



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## Foreign Military Sales (FMS) DLA Overview

Daniel Neidert  
DLA Land & Maritime



# Agenda



Bottom Line Up Front

FMS Role in U.S. Foreign Relations

Scope of FMS Business

DLA Sales

DLA Organization

Top Federal Supply Classes (FSCs)

Top Countries Driving Sales

DLA Support

Required Shipping Documentation



# Bottom Line Up Front



Increasing  
Opportunities to  
grow business with  
Foreign Military Sales





# FMS Role in U.S. Foreign Relations



- Contributes to partner's security
- Stabilizes regions
- Enhances military to military cooperation
- Enables interoperability
- Leads to lasting relationships



WARFIGHTER SUPPORT



STEWARDSHIP EXCELLENCE



WORKFORCE DEVELOPMENT



# Total FMS Scope – Fiscal Year 2011



Foreign Military Sales

**12,873 cases**

**valued at \$349B**

**With 223 Countries**

**and International Organizations**

International Training  
over 64,100 Students  
from over 160 Countries



Humanitarian Assistance

345 projects

in 73 countries

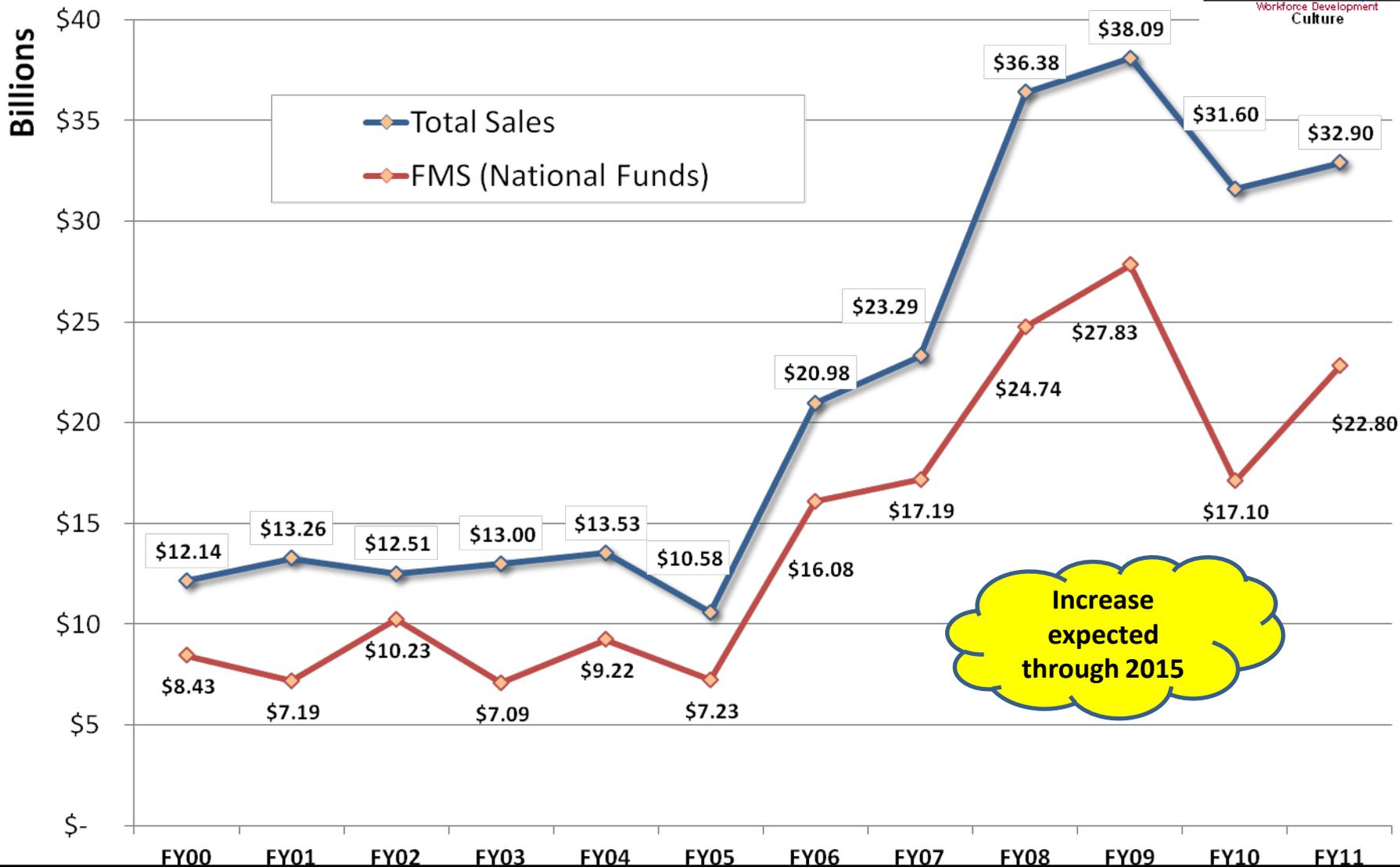
Regional Centers for Security Studies

8,800 Participants

from over 150 Countries

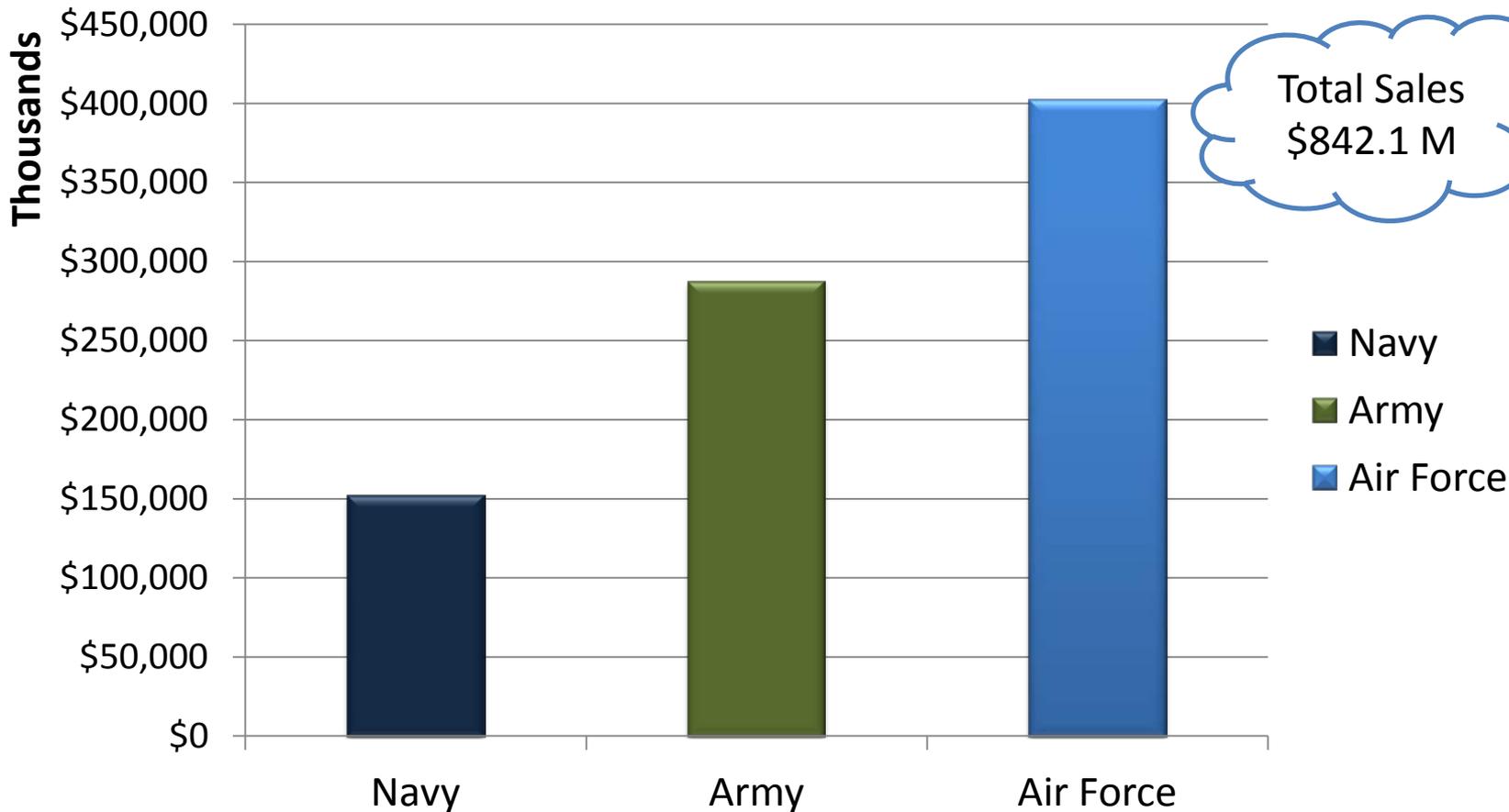


