



DEFENSE SECURITY ASSISTANCE AGENCY

WASHINGTON, D.C. 20301

18 April 1984

In reply refer to:
Transmittal No. 1
DoD 5105.38-M

MEMORANDUM FOR RECIPIENTS OF DOD 5105.38-M, SECURITY ASSISTANCE
MANAGEMENT MANUAL (SAMM)

SUBJECT: SAMM CHAPTER 7 Transmittal

The attached revised pages update the initial publication.

Update the applicable portions of your SAMM in accordance with
the attached list of changes.

A handwritten signature in cursive script, reading "Philip C. Gast", is positioned above the typed name.

PHILIP C. GAST
LIEUTENANT GENERAL, USAF
DIRECTOR

Attachments

- (1) List of Changes
- (2) List of Effective Pages
- (3) SAMM Update Material

LIST OF CHANGES

Remove and insert the following portions of your current SAMM:

REMOVE

7-19 through 7-28

INSERT

7-19 through 7-28

LIST OF EFFECTIVE PAGES

<u>Chapters</u>	<u>Page Numbers</u>	<u>Date of Latest Revision</u>
Table of Contents.....	vii through xx.....	Initial (1 Apr 84)
1.....	1-1 through 1-5.....	Initial (1 Apr 84)
2.....	2-1 through 2-22.....	Initial (1 Apr 84)
3.....	3-1 through 3-8.....	Initial (1 Apr 84)
4.....	4-1 through 4-6.....	Initial (1 Apr 84)
5.....	5-1 through 5-15.....	Initial (1 Apr 84)
6.....	6-1 through 6-26.....	Initial (1 Apr 84)
7.....	7-1 through 7-18.....	Initial (1 Apr 84)
	7-19 through 7-28.....	18 April 1984
	7-29 through 129.....	Initial (1 Apr 84)
8.....	8-1 through 8-59.....	Initial (1 Apr 84)
9.....	9-1 through 9-64.....	Initial (1 Apr 84)
10.....	10-1 through 10-63.....	Initial (1 Apr 84)
11.....	11-1 through 11-8.....	Initial (1 Apr 84)
12.....	12-1 through 12-29.....	Initial (1 Apr 84)
13.....	13-1 through 13-16.....	Initial (1 Apr 84)
14.....	14-1 through 14-25.....	Initial (1 Apr 84)
15.....	15-1 through 15-88.....	Initial (1 Apr 84)
Appendix A.....	A-1 through A-8.....	Initial (1 Apr 84)
Appendix B.....	B-1 through B-17.....	Initial (1 Apr 84)
Appendix C.....	C-1 through C-5.....	Initial (1 Apr 84)
Appendix D.....	D-1 through D-101.....	Initial (1 Apr 84)
Appendix E.....	E-1 through E-12.....	Initial (1 Apr 84)
Index.....	(alphabetical).....	Initial (1 Apr 84)

FIGURE 7-I-5

United States Department of Defense Letter of Intent
(DD Form 2012-2)

**UNITED STATES DEPARTMENT OF DEFENSE
AMENDMENT TO LETTER OF INTENT**

(Date)

Dear Sirs:

Reference is made to the Letter of Intent between the Government of _____
_____ and the United States Department of the _____
_____, dated _____, identified by Case
Designator _____. The Government of _____
desires to increase the amount set forth in paragraph 2(a) of said Letter of Intent and herewith author-
izes the Department of the _____ to incur obligations
and expend up to the sum of \$ _____ on FMS dependable undertaking basis for
said Case.

(Typed Name and Title)

DD FORM 2012-2
1 FEB 76

FIGURE 7-I-5. United States Department of Defense Letter of Intent
(DD Form 2012-2).

