



# EIB World Trade Headlines

Evolutions In Business • [www.eib.com](http://www.eib.com) • (978) 256-0438  
Fax: (978) 250-4529 • P.O. Box 4008, Chelmsford, MA 01824

January 15, 2014 - Volume 6, Issue 1



## Final Changes to ITAR and EAR

Effective January 6, 2014, The following changes have been made to ITAR U.S. Munitions List (USML) Categories:

- VI - Surface Vessels of War and Special Naval Equipment
- VII -Ground Vehicles
- XIII - Materials and Miscellaneous Articles
- XX - Submersible Vessels and Related Articles

### **Addition of ITAR § 121.4 to provide definitions for the following terms:**

- ground vehicles
- submersible vessels

### **ITAR § 120.38 to provide definitions of the following terms:**

- organizational-level maintenance
- intermediate-level maintenance,
- depot-level maintenance

### **ITAR § 121.15**

- Revision of the definition of “surface vessels of war”
- (iv) continued implementation of a new licensing procedure for the export of items subject to the EAR that are to be exported with defense articles; and
- (v) related changes to other ITAR sections.

(\*Continued On The Following Page)

## **NEWSLETTER NOTES**

Final Changes to ITAR and EAR

February 24-25 2014  
Newport Beach  
CA BIS Western Regional

Foreign Import/Export  
License Requirements

Socom Leads Development of  
“Iron Man” Suit

India Scraps  
AgustaWestland Chopper  
Deal

Lithium Battery Regulations

Lithium Battery Fire  
Behavior

2014 SIA Winter Back To  
Basics Conference March 3-  
5 2014

Secretary of Commerce  
Penny Pritzker Infrastructure  
Business Development....

Bombardier Announces  
Significant Order for 38  
Business Jets

### **Revision of USML Category VI**

- This final rule revises USML Category VI, covering surface vessels of war and special naval equipment, to establish a clearer line between the USML and the CCL regarding controls for these articles.
- The revision narrows the types of surface vessels of war and special naval equipment controlled on the USML to only those that warrant control under the requirements of the AECA.
- A new “(x) paragraph” has been added to USML Category VI, allowing ITAR licensing for commodities, software, and technical data subject to the EAR provided those commodities, software, and technical data are to be used in or with defense articles controlled in USML Category VI and are described in the purchase documentation submitted with the application.
- This rule also revises ITAR § 121.15 to more clearly define “surface vessels of war” for purposes of the revised USML Category VI.

### **Items removed from USML Cat VI:**

- control harbor entrance detection devices formerly controlled under USML Category VI(d) and
- no longer includes submarines, which are now controlled in USML Category XX.
- In addition, articles common to the Missile Technology Control Regime (MTCR) Annex and
- articles in this category are identified with the parenthetical “(MT)” at the end of each section containing such articles.
- The revised USML Category VI does not contain controls on all generic parts, components, accessories, and attachments specifically designed or modified for a defense article, regardless of their significance to maintaining a military advantage for the United States. Instead, it contains a positive list of specific types of parts, components, accessories, and attachments that continue to warrant control on the USML.
- All other parts, components, accessories, and attachments are subject to the new 600 series controls in Category 0 of the CCL.

### **Revision of USML Category VII**

- This final rule revises USML Category VII, covering ground vehicles, to more accurately describe the articles within the category and to establish a clearer line between the USML and the CCL regarding controls over these articles.
- The revision narrows the types of ground vehicles controlled on the USML to only those that warrant control under the requirements of the AECA.
- Changes include the removal of most unarmored and unarmed military vehicles, trucks, trailers, and trains
- (unless specially designed as firing platforms for weapons above .50caliber), and armored vehicles (either unarmed or with inoperable weapons) manufactured before 1956.

(\*Continued On The Following Column)

- Engines formerly controlled in paragraph (f) are now covered in revised USML Category XIX, published April 16, 2013 (see 78 FR 22740) or subject to the EAR in ECCN 0A606 articles in this category are identified with the parenthetical “(MT)” at the end of each section containing such articles.

