
Policy on Letters Encouraging Foreign Governments to Procure from American Sources

By

William J. Perry
Secretary of Defense

[The following memorandum, dated 21 July 95, subject as above, was furnished to the addressees listed below.]

Departmental personnel may be requested to send recommendations regarding particular firms or their products to foreign governments. It is the general policy of the Department of Defense to encourage foreign governments to buy American defense-related products when sales of such products are consistent with United States national security and foreign policy interests and the products are authorized by the United States Government for international marketing or export. Officials of the Department of Defense should not endorse specific commercial firms or products or recommend specific commercial firms or products to prospective purchasers except when the conditions above are met and under the following circumstances.

Addressees may encourage allied and friendly foreign governments to purchase the same defense equipment or supplies that are used by the Department of Defense (i.e., standard equipment or supplies) in order to further the United States interest in standardization and interoperability with the armed forces of allied and friendly nations.

Addressees may also encourage allied and friendly foreign governments to purchase non-standard defense equipment or supplies of American firms, including equipment and supplies previously used by the Department of Defense but no longer in inventory, when the non-standard equipment and supplies are more suitable to the mutual security interests of the United States and the foreign governments.

Addressees may also encourage foreign governments to purchase goods or services from a particular American firm if the firm's goods or services will meet the purchaser's requirements and where it has been verified that the firm is the only American firm competing for a foreign purchase. No recommendation should be made where the Department's experience with the firm and its products have been unsatisfactory.

Generally, care should be taken not to support one American firm over another.

Any exception to this policy must be approved by the Secretary, the Deputy Secretary of Defense, or the Under Secretary of Defense for Acquisition and Technology.

Addressee List: Secretaries of the Military Departments
Chairman of the Joint Chiefs of Staff
Under Secretaries of Defense
Director, Defense Research and Engineering
Assistant Secretaries of Defense
Director, Operational Test and Evaluation
Directors of the Defense Agencies