

The International Trade Administration's Top Markets Series

The International Trade Administration's Top Markets Series is meant to help exporters determine their next export market by comparing opportunities across borders. Each report ranks future export opportunities within an industry based on a sector-specific methodology. The reports provide a detailed assessment of the competitiveness landscape within a sector, as well as the opportunities and challenges facing U.S. exporters in key markets. Each report is available for download. Interested exporters can also download or view individual case studies within larger reports.

[2016 Top Market Reports - Defense Products](#)

This Report highlights opportunities for U.S. defense companies to further develop and promote global exports and uncover strategic growth markets. This report provides key trade statistics and trends in the defense sector as well as general challenges and opportunities by region, country and product groupings. Additionally, this report provides exporters with a general assessment of selected markets by providing regional and country case studies.

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[Defense Export Handbook](#)

The Defense Export Handbook serves as the second part of a tool-kit for defense exporters, particularly those who are new-to-market or new-to-export. This handbook is a follow-on to the 2016 Defense Market Report issued by the International Trade Administration (ITA), U.S. Department of Commerce in June 2016. It is a targeted compilation of current policies, procedures, and resources to help guide U.S. exporters.

To support exporters of defense and dual use products, this handbook seeks to streamline research and help U.S. exporters navigate the rules, policy changes, and regulations that are inherent in the defense transfer process and export control laws. This handbook briefly summarizes the Foreign Military Sales (FMS) and Direct Commercial Sales (DCS) defense transfer processes, provides export promotion and

+market opportunity resources to guide U.S. defense companies targeting export markets, and also provides an overview of export control regulations - all in one place.

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The U.S. Commercial Service Aerospace and Defense Global Team

The U.S. Commercial Service is the lead trade promotion group for the ITA, part of the U.S. Department of Commerce. The team includes trade specialists throughout the United States, as well as local staff in 75 markets around the world that focus on the aerospace and defense sector. The Aerospace and Defense Global Team is dedicated to enhancing the global competitiveness of the U.S. aerospace industry, expanding market access, and increasing exports. The U.S. Commercial Service achieves client results via four key services:

- 1. Business matchmaking**
- 2. Trade counseling**
- 3. Market intelligence**
- 4. Commercial diplomacy.**

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