### **Revisions of USML Category VII:**

- Does not contain controls on all generic parts, components, accessories, and attachments that are specifically designed or modified for a defense article, regardless of their significance to maintaining a military advantage for the United States. Instead, it contains a positive list of specific types of parts, components, accessories, and attachments that continue to warrant control on the USML.
- All other parts, components, accessories, and attachments are subject to the new 600 series controls in Category 0 of the CCL
- A new “(x) paragraph” has been added to USML Category VII, allowing ITAR licensing for commodities, software, and technical data subject to the EAR *provided those commodities, software, and technical data are to be used in or with defense articles controlled in USML Category VII and are described in the purchase documentation submitted with the application.*
- This rule also establishes a definition for ground vehicles in ITAR § 121.4.

### **Revision of USML Category XIII**

- This final rule revises USML Category XIII, covering materials and miscellaneous articles, to more accurately describe the articles within the category and to establish a clearer line between the USML and the CCL regarding controls over these articles.
- Paragraph (c) is removed and placed in reserve; the articles formerly controlled there (i.e., SCUBA, self-contained diving and underwater breathing apparatus) are controlled in ECCN 8A620.f.
- Paragraphs (d), (e), (g), and (h) are reorganized and expanded to better describe the articles controlled therein.
- Paragraph (f) is re-designated to cover articles that are classified. The articles in the former paragraph (f) (i.e., structural materials) are controlled in ECCN 0C617, revised USML Categories VI, VII, and VIII, and in paragraphs (d), (e), and new paragraph (f) of USML Category XIII.

(\*Continued On The Following Page)

- Paragraph (i) is redesignated to control signature reduction software, with embrittling agents (formerly controlled in paragraph (i)) moving to the CCL under ECCN 0A617.f.
- Paragraph (m) is amended to reflect the revisions made throughout this category.
- In addition, articles common to the MTCR Annex and articles in this category are identified with the parenthetical “(MT)” at the end of each section containing such articles.
- A new “(x) paragraph” has been added to USML Category XIII, allowing ITAR licensing for commodities, software, and technical data subject to the EAR *provided those commodities, software, and technical data are to be used in or with defense articles controlled in USML Category XIII and are described in the purchase documentation submitted with the application.*
- Although the articles controlled in paragraph (a) (i.e., cameras and specialized processing equipment) are to be controlled elsewhere on the USML and on the CCL, they will remain controlled in paragraph (a) *until the Department publishes a final rule for USML Category XII and the Department of Commerce publishes its companion rule.*

#### **Revision of USML Category XX**

- This final rule revises USML Category XX, covering submersible vessels and related articles. The revision accounts for the movement of submarines from USML Category VI and consolidates the controls that apply to all submersible vessels in a single category.
- In addition, naval nuclear propulsion power plants for submersible vessels controlled under USML Category XX, formerly controlled under USML Category VI(e), are now controlled under USML Category XX(b).
- Articles common to the MTCR Annex and articles in this category are identified with the parenthetical “(MT)” at the end of each section containing such articles.
- Revised USML Category XX controls only those parts, components, accessories, and attachments that are specially designed for a defense article controlled therein. All other parts, components, accessories, and attachments become subject to the new 600 series controls in Category 8 of the CCL published separately by the Department of Commerce.
- A new “(x) paragraph” has been added to USML Category XX, allowing ITAR licensing for commodities, software, and technical data subject to the EAR *provided those commodities, software, and technical data are to be used in or with defense articles controlled in USML Category XX and are described in the purchase documentation submitted with the application.*

- This rule also creates ITAR § 121.14 to more clearly define “submersible vessels and related articles,” and makes conforming edits to ITAR §§ 123.20, 124.2, and 125.1 (nuclear related controls).

#### **Definition for Maintenance Levels**

- This final rule provides definitions for “organizational-level maintenance,” “intermediate-level maintenance,” and “depot-level maintenance.”

