



*ICAP Meeting  
Fuzes/Timers Sector*

**February 2, 2011**

**Presented by:  
Ken Kelly**





## *Accomplishments*

- **Nothing new to report since October, 2010 meeting**

## ***Challenges / Concerns***

- **All of those presented in October remain as challenges / concerns in the eyes of the Fuzes and Timers Sector.**
- **Government (DCMA) getting more deeply involved in day to day issues related to contractor's compliance with DoD Safety Manual (4145.26M).**
- **Multiple Agencies (e.g. DOT, BATF, HSA, DSS) involved in assessing compliance with regulations that overlap and that are not always consistently interpreted.**
- **The length of time that it takes to get contracts awarded and the ripple effect that this causes down to the subcontractor / supplier level.**
  - In addition, some DoD organizations will not provide status updates that can be used for management awareness and resource planning purposes

# ***International Sales***

- **Export restrictions for U.S. products and technology remain an obstacle. Delays, denials and uncertainties undermine the competitive position of U.S. firms with regard to foreign competitors.**
- **Inconsistent handling of FMS versus DCS sales from one Service to another.**
  - Some allow international customers to ‘compete’ their requirements
  - Desire on the part of some agencies to make all international sales flow through the FMS process
- **Recent focus on enforcement of a requirement for Anti-Tampering Executive Agent (ATEA) Review for export of Major Defense Articles. Sponsoring DoD agency’s review must accompany DSP-5 application.**
  - **Question – Who is PEO Ammo point of contact for ATEA review?**

## ***Soft Landing Outlook***

- **Sector feedback is that they have not seen any new developments or perspectives in this area**
- **No evidence of positive change**
- **Concern over the fact that DoD acquisition policy is leading to increased competition for items that have historically been sole source or dual source. This brings additional pressure on the existing Industrial Base**

# *Quality of Work Environment*

- **Little feedback received from Fuzes and Timers Sector constituents**
- **Overall assessment is that the Sector members:**
  - Have dedicated Employee Health and Safety Departments
  - For the most part, build product in air conditioned, White Room areas in which good air quality is consistently maintained
  - Offer their employees various Health and Wellness programs (including Stress Management; programs to help them deal with issues that affect them in their at work or outside of work lives, etc.)
  - Have Continuous Improvement programs that focus on work environment (both office and factory) enhancements as well as manufacturing process improvements