



**DEPARTMENT OF THE NAVY**

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IN REPLY REFER TO:

Ser 321MS/345/11  
19 September 2011

Honorable Kevin Wolf  
Assistant Secretary for Export Administration  
Room 3886c BIS  
U.S. Department of Commerce  
Washington DC 20230

Dear Mr. Wolf,

I am writing to request the support of the Bureau of Industry and Security (BIS), Office of Technology Evaluation (OTE), in the initiation of an industrial base survey and assessment of the U.S. Underwater Acoustics Transduction industry. The purpose of this assessment would be to analyze the health and competitiveness of the industry and to develop recommendations to ensure the ability of the industry to support Navy missions and programs.

The Office of Naval Research (ONR) seeks to benchmark the Underwater Acoustics Transduction industry (companies, universities, and government facilities) in order to better understand the complicated supply chain, which supports critical defense programs. ONR is concerned about the ageing workforce that is responsible for maintaining and upgrading our nation's underwater acoustics transducer technology base with tightening defense budgets and limited commercial applicability. There is a possibility that important aspects of this defense-critical sector may be at risk.

For the purposes of conducting this assessment, ONR is prepared to enter into a project Interagency Agreement with BIS. In addition, ONR will also provide the necessary funding and technical support needed to develop the requested industry survey and final assessment.

We appreciate your consideration of this request and we are looking forward to the opportunity to work with OTE on this important project.

If you have any questions regarding this request, please contact Dr. Mike Traweck (703-696-4112) or Dr. Jan Lindberg (703-696-7116) at ONR. You may also contact Dr. Kevin Smith, Naval Postgraduate School (571-858-3251), who is working closely with ONR on this effort.

Sincerely,

A handwritten signature in black ink, appearing to read "Frank L. Herr".

Frank L. Herr, Ph.D., SES  
Head

Ocean Battlespace Sensing S&T Department