*For further information, please contact: Ms. Sarah J. Heidema, Acting Director, Office of Defense Trade Controls Policy, Department of State, telephone (202) 663-2809*

### **February 24-25, 2014 Newport Beach, CA The Bureau of Industry and Security Western Regional Office Presents The 9<sup>th</sup> Annual Export Control Forum February 24-25, 2014 Newport Beach, California**

The Export Control Forum is a one-and-a-half day program dedicated to bringing the business community up-to-speed on the latest initiatives underway in the export control field, including the latest developments in the Export Control Reform initiative.

Over the day-and-a-half program, you will hear key policy management, technical, legal, and enforcement personnel from the Bureau of Industry and Security and other relevant agencies provide detailed information on recent changes and those contemplated. Day one will conclude with a networking reception, offering you the opportunity to mingle and discuss issues of concern with the presenters and other participants. On day two, we will continue in plenary session; there will be no breakout sessions as in previous years.

For those of you who have requested an Update-like offering on the west coast, this is it! The streamlined day-and-a-half format is intended to provide a lot of value in a package that fits into your busy schedule.

#### **Location/Time**

The Export Control Forum will be held February 24-25, 2014 at the Radisson Hotel, located at 4545 MacArthur Boulevard, Newport Beach, CA 92660. Registration and continental breakfast will begin at 7:00 AM on day one. The Forum sessions will run from 8:30am to 5:00pm. The day will conclude with a reception from 5:15pm to 7:15pm. Day two will commence with a continental breakfast at 7:00am. The event concludes at noon on Tuesday. Advanced registration is required.

For more Info <http://www.bis.doc.gov/>

## Foreign Import/Export License Requirements (Hong Kong/Singapore)

Exporters should be aware that their foreign customers might be required to obtain import and re-export licenses from their own government whether or not an individually validated U.S. export license is required. BIS strongly encourages U.S. exporters to know whether foreign customers are obligated to obtain licenses. As a best practice, prior to shipment, BIS recommends U.S. exporters provide foreign customers with the Export Control Classification Number (ECCN) of items to be exported and request a copy of any required licenses.

Failure of a foreign customer to honor a request to provide a copy of any required licenses would present a "red flag" that indicates an export may be destined for an inappropriate end use, end user or destination. (For "red flag" guidance, see Supplement No. 3 to Part 732 of the EAR.)

Officials of Hong Kong's and Singapore's trade agencies recently requested that BIS remind U.S. exporters of their licensing requirements. Information on those requirements may be found at:

<http://www.tid.gov.hk> Hong Kong Trade and Industry Department website

<http://www.customs.gov.hk> Hong Kong Customs and Excise Department website

<http://www.customs.gov.sg> Singapore Customs website



## Socom Leads Development of 'Iron Man' Suit

U.S. Special Operations Command is using unprecedented outreach and collaboration to develop what its commander hopes will be revolutionary capabilities: a suit that's been likened to the one worn by the "Iron Man" movies superhero that offers operators better protection, enhanced performance and improved situational awareness.

The Tactical Assault Light Operator Suit, or TALOS, is the vision of Navy Adm. William H. McRaven, Socom's commander. He challenged industry and defense representatives at a Socom conference in May to come up with the concepts and technologies to make the suit a reality.

Exactly what capabilities the TALOs will deliver is not yet clear, explained Michael Fieldson, Socom's TALOS project manager. The goal is to provide operators lighter, more efficient full-body ballistics protection and super-human strength. Antennae and computers embedded into the suit will increase the wearer's situational awareness by providing user-friendly and real-time battlefield information.

Integrated heaters and coolers will regulate the temperature inside the suit. Embedded sensors will monitor the operator's core body temperature, skin temperature, heart rate, body position and hydration levels. In the event that the operator is wounded, the suit could feasibly start administering the first life-saving oxygen or hemorrhage controls.

Fieldson admitted that the analogy to the suit that the Tony Stark character wore in the "Iron Man" movies may be a bit of a stretch. The TALOS, for example, isn't expected to fly.