TABLE 7-I-1

MAJOR DEFENSE EQUIPMENT LIST

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved
<u>CATEGORY I - FIREARMS</u>		
Rifle, 5.56mm M-16 Series (A)	-- no charge --	
<u>CATEGORY II - ARTILLERY AND PROJECTILES</u>		
Gun, 20mm (AF)	(a)	
Gun, GAU-8, 30mm (AF)	27,881.00	22 Jun 81
Gun Pod, GPU-5/A, 30mm (AF)	60,239.00	11 Aug 82
<u>CATEGORY III - AMMUNITION</u>		
Cartridge, 20mm (A)	(a)	
Cartridge, 30mm (GAU8) (AF)	.50	
Cartridge, 40mm, HE (only) (A)	.11	
Cartridge, 60mm, HE (only) (A)	.47	
Cartridge, 81mm, HE (M301)(only) (A)	.04	7 May 81
Cartridge, 105mm, (APFSDS-T) M735 (A)	68.00	
Cartridge, 105mm, (M456) (A)	3.59	7 Mar 81
Cartridge, 4.2", HE (A)	(a)	
Cartridge, 4.2", ILLUM (M445) (A)	4.03	20 Jan 82
Projectile, 5"/38 CAL (N)	(a)	
Projectile, 5"/54 CAL (N)	(a)	
Projectile, 155mm, (M107) (A)	3.22	21 May 79
Projectile, 155mm, (M483/A1) (A)	2.20	2 Mar 82
Projectile, 155mm, (HE RAP) (M549) (A)	13.76	5 Feb 81
Projectile, 155mm, (CLGP) (M-712) (A)	4,152.00	17 Sep 81
Projectile, 155mm, HE, ADAM (M692) (A)	434.00	23 Nov 82
Projectile, 155mm, HE, ADAM (M731) (A)	228.00	23 Nov 82
Projectile, 155mm, HE, RAAMS (M718) (A)	229.00	23 Nov 82
Projectile, 155mm, HE, RAAMS (M741) (A)	99.00	23 Nov 82
Projectile, 175mm, HE (M437) (A)	2.33	26 Mar 80
Projectile, 8", HE (M106) (A)	.04	21 May 79
Projectile, 8", HE, ICM (M509) (A)	11.20	21 May 79
Projectile, 8", HE (M650) (A)	83.04	21 May 79
<u>CATEGORY IV - LAUNCH VEHICLES, GUIDED MISSILES, BALLISTIC MISSILES, ROCKETS, TORPEDOES, BOMBS AND MINES</u>		
ASROC, Antisubmarine Rocket (N)	(a)	
Bomb, Anti-Armor Cluster Munition CBU-90 (AF)	3,351.00	

TABLE 7-I-1. Major Defense Equipment List

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved	
Bomb, Combined Effects Bomblet, CBU 87 (AF, N)	(a)		
Bomb, Cluster, TMD/Gator Mines, CBU 89 (N, AF)	(a)		
Bomb, MK-20, Cluster Bomb, Rockeye (N)	117.39	25 Mar 83	
Bomb, MK-82, 500#, General Purpose (N)	3.29	25 Mar 83	
Bomb, MK-83, 1,000#, General Purpose (N)	10.40	25 Mar 83	
Bomb, MK-84, 2,000#, General Purpose (N)	12.80	25 Mar 83	
Bomb, M-117, 750#, General Purpose (AF)	(a)		
Bomb, Guided Walleye (N)	(a)		
Fuel Air Explosive Weapon, FAE II (N)	(a)		
Gun Mount, 5", 54 MK-45 (N)	(a)		
Gun Mount, 76mm, Gun, MK-75 (N)	(a)		
Launcher, Harpoon (N)	80,562.00	20 Jan 78	*
Launcher, TOW (A)	3,029.00	16 Sep 77	
Launcher, MK-13 (N)	78,125.00	17 Nov 78	
Launcher, PATRIOT (A)	214,782.00	18 Nov 78	*
Launcher, Roland (A)	324,828.00	24 Sep 80	
Launcher, MLRS (A)	132,400.00		
Light, Antitank Weapon, 66mm, LAW M72 Series (A)	1.32		
Missile, Advanced Medium Range, Air-to-Air (AF, N)	(a)		
Missile, AIM-4, A-G Falcon (AF)	3,321.00	12 Mar 82	
Missile, AIM-7 (Skyflash portion) (N)	820.30	7 May 81	
Missile, AIM-7, Sparrow C/D/E (N)	2,733.00		
Missile, AIM-7F/M, Sparrow (N, AF)	7,646.00	2 Jun 82	
Missile, AIM-9/J/P/N (AF) (Motor - 200.00)	333.00	12 Mar 82	
Missile, AIM-9L (N, AF)	2,604.00	18 May 78	
Missile, AIM-9H (N)	3,457.00		
Missile, AIM-9M (N)	6,368.00	25 Mar 83	
Missile, AIM-54 PHOENIX (N) (Front End - 35,019) (Aft End - 36,276)	71,296.00		
Missile, AGM-45, Shrike (N, AF)	4,890.00	11 Aug 78	
Missile, AGM-65A/B, Maverick (AF)	3,722.00	3 Feb 81	
Missile, AGM-65D (AF)	3,811.00		
Missile, AGM-65E (N)	(a)		
Missile, AGM-88 Harm (N)	21,248.00	20 Apr 82	
Missile, Chaparral Series (A)	5,445.00	10 Nov 79	
Missile, Dragon, HEAT and Practice Missiles (A)	378.00	24 Mar 80	
Missile, Harpoon RGM-84 (N)	44,083.00	20 Jan 78	*
Missile, I-Hawk Series (A)	7,053.00	12 Nov 80	
Missile, Lance (A)	76,205.00	21 May 82	
Missile, Nike Hercules (A)	448,055.00		*
Missile, Patriot MIM-104 (A)	82,836.00	18 Nov 82	
Missile, Pershing Series (A)	128,378.00		
Missile, Redeye (A)	(a)		
Missile, Roland (A)	4,422.00	24 Sep 80	
Missile, RIM-7M SEASPARROW (N)	4,894.00		

