved facility to the bidders list for a particular NATO ICB procurement
 - Without the *Declaration of Eligibility*, a company will not be allowed to submit a bid

NATO Security Investment Program

- In FY 2008, Commerce advertised 68 NATO projects via the FedBizOpps system
- Commerce transmitted 511 company Declarations of Eligibility to NATO procurement agencies and NATO member governments
- U.S. firms that were new to NATO bidding: 461

Embassy Team Responsibilities under NSIP

- Embassy receives a copy of the Notification of Intent (NOI) and subsequent amendments for each ICB opportunity issued by its Host Nation
- Embassy is responsible for immediately forwarding NOIs and all other ICB documents to Commerce
- Embassy will receive DOEs from Commerce and nominate the firms to the bidders lists by forwarding the DOEs to the Host Nation
- Embassy is responsible for responding to inquiries from Commerce and industry regarding NATO procurements tendered by the Host Nation
- Embassy may provide updates on ICB schedules, including expected/actual Invitation for Bid (IFB) release date and bid closing date, as well as information on Host Nation contract selection
- Embassy Team may also advertise Notifications of Intent (NOI) on other websites in order to expand outreach to industry

Additional NATO Opportunities

Companies are encouraged to pursue non-ICB opportunities by joining the suppliers lists of the following NATO entities:

- NATO Maintenance and Supply Agency (NAMSA) Source File
 - <https://www.natolog.com/EPROCUREMENT/>
- NATO Consultation, Command and Control Agency (NC3A) Basic Ordering Agreement (BOA)
 - <http://boa.nc3a.nato.int/>
- Supreme Headquarters Allied Powers Europe (SHAPE) Supplier Database
 - <http://www.nato.int/shape/community/budfin/>
- Supreme Allied Commander Transformation Supplier List
 - <http://www.act.nato.int/>



Instructions for NATO ICB



- Any U.S. firm desiring to participate in NATO ICB must be approved by the Department of Commerce, Bureau of Industry and Security, Office of Strategic Industries and Economic Security
 - If a change in corporate status occurs (e.g. merger, acquisition or reorganization of the relevant business unit), a new NATO ICB application should be submitted
- Firms are required to submit the following for each facility to be approved for NATO bidding:
 - One completed copy of form **BIS-4023P**; separate form to be submitted for each facility
 - Complete legal name & address of entity to be approved entered in item 1
 - Items 3 & 8 should be signed & dated by a security official and a ranking company official, respectively, of the facility seeking NATO ICB approval
 - Item 3 requests information on the facility security clearance required to qualify for participation in bidding on classified procurements. A facility clearance is not required for NATO ICB approval in general nor for nomination to the bidders list for NATO unclassified procurements. A facility clearance is required for nomination to the bidders list for NATO classified procurements.

Instructions for NATO ICB, continued

Instructions for Form BIS-4023P, continued

- To assist in establishing a company's technical ability, Item 5 asks for a narrative resume that provides a description of the facility's recent technical contracts, along with references to work performed for U.S. and local governments, as well as foreign countries
- Item 6 asks for a current annual report or set of financial documents that have been prepared and verified by a CPA. If a separate annual report is not prepared by a subsidiary, the financial report for the parent company may be submitted
- Item 7 should identify the goods and/or services provided by the facility being considered for NATO ICB using the North American Industry Classification (NAIC) code number
- Form BIS-4023P can be downloaded from www.bis.doc.gov/defenseindustrialbaseprograms/osies/natoprograms/bis-4023p.pdf

For questions, contact Ms. Elsie Carroll, telephone (202) 482-8228;
fax (202) 482- 5650; email: ecarroll@bis.doc.gov

Filtered NATO Leads

- To assure that you receive NATO leads accurately and promptly
 - Go to FedBizOpps, **www.fbo.org**
 - Register as a vendor
 - Click on the link **Location/Agency Admin**
 - Go to Table of Contents, section (4) “read and follow the directions”
 - Use *Department of Commerce* and *Bureau of Industry and Security* as your search parameters

Doing Business with NATO

POINTS OF CONTACT

For the Supreme Allied Commander Transformation (SACT):

Mr. Alex McDonald

Deputy Purchasing and Contracting Officer
Supreme Allied Commander Transformation (SACT)
BUDFIN - Purchasing & Contracting Office
Telephone (757) 747-3695
Fax (757) 747-3525
Email: Alex.Macdonald@act.nato.int

For the NATO Consultation, Command and Control Agency (NC3A):

Mrs. Marleen Descamps-De Geest

Senior Contracting Assistant
Basic Ordering Agreements (BOAs)
NATO Consultation, Command and Control Agency
Telephone (011)(32) 2-707-8591
Fax (011)(32) 2-707-8770
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Doing Business with NATO, cont.