But beyond that, there's little that Fieldson -- or anyone else at Socom -- is ready to rule out.

In a departure from past practices of introducing new products piecemeal, adding bulk and weight to operators' kit, the TALOS will be a fully integrated "system of systems," Fieldson said. To offset the weight of computers, sensors and armor that make up the suit, operators will have an exoskeleton -- a mechanism that carries the brunt of the load.

"The intent is to have this fully integrated system so you can provide the most capability at the lowest impact to the soldier," Fieldson said. "We think there is some efficiency to be gained if all the equipment is fully integrated as opposed to different components that are simply assembled on the human."

Keeping the systems and the exoskeleton powered will require more than today's batteries can deliver. So along with the TALOS technologies, Socom is calling on the scientific and technical community to come up with reliable and portable power sources.

“We are really looking at stretching the bounds of science and technology,” Fieldson said.

That’s led Socom to reach out to partners within DOD as well as industry and academia for help in pushing today’s technological limits.

The command is working with the Defense Advanced Research Projects Agency, as well as U.S. Army Natick Soldier Research, Development and Engineering Center and the U.S. Army Research, Development and Engineering Command, among other DOD organizations, to tap into projects already underway.

DARPA, for example, is making headway on its Warrior Web project, designed to boost troops’ stamina and carrying capacity without sacrificing speed or agility. The concept includes a lightweight undersuit that would augment the efforts of the wearer’s own muscles.

“Many of the individual technologies currently under development show real promise to reduce injury and fatigue and improve endurance,” said Army Lt. Col. Joseph Hitt, DARPA’s Warrior Web program manager. “Now we’re aiming to combine them -- and hopefully some new ones, too -- into a single system that nearly every soldier could wear and would provide decisive benefits under real-world conditions.”

The Natick lab is busy identifying high-technology armor and mobility technologies with plans to integrate them into a first-generation TALOS system ready for demonstration by the end of June, reported Greg Kanagaki, project engineer for Natick’s Unmanned Equipment and Human Augmentation Systems Team.

Natick personnel also are serving as subject-matter experts for the TALOS project, particularly in the areas of mobility, human performance and thermal management, Kanagaki said.

Meanwhile, officials at the U.S. Army Research, Development and Engineering Command say their programs have a direct application to TALOS as well.

“[The] requirement is a comprehensive family of systems in a combat armor suit where we bring together an exoskeleton with innovative armor, displays for power monitoring, health monitoring, and integrating a weapon into that -- a whole bunch of stuff that RDECOM is playing heavily in,” said Army Lt. Col. Karl Borjes, the command’s science adviser.

“RDECOM cuts across every aspect making up this combat armor suit,” he said. “It’s advanced armor. It’s communications, antennas. It’s cognitive performance. It’s sensors, miniature-type circuits. That’s all going to fit in here, too.”

Socom has called on the private sector, too, inviting not just its traditional industry partners, but also those who have never before worked with the command, to participate in the TALOS program.

*(\*Continued On The Following Column)*

“There is no one industry that can build it,” Socom’s Senior Enlisted Advisor Army Command Sgt. Maj. Chris Faris said during a panel discussion at the command’s MacDill Air Force Base, Fla., headquarters, as reported by the Defense Media Network.

The outreach has generated a lot of interest. Socom’s TALOS planning session this past summer attracted representatives of 80 colleges, 10 universities and four national laboratories. At a demonstration in July, 80 companies demonstrated technologies ranging from advanced body armor, some using liquids that turn solid on impact, to power supplies to exoskeleton mechanisms.

Socom’s goal, Fieldson said, is to have a TALOS prototype within the next year and to have the suit ready for full field testing within five years. That timetable is revolutionary for the military research, development and acquisition world, even for rapid-equipping programs.

As the only combatant command with acquisition authority, Socom is able to accelerate the TALOS project, Fieldson explained. The command’s acquisition executive and research and development staff share a building at MacDill Air Force Base, which he said promotes close collaboration and speedy decision-making.