TABLE 7-I-1. (Continued)

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved	
Missile, Standard ARM (N)	(a)		
Missile, Standard I (MR) (ER) (N)	12,602.00	Sep 77	*
Missile, Standard MR II (MR) (ER) (N)	(a)		*
Missile, Stinger (A)	5,400.00	28 Jul 79	
Missile, Tomahawk (N)	(a)		
Missile, TOW HEAT and Practice Missiles (A)	293.00	16 Sep 77	
Missile, I-TOW (A)	487.00	3 Nov 81	
Missile, TOW II (A)	658.00	19 Dec 83	*
Missile, M-65 Subsystem, Airborne TOW (A)	13,162.00	28 Sep 79	
Rocket, 2.75" Series (A, N, AF)	.87	26 May 80	
Rocket, MLRS (A)	667.00		
Torpedo, MK-46 MOD 2 (N)	8,993.00		
Torpedo, MK-46, NEARTIP Kit (N)	3,795.00	26 Jun 80	*
Torpedo, MK-46 MOD 5 NEARTIP Configured (N)	9,308.00		*
Torpedo, MK-48 (N)	86,255.00	21 Jul 77	
Torpedo, MK-48 ADCAP Kit (N)	103,322.00	25 Nov 80	

CATEGORY V - PROPELLANTS, EXPLOSIVES AND INCENDIARY AGENTS

Items in this category which meet the dollar criteria for major defense equipment are not significant combat equipment as defined in the U.S. Munitions List.

CATEGORY VI - VESSELS OF WAR AND SPECIAL NAVAL EQUIPMENT

CC - Guided Missile Cruiser (N)	(a)		
DD-963 (N)	(a)		
DD - Destroyer (N)	(a)		
DDG - Guided Missile Destroyer (N)	(a)		
FFG - Guided Missile Frigate (N)	3,591,379.00	18 Oct 78	
LPD - Amphibious Transport Dock (N)	(b)		
LSD - Dock Landing Ship (N)	(b)		
LST - Tank Landing Ship (Newport Class)(N)	824,840.00	25 Jan 84	*
LKA - Amphibious Cargo Ship (N)	(b)		
LPA - General Purpose Amphibious Assault Ship (N)	(b)		
MSO - Minesweeper, Ocean, Nonmagnetic (N)	(b)		
PHM - Patrol Combatant Missile, Hydrofoil (N)	(a)		
SS - Submarine, Conventionally Powered (N)	(b)		

CATEGORY VII - TANKS AND MILITARY VEHICLES

Armored Reconnaissance			
Airborne Assault Vehicle, M-551 (A)	33,213.00		*
Carrier, Armored Personnel, M-113 Series (A)	688.00	11 Sep 78	
Carrier, Command Post, M-577 Series (A)	688.00	11 Sep 78	
Carrier, Cargo, M-548 Series (A)	688.00	11 Sep 78	
Gun, Self-propelled, 175mm, M-107 (A)	40,258.00	26 Mar 80	