POINTS OF CONTACT, cont.

For the NATO Maintenance & Supply Agency (NAMSA):

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NATO Maintenance & Supply Agency (NAMSA)

Procurement Division/Source File Section

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Email: mentringer@namsa.nato.int

For the Supreme Headquarters Allied Powers Europe (SHAPE):

Mr. Danny Hovaere

Chief Purchasing and Contracting Branch

ACE Head of Contacts

Supreme Headquarters Allied Powers Europe (SHAPE)

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Department of Commerce Point of Contact for NATO

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BIS website: www.bis.doc.gov

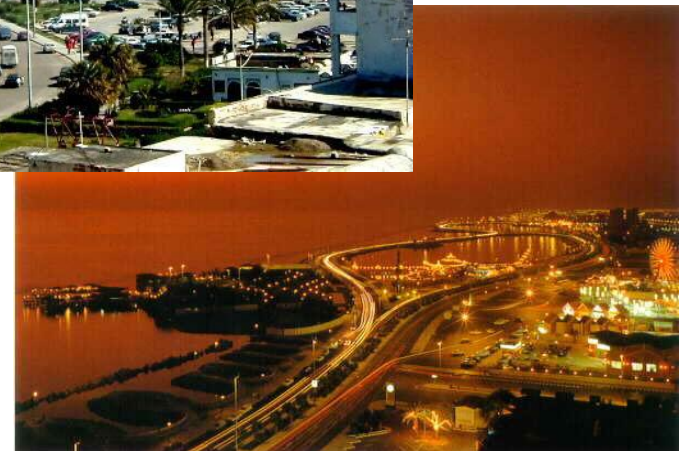
Upcoming Trade Shows

- Milipol Paris 2009
 - November 17-20, 2009
 - Paris, France
- Marine West
 - January 27-28, 2010
 - Camp Pendleton, CA
- Saudi Building and Interiors Exhibition
 - April 4-7, 2010
 - Jeddah, Saudi Arabia
- Marine South
 - April 21-22, 2010
 - Camp Lejeune, NC



Upcoming Trade Shows, Cont.

- SOFEX 2010
 - May 10-13, 2010
 - Amman, Jordan
- Eurosatory 2010
 - June 14-18, 2010
 - Paris, France
- Modern Day Marine
 - Sept. 28-30, 2010
 - Quantico, Virginia
- Construct Libya
 - December, 2010
 - Tripoli, Libya



Techtextil India and Heimtextil India 2011



- International Trade Fair for Technical Textiles and Nonwovens
 - Bombay Exhibition Center, Goregaon (East) Mumbai
 - October 2011
- OTEXA will sponsor a dual exhibition in India at concurrent shows, Techtextil India and Heimtextil India in October 2011.
 - The show brings both the Indian and international textile industries together in the world's most important textile market.
 - Contract, residential and hospitality textiles will be the focus of our pavilion coupled with sectors featuring military textiles, construction textiles, geotextiles, agrotextiles, high-tech sports/outdoor apparel medical and more.

Legal Aspects of Export Market Preparation

Be familiar with US export laws and necessary documentation:

- Foreign Corrupt Practices Act
- Anti-Boycott Act
- Export Controls
- Free Trade Agreement Requirements
- Export Restrictions
- Harmonized System (HS) (Schedule B-US Exports)
- Office of Foreign Assets Controls – List of Specially Designated Nationals and Blocked Persons

www.ustreas.gov/offices/enforcement/ofac/

- For more information, go to www.StopFakes.gov

LAWS
you need to
KNOW



Exporting Strategies

- Learn the country priority.
- Offer the solution.
- Create a marketing strategy.
- Understand the legal system of the host country.
- Work with local partners.
- Learn to drink the wine and beer.
- Create an international investment budget with a prolonged vision for at least three years.
- Face time in the market is crucial.



What's on the Horizon-How to Sell to the Military

- Our next task is to develop a similar guide: “How to Sell to the United Nations”.
 - Disaster Relief is a key component of this study
- Our goal is to foster better ties with the American Red Cross and develop selling to the Red Cross and Red Crescent for disaster relief.



Here's What Industry Has to Say About OTEXA's Export Services...

"Working in partnership with the U.S. D.O.C., particularly with respect to exhibiting at relevant trade shows, has been very helpful for our business.

In particular, it's given us very cost-effective access to numerous export market opportunities that have helped contribute to our growth, and we look forward to continuing these efforts."

Narricott Industries, Associate Member ISEA

Call When You Need Us!

Mary Lynn Landgraf

Senior International Trade Specialist

Office of Textiles & Apparel

U.S. Department of Commerce

Washington, DC 20230

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Email: Mary-Lynn.Landgraf@trade.gov