“We have access that is nontraditional and that absolutely helps us,” Fieldson said. “We can bounce ideas back and forth against the leadership and ensure that what we are doing makes sense ... I think that is critical to trying to develop this system within the timeline we are working toward.”

Also, in a departure from traditional development projects, Socom’s Acquisition Center staff established an innovation cell to lead the effort, advised by operators and focused on transforming business processes to solve the extreme integration challenges associated with TALOS.

“Because of the technical challenges and the compressed timeline, we are going to take more ownership on the government side than we typically take,” Fieldson said.

“We are going to go in and make some decisions that we sometimes rely on industry partners to make for us,” he said. “That allows us to reach out to a broader audience. That way, if there is a great idea in some nontraditional organization, we can integrate it” without relying on a commercial company to do so.”

“We are really changing the process,” Fieldson said. “And the reason we are doing that is to try to streamline the overall effort and drive down both the cost and the schedule. That way, we get the best possible equipment to our force as quickly as possible.”

Although the TALOS is initially intended for special operators involved in high-risk missions, it has implications for the conventional force as well, Fieldson said. “We have a long history at Socom of developing things first and then the technology moving out to the broader force,” he said. “We fully expect that to happen with this one as well. I think there will be a lot of spinoff

## India Scraps Agusta Westland Chopper Deal Over Bribe Allegations

India cancelled on Wednesday a 556-million-euro (\$753 million) contract with Anglo-Italian firm AgustaWestland to buy luxury helicopters for VIPs amid bribery allegations.

The deal signed in February 2010 was scrapped after Defense Minister A. K. Antony held a meeting with Prime Minister Manmohan Singh whose Congress-led government has been buffeted by a string of corruption scandals.

A defense ministry statement said the government had "terminated with immediate effect the agreement" with AgustaWestland International Ltd (AWIL) to supply 12 helicopters "on grounds of breach of a pre-contract integrity pact and the agreement by AWIL".

India suspended the deal in 2013 after Italian investigators began looking into accusations that AgustaWestland paid bribes to win the contract.

The Italian boss of AgustaWestland's parent company Finmeccanica was arrested last February over the case -- touching off a firestorm in India.

The latest move by the Indian defense ministry is seen as a government attempt to contain the fallout from the corruption scandal before elections due by May. In November, the helicopter maker had sought arbitration to try to salvage the contract, a request that the Indian government had rejected.

But India has now appointed its own arbitrator "with a view to safeguard the interest of the government", the defense ministry statement said.

The government had believed "integrity-related issues are not subject to arbitrations," the statement said.

"However, AWIL (AgustaWestland) has since pressed for arbitration and appointed an arbiter from its side.

"In view of this, the Ministry of Defense (MOD) sought afresh the opinion of the attorney general.

"With a view to safeguard the interest of the government, the MOD has nominated Justice B.P. Jeevan Reddy as its arbitrator."

Italian prosecutors suspect kickbacks worth around 10 percent of the deal -- \$67.6 million (50 million euros) -- were paid to Indian officials to swing the deal in favour of AgustaWestland, according to Italian media reports.

*(\*Continued On The Next Column)*

India has already received three of the helicopters, intended to be used by such dignitaries as the prime minister and the president, but Antony halted deliveries of the remaining nine.

India's auditor general said in a report last year that the defense ministry "deviated from procurement procedure and tender on several instances in the deal" including altitude requirements.

Indian detectives raided the home of former air force chief S.P. Tyagi as part of the probe into the allegations of bribery. Tyagi has denied any wrongdoing.

Cash was allegedly handed to Tyagi's cousin, with more money funneled via a web of middlemen and companies in London, Switzerland, Tunisia and Mauritius.

The purchase also came under scrutiny from Italian investigators probing allegations the Italian group had broken the law by bribing foreign officials.

The company denies any wrongdoing. A spokesman for the company in India was not immediately available to comment on the latest developments.