TABLE 7-I-1. (Continued)

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved
Howitzer, Self-propelled, 8", M-110 (A)	14,371.00	26 May 80
Howitzer, Self-propelled, 8", M-110A1 (A)	16,975.00	26 Mar 80
Howitzer, Self-propelled, 8", M-110A2 (A)	21,069.00	26 Mar 80
Howitzer, Self-propelled, 155mm, M-109 Series (A)	5,636.00	26 Mar 80
Howitzer, Med, Towed, 155mm, M-198 (A)	80,876.00	21 May 79
Mechanized Infantry Combat Vehicle, M-723 (A)	(a)	
Tank, M-48A1 (A)	1,479.00	
Tank, M-48A3 (A)	5,521.00	
Tank, M-48A5 (A)	12,849.00	
Tank, M-60A1 (A)	14,083.00	3 Mar 80
Tank, M-60A3 w/TTS (A)	31,427.00	3 Mar 80
Tank, M-60A3 w/o TTS (A)	21,939.00	3 Mar 80
Tank, M-1 (A)	166,120.00	13 Nov 81
Tank, M-1A1 (A)	207,840.00	13 Nov 81
Tank Engine, AVDS-1790 (A)	2,066.00	3 Mar 80
Vehicle, Infantry Fighting (M2) (A) (w/o 25mm Cannon)	74,715.00	25 Jun 82
Vehicle, Infantry Fighting (M2) (A) (with 25mm Cannon)	79,392.00	25 Jun 82
Vehicle, Infantry Fighting (M3) (A) (with 25mm Cannon)	73,678.00	25 Jun 82
Vehicle, Infantry Fighting (M3) (A) (w/o 25mm Cannon)	78,355.00	25 Jun 82
Vehicle, Recovery, M-88 Series (A)	15,089.00	13 Feb 80
Vehicle, LVT7/LVTA1 Series (N)	91,426.00	20 Apr 82
Vulcan Air Defense System, M-163 and M-167 Series (A)	29,439.00	26 Mar 80

CATEGORY VIII - AIRCRAFT, SPACECRAFT AND ASSOCIATED EQUIPMENT

A-4A (N)	15,165.00	20 Oct 83
A-4B (N)	12,864.00	20 Oct 83
A-4C (N)	15,523.00	20 Oct 83
A-4E (N)	27,929.00	20 Oct 83
A-4F (N)	32,226.00	20 Oct 83
A-6 (N)	(a)	
A-7 (N) (w/o FLIR)	243,881.00	8 Apr 81
A-10 (AF) Airframe	388,786.00	12 Mar 82
A-37 (AF)	19,651.00	
AH-1S (A)	150,856.00	7 Mar 81
AH-1J/T (N)	(a)	
AH-64 (A) (after 30 Dec 83 \$1,045,566)	1,600,402.00	25 Mar 82 *
AV-8B (w/o U.K. Assessment) (N)	867,373.00	26 Jun 81
C-5A (AF)	12,661,728.00	12 Mar 82
C-130 (AF)	(a)	
C-141A/B (AF)	892,254.00	12 Mar 82

TABLE 7-Y-1. (Continued)

