

XTEK gets US\$2.1 million in orders, secures export license

APDR Staff 15/12/2020



XTEK announced that its US subsidiary, HighCom Armor Solutions has secured approval for permanent export licenses for ballistic products to Mexico City, with current export orders worth a total of US\$2.1 million. This follows the approval of a Warehousing Distribution Agreement (WDA) with strategic partner Performance Materials S.A. de C.V by the US State Department office of Directorate of Defense Trade Controls.

The award is for a permanent export license for hard armour plate and helmet products to a number of Mexican government customers projected to value armour products distribution over the next 10 years up to US\$50 million.

Philippe Oduard, XTEK managing director, said “previously, exports to Mexico were limited by the need to continuously request export licences for quantities of any size, with each request typically taking several weeks to be awarded – so this new license streamlines the process significantly and makes it a much more attractive opportunity to export to these Mexican customers. The orders represent the start of a new expansion into Mexico that we are confident will build significantly.”

The WDA will allow an expedited approach to the company’s Mexico strategy for distribution of Level IV and other USML personal protective equipment. The primary end use will be for Federal, State, and Local Municipal personal protection deployment. This will accelerate the company’s approval of exports and delivery of product that will support continued growth. The appointment of this new distributor in Mexico City is expected to further support and accelerate future export orders.

<https://asiapacificdefencereporter.com/xtek-gets-us2-1-million-in-orders-secures-export-license/>