The cancellation is expected to be a major blow to AgustaWestland, which has a factory in southwest England. The decision will also be a severe setback to Finmeccanica, whose chief executive Giuseppe Orsi resigned from behind prison bars last February.

Orsi denies any wrongdoing and his lawyer called the allegations against him "inconsistent" and his arrest "unjustified".



Read more: [http://www.asdnews.com/news-52844/India\\_scraps\\_AgustaWestland\\_chopper\\_deal\\_over\\_bribe\\_allegations.htm?HASH=c8f69915b03274a709972e2947c2767d&utm\\_source=ASDNews&utm\\_medium=email&utm\\_campaign=ASDNews+Daily+Z1&utm\\_content=jeanette%40eib.com#ixzz2pFqM6aCm](http://www.asdnews.com/news-52844/India_scraps_AgustaWestland_chopper_deal_over_bribe_allegations.htm?HASH=c8f69915b03274a709972e2947c2767d&utm_source=ASDNews&utm_medium=email&utm_campaign=ASDNews+Daily+Z1&utm_content=jeanette%40eib.com#ixzz2pFqM6aCm)

## LITHIUM BATTERY REGULATIONS

The regulations applicable to air shipments of lithium batteries have changed. Compliance with the new regulations becomes mandatory January 1, 2013.

Note: Readers of this information are urged to monitor the work of the U.S. Department of Transportation's Pipeline and Hazardous Materials Safety Administration (PHMSA) for up to date information. See PHMSA's website at the following address: <http://hazmat.dot.gov>

### Shipping Lithium Batteries by Air Service

Please use the following information as a general guide only, all shippers are required to understand and comply with the applicable regulations pertaining to their domestic and international shipments. Full air regulation information is published by the International Air Transport Association (IATA) and can be found at:

<http://www.iata.org/lithiumbatteries>

When lithium batteries of relatively small electrical capacity are shipped in small quantities in accordance with the regulations, packages are not fully regulated as Dangerous Goods and do not require a UPS Dangerous Goods contract.

This guide is for illustrative purposes only. Please reference IATA regulations when shipping lithium metal or lithium ion batteries or cells:

<http://www.iata.org/lithiumbatteries>

### Lithium Battery Fire Behaviour

Lithium batteries are capable of spontaneous ignition and subsequent explosion due to overheating. Overheating may be caused by electrical shorting, rapid discharge, overcharging, manufacturers defect, poor design, or mechanical damage, among many other causes.

Overheating results in a process called thermal runaway, which is a reaction within the battery causing internal temperature and pressure to rise at a quicker rate than can be dissipated.

Once one battery cell goes into thermal runaway, it produces enough heat to cause adjacent battery cells to also go into thermal runaway. This produces a fire that repeatedly flares up as each battery cell in turn ruptures and releases its contents. The result is the release of flammable electrolyte from the battery and, in the case of disposable lithium batteries, the release of molten burning lithium. An enormous issue is that these fires can't be treated like "normal" fires and require specific training, planning, storage, and extinguishing interventions.

The amount of data relative to the fire behaviour of large format batteries is limited. However we can predict that when a battery goes into thermal runaway, the propagation creates identifiable markers; the battery behaves in a certain way. The fire may be a progressive burn-off or one that is explosive in nature. Both of these types of thermal events, as well as their negative by-products (jettted shrapnel, molten metal, burning

## 2014 SIA WINTER BACK TO BASICS CONFERENCE, MARCH 3-5, 2014 - LAGUNA CLIFFS MARRIOTT RESORT & SPA, DANA POINT, CA

Emphasis will be placed on the License Application Process and becoming familiar with the various types of licenses - DDTC & BIS

You will be introduced to Export Control Reform How to submit a Commodity Jurisdiction and Classifying your Products - ITAR & EAR

Learning about ITAR Exemptions  
ITAR Compliance  
EAR Licensing for NEW "600 Series" items – Day 3  
Learning about EAR Exceptions