# Total FMS Sales Trends



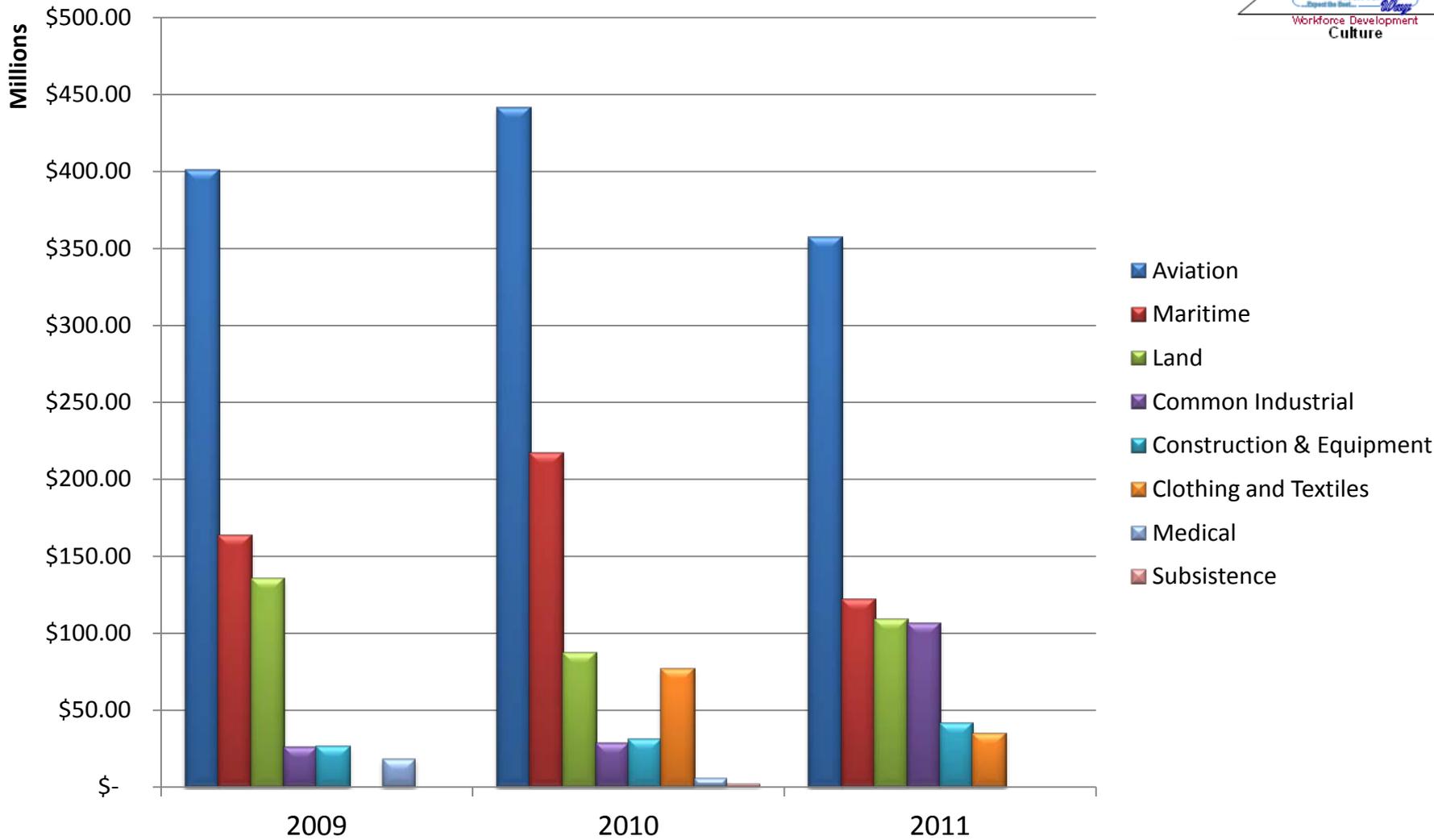


# 2011 DLA FMS Sales





# DLA FMS Sales by Supply Chain





# DLA Organization

## Defense Logistics Agency

### Customer Operations (Demand Chains)

DLA Aviation –  
Richmond, VA  
- Air Force FMS CRM Cell

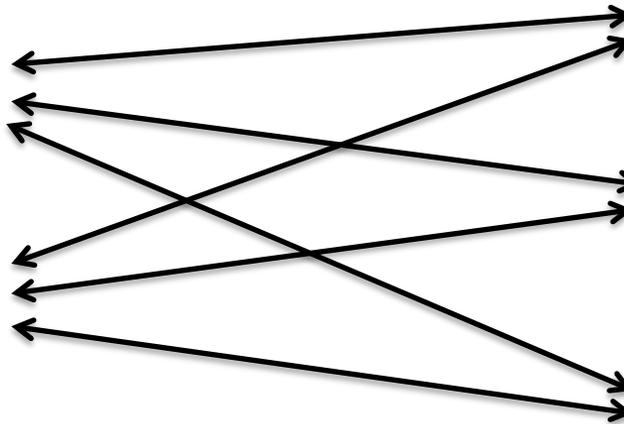
DLA Land & Maritime –  
Columbus, OH  
- Army FMS CRM Cell  
- Navy FMS CRM Cell

### Supplier Operations (Supply Chains)

DLA Aviation –  
Richmond, VA  
- Aviation

DLA Land & Maritime –  
Columbus, OH  
- Land  
- Maritime

DLA Troop Support –  
Philadelphia, PA  
- Medical  
- Clothing & Textiles  
- Subsistence  
- Construction & Equipment  
- Common I Industrial



\* CRM Cell = Customer Relationship Management Cell



# DLA FMS Sales – Top Federal Supply Classes



Federal Supply Class (FSC)		
5945	Plate, Sheet, Strip, Foil, and Wire: Precious Metal	Maritime
5306	Bolts	Aviation
6110	Electrical Control Equipment	Aviation
5342	Hardware, Weapon System	Aviation
5340	Hardware, Commercial	Land
4730	Fittings and Specialties: Hose, Pipe and Tube	Maritime
5365	Bushings, Rings, Shims and Spacers	Aviation
5360	Coil, Flat and Wire Springs	Land
6695	Combination and Miscellaneous Instruments	Aviation
5975	Electric Hardware, Supplies	Aviation



