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Minister's Launch of Raytheon Australia Industry Development Unit Welcomed

ADELAIDE – 1 July 2009: The Managing Director of Raytheon Australia, Ron Fisher, today welcomed the launch of the company's Industry Development Unit (IDU) by the Minister for Defence Personnel, Materiel and Science, the Hon. Greg Combet.

Mr Fisher said "Raytheon Australia's Industry Development Unit will promote the interests of local defence firms by identifying and facilitating business opportunities through the Raytheon global supply chain. The unit will be established under a new three year agreement between the Defence Materiel Organisation and Raytheon Australia.

"The Raytheon Australia Industry Development Unit will identify potential opportunities for Australian firms, mentor Australian industry on the US defence market, work with the DMO and other Federal Government agencies to co-ordinate trade missions and help break down the barriers that may otherwise deter local firms from doing business in the US defence market.

"Raytheon has a strong understanding of US export control arrangements including the International Traffic in Arms Regulations (ITAR), other US Government acquisition regulatory requirements and intellectual property issues. It will be one of the tasks of the unit to help guide local firms through this maze of process.

"The unit will also distribute expressions of interest to Australians SME's for relevant technologies and products and work to secure new business for local industry.

"This is an important next step in Raytheon's drive to encourage small and medium sized Australian firms. Already we have secured work for Australian SME's in the Raytheon global supply chain, most notably, the Brisbane based SME, Micro Ltd, whose components are being sourced for Raytheon's ALR67(v)3 radar warning receiver on F/A-18's in Australia, the United States and elsewhere.

"We regard ourselves as market leaders in the promotion of Australian SME's. In recent years our efforts have provided them with practical help including training, missions to the United States to attend Raytheon Company supply chain events and our own Raytheon Australia SME Forums.

-2-

“Building Australia’s defence industry and the involvement of small and medium sized enterprises in particular is a responsibility that belongs to us all. As a leading player in this industry, I believe that we all gain when we can bring together the innovation and agility of local SME’s with the mature processes, management skills and wealth of international resources of companies such as Raytheon,” Mr Fisher said.

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With facilities located across the country, Raytheon Australia is a highly capable prime contractor with an engineering and technical workforce of 1300 backed by world-class management and quality systems. This local presence is bolstered by strong relationships with small and medium sized enterprises and access to the global resources of Raytheon Company.

Raytheon Company, with 2008 sales of \$23.2 billion, is a technology and innovation leader specialising in defence, homeland security and other government markets throughout the world. With a history of innovation spanning 87 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 73,000 people worldwide.

Further information:

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