### Calendar Events for 3-Mar-14 to 5-Mar-14

#### 2014 Winter Back to Basics Conference

##### Speaker's Name:

**Day:** Monday 3-Mar-14 7:00 AM to Wednesday 5-Mar-14 5:00 PM

**Location:** Laguna Cliffs Marriott 25135 Park Lantern Dana Point, CA 92629

**Summary:** CLICK below TO VIEW THE CONFERENCE AGENDA. THIS BROCHURE...

Register Mapquest | Add to Calendar

**Posted by:** Jill Garrison

[http://www.siaed.org/attachments/wysiwyg/1382/2014%20WinterBasics\\_Agenda\\_Details.pdf](http://www.siaed.org/attachments/wysiwyg/1382/2014%20WinterBasics_Agenda_Details.pdf)



## Secretary of Commerce Penny Pritzker Infrastructure Business Development Mission to the Middle East

**United Arab Emirates - Saudi Arabia - Qatar | March 8-14, 2014** Secretary of Commerce Penny Pritzker will lead a senior-executive Business Development Mission to the Gulf Cooperation Countries (GCC) of the United Arab Emirates, Saudi Arabia and Qatar. This mission will highlight export opportunities for U.S. businesses in three leading industry sectors with an emphasis on project management and engineering (including construction, architecture and design), renewable energy (solar, wind, waste-to-energy), smart grid and energy efficiency, and environmental technologies (including water/wastewater; air pollution control; and waste management).

“Connecting U.S. businesses with opportunities in new markets is a fundamental to the mission of the Department of Commerce and our ‘Open for Business Agenda,’” said **U.S. Secretary of Commerce Penny Pritzker**. “This is a particularly exciting time to be looking toward the Middle East and countries such as the United Arab Emirates, Saudi Arabia, and Qatar as a destination for U.S. exports, especially in the infrastructure sector. Exports now support nearly 10 million U.S. jobs, up 1.3 million since 2009. Trade missions like these are critical to building on that success, and to furthering the Obama Administration’s efforts to help U.S. businesses compete and succeed in the global economy.”

### Why participate in the Infrastructure Mission to the UAE, Saudi Arabia and Qatar?

Business Development Missions organized by the Department of Commerce provide a unique opportunity for businesses interested in exploring export opportunities overseas. Participating U.S. companies will meet with prescreened potential partners, agents, distributors, representatives, and licensees. The agenda will also include meetings with high-level national and local government officials, networking opportunities, and country and industry briefings.

A past trade mission participant from the architectural design firm, EHDD Architecture, highlighted her experience with the following statement:

“The overview of the economic and political situations was invaluable and reinforced our understanding of doing business in India. The dozens of meetings we had over the course of four days created direct and tangible results- direct project leads and relationships with potential new clients evolved overnight; something that would have taken years for us to establish on our own...”

*“A People That Values its Privileges Above  
its Principles Soon Loses Both”*

*~Dwight D Eisenhower~*

## Bombardier Announces Significant Order for 38 Business Jets

Bombardier Aerospace announced today it has received a firm order for 38 Bombardier business aircraft, including 28 Global business jets and 10 Challenger 605 business jets, from an undisclosed customer. The transaction is valued at approximately \$2.2 billion US, based on 2013 list prices for typically equipped aircraft.

Bombardier’s Global jets are designed to feature superior speed, cabin volume, range and technology to offer passengers the ultimate business jet experience. The Global aircraft family uniquely covers the large, ultra long-range category with four aircraft models and addresses the increasing needs of business jet travelers and operators to rapidly link key international city pairs non-stop.

The Challenger 605 wide body business jet is designed to set new standards for all-around performance and builds on the quality and reliability of its predecessor, the acclaimed Challenger 604 jet. The Challenger 605 jet is an impressive intercontinental jet that can whisk 12 passengers three crew from New York City to London non-stop.

Source : **Bombardier Aerospace**



***NOTE: In accordance with Title 17 U.S.C. Section 107, this material is distributed without profit or payment for non-profit news reporting and educational purposes only.***