# DLA Top Air Force FMS Customers



Country	Orders Filled 2011		Backorders		Weapon Systems
S. Korea	30,745	\$77.79M	3,612	\$31.38M	F-16, F-5 E/F, F-4 D/E, F-15 K
Turkey	11,364	\$58.27M	1,623	\$24.58M	F-16, F-35, KC-135 R
Israel	16,824	\$43.49M	1,720	\$ 9.59M	F-15, F-16, T-6, A-4, CH-53
Saudi Arabia	10,879	\$33.90M	1,572	\$ 16.82M	F-15, F-5, Bell 205/412 Huey
Taiwan	8,547	\$30.45M	1,245	\$ 19.99M	F-16, F-5 E/F, E-2, T-34, C-130
Netherlands	6,273	\$13.88M	345	\$ 2.55M	F-16, F-35 A, C-130 H, AH-64 D, CH-47 D/F
Pakistan	6,243	\$11.98M	1,307	\$ 11.33M	F-16, C-130
Greece	6,116	\$9.77M	866	\$ 5.37M	F-16, F-4, A-7, T-2, T-6, C-130
Brazil	4,063	\$8.18M	779	\$5.99M	F-5, P-3
Egypt	3,739	\$7.23M	623	\$3.19M	F-4, F-16, UH-12, CH-47, UH-60



# DLA Top Navy Customers



Country	Orders Filled 2011		Backorders		Weapon Systems
	Quantity	Value	Quantity	Value	
Australia	11,226	\$29.92M	1,366	\$9.90M	Huron Class Minesweepers, Adelaide Class Frigates, F/A-18 Superhornet
Canada	6,444	\$18.93M	1,142	\$7.09M	Halifax Class Frigates, Iroquois Class DDG, F/A-18 Acft
Spain	7,764	\$12.20M	1,127	\$3.25	F/A-18 Acft
Taiwan	5,223	\$10.83	1,944	\$24.71	Kidd Class Destroyers, Osprey Class MHC, Knox Class Frigates
Israel	4,597	\$7.67M	852	\$2,57	CH-53 Sea Stallion, Harpoon/sidewinder Missiles, F-4E Phantom Acft
S. Korea	6,159	\$7.15M	725	\$4.29	Uh-60 Helicopter, Orion P-3C Acft Various Destroyers/Frigates
Turkey	2,330	\$6.60M	248	\$4.83	Oliver Perry Class FFG, Osprey Class MHC
Saudi Arabia	2,098	\$3.00M	434	\$2.83	Lafayette Class FFG, Arleigh Burke Class Destroyer
Brazil	4,894	\$2.27M	400	\$405K	Tank Landing Ships, Whidbey Island Class, Harpers Ferry Class LSD
Egypt	4,718	\$2.14M	594	\$2.74M	Knox/Perry Class FFG, E-2 Acft



# DLA Top Army FMS Customers



Country	Orders Filled 2011		Backorders		Weapon Systems
Israel	19,076	\$36.16M	1,431	\$9.58M	Apache, Blackhawk, Cobra helicopters
S. Korea	17,042	\$27.42M	2,820	\$12.79M	M48 Patton, M48A3K, K1 Tanks
Afghanistan	4,535	\$26.08M	225	\$4.63M	M1117 ASV, M113 APC, HMMWV
Taiwan	17,551	\$19.44	2,943	\$12.46M	HMMWV, M60A3TTS Tank, M59 155mm Long Tom Cannon
Saudi Arabia	5,765	\$14.30M	654	\$6.26M	M1A2 Abrams Tank, M113 APC, HMMWV
Iraq	12,844	\$13.59M	1,357	\$5.96M	HMMWV, M113 APC, Iraqi Light Armored Vehicle (Badger)
Egypt	5,865	\$9.52M	833	\$4.35M	M1A1 Tank, M60 Tank, AGM-114 Hellfire Missile System
Australia	3,082	\$6.92M	291	\$1.46M	S-70 Blackhawks, M113 APC
Arab Emirates	3,185	\$4.67M	681	\$1.82M	M109 A3 Howitzer
Canada	3,017	\$4.55M	338	\$664K	M777 Howitzer, AEV Badger



# Key ANA Equipment Purchased



## Total of all Vehicles (51,281)



11,338  
HMMWVs



18,744  
Light Tactical  
Vehicles

## Total of all Weapons (266,495)



22,850  
FWP Weapons



243,645  
NATO Weapons

## Total of all "Other" (837,724)



607,457  
OCIE



81,127  
EOD/CIED

## Total of all Radios and Technical Equip (117,609)



11,084  
Night Vision Devices



106,485  
Radios





# Key ANP Equipment Purchased

## Total of all Vehicles (47,558)



3,734

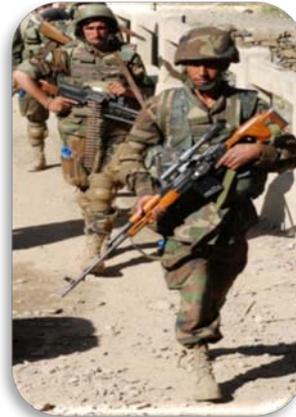
HMMWVs



19,708

Ford Rangers

## Total of all Weapons (344,648)



250,098

FWP Weapons



78,600

NATO Weapons

## Total of all Enablers (720,923)



110,565

Combat Helmets



87,999

Body Armor

## Total of all Radios and Technical Equip (90,700)



1,645

Night Vision Devices



89,198

Radios



# FMS in Iraq



- FMS has significantly improved Iraq's security forces since 2005
- **More than 400 separate FMS cases** valued > \$10.2B with another 50 cases worth \$2.4B pending
  - Iraq has invested **\$7.7B** into FMS
  - USG has invested **\$2.5B** into FMS
- **“Complete Package” Approach:** equipment, training, maintenance and sustainment included for each case
- **Key Capabilities** delivered include
  - Ground Power: M1A1s, M109A5s, M198, M113, HETs, and Air Defense
  - Air Power: Pilot training and Mi-17/Mi-171Es, T407/IA407s, T-6A Trainers & Simulators, C-130Js, ATCs/SOC/LRRs, King Air 350s, RC-208s
  - Sea Power: 35M Patrol Boats, 60M Offshore Support Vessels, Fleet Maintenance and C4ISR
  - Internal Security: Major police training efforts, First Responders Network and associated communication equipment, Armored Security Vehicles, Small Arms and Border Roads, Persistent ISR
- **Funding Sustainment** is critical
  - Building Expertise - 100% Iraqi sustained after 2014
- **Corruption Resistant:** FMS process is transparent & auditable



# DLA Support



## Obsolescence

### Older weapon systems

No sources

No drawings/specs

### Long Lead Times

Obtaining accurate tech data

Multiple solicitations

First article requirements

## Limited Forecasting Authority

CLSSA-Cooperative Logistics Supply Support Arrangement

CLSSA = Forecastable

Non-CLSSA = Non forecastable

Large outlying order quantities are discounted by forecasting models

## Customer Engagement

FMS Summit

- R&D Initiative

Quarterly meetings with the military services

Daily communication with customers

## Inconsistent Ordering Patterns

Some countries order for entire fleet of equipment

Some countries hold requirements until funding becomes available



# Required Shipping Documentation



## Commercial Invoice

- **Missing/incorrect data entered on the form:**
  - FMS case identifier missing
  - Consignee listed as Person in Charge, International Airport
  - Phone Number: 000000000
  - Incorrect ITAR reference: Exported in accordance with the Export Administration Regulations

## Wide Area Workflow

- Lacks shipping data required for shipment
- Export filing, Customs clearance both from the U.S. and into the FMS purchasing country
- Data not pulled in from contract and Military Assistance Program Address Code/Directory (MAPAC/MAPAD)



# Points of Contact

## Supply Chains

- Land & Maritime
  - Renee Magill
  - 614.692.5341
  - Renee.Magill@DLA.MIL

## Customer Engagement

- Dan Neidert
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