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved
CH-47 (A) (A, B, & C) (including Engine T-55-L-11A)	100,000.00	
CH-53E/MH-53E (N) (less Engine)	1,023,079.00	12 May 83
E-2C (N)	2,625,904.00	18 May 78
E-3A, U.S./NATO Standard Configuration (AF) (Total U.S. NRC pro rata \$27.43M; Total NATO NRC pro rata \$5.59M)	33,021,000.00	26 Oct 81
EA-6 (N)	(a)	
F-4A (N)	129,712.00	20 Oct 83
F-4B (N)	70,450.00	20 Oct 83
F-4J (N)	122,089.00	20 Oct 83
F-4E (N) (w/engine) (25% discounted for useful life)	159,408.00	20 Oct 83 *
F-4G Wild Weasel (AF) (MOD only)	667,241.00	12 Mar 82
F-5A (AF)	40,000.00	1 Nov 71
F-5E (AF)	68,000.00	1 Nov 71 *
F-5F (AF)	207,000.00	25 Nov 75 *
F-8 (N)	56,859.00	12 May 81
F-14 (N)	1,600,000.00	29 Nov 76
F-15 (AF)	1,600,000.00	29 Nov 76
F-16A/B (AF) (less EPG pro rata NRC \$85,000.00)	640,000.00	4 Jun 80 *
F-16C/D	713,750.00	
F-16/79 (U.S. Charge) (AF)	456,934.00	1 May 81
F-18 (N) (includes 2 engines each aircraft)	877,690.00	5 Aug 79
F-100 (AF)	(a)	
F-101B/F (AF)	(a)	
F-102 (AF)	(a)	
F-104A/B (AF)	(a)	
F-104C/D (AF)	(a)	
F-105B/D/F (AF)	(a)	
F-106A/B (AF)	(a)	
F-111A/C/D/E/F (AF)	(a)	
H-3E (N)	(a)	
H-46 (N)	(a)	
H-53 (S-65) (N)	166,029.00	27 Feb 79
KC-10 (AF)	1,176,667.00	12 May 82
KC-135A (AF)	217,034.00	12 Mar 82
OV-1 (A)	199,590.00	
OV-10 (N, AF)	41,930.00	9 Jun 78
P-3A/B (N)	382,750.00	
P-3C (N)	592,219.00	3 Jan 78
RF-4B (N)	104,566.00	20 Oct 83
RF-4C (AF)	(a)	
S-2 (N)	85,449.00	27 Aug 81
S-3 (N)	3,502,643.00	26 Jun 81

TABLE 7-I-1. (Continued)

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved
SH-2D/F (LAMPS, MARK I) (N)	(a)	
SH-60B (LAMPS, MARK III) Airframe w/o engine (see GE-401 engines for additional charges) (N)	859,636.00	15 Oct 82
SH-60B Minimum Avionics Suite (N)	366,236.00	15 Oct 82
SH-60B Mission Avionics Suite (N)	1,063,400.00	15 Oct 82
SH-60B Ship Electronics (N)	1,131,227.00	15 Oct 82
T-2 (N)	39,968.00	10 Jun 78
TA-4F (N)	28,110.00	20 Oct 83
T-33 (AF)	2,857.00	12 Mar 82
T-37 (AF)	19,651.00	
T-38A (AF)	80,972.00	12 Mar 82
UH-1H (A)	4,501.00	1 May 81
UH-1N (N, AF)	(a)	
UH-60A (A) (including 2 T-700 Engines) (Airframe only - \$169,692.00)	187,272.00	3 Oct 81

ENGINES

GE-401 (N) (for SH-60B) (\$78,039.00 & \$8,790.00)	86,829.00	15 Oct 82
CFM-56 (F-108) Engine (AF)	39,677.00	6 Mar 84 *
F-100 (AF) (if sold with other than F-15/16 aircraft)	221,705.00	12 Mar 82
PW 1120 (70% of F-100) (AF)	155,194.00	20 Oct 83
F-101 (A)	(a)	
F-101X (AF)	(a)	
F-107 (N)	(a)	
F-401 (N)	(a)	
F-404 (N) (charge for F-18A spare engines)	53,654.00	*
J-47 (AF)	2,168.00	12 Mar 82
J-52P-6A-66 (AF)	7,270.00	2 Sep 83
J-52P-8A (AF)	30,658.00	2 Sep 83
J-52P-408 (AF)	33,106.00	2 Sep 83
J-57P-6B (AF)	4,600.00	2 Sep 83
J-57P-10 (AF)	4,120.00	2 Sep 83
J-60P-3/3A (AF)	2,520.00	2 Sep 83
J-75 (AF)	28,999.00	12 Mar 82
J-79-GE-8/10 (AF)	6,400.00	8 Sep 83 *
J-79-GE-17/A(AF)/J-79-GE-119	27,464.00	1 Oct 83 *
J-85 (AF)	17,901.00	23 Mar 83
T-33-P-100 (AF)	(a)	
T-53 (N)	1,542.00	
T-55 (A)	6,400.00	
T-56 (N)	13,313.00	12 May 83
T-58 (N)	(a)	
T-64 (N, AF)	38,578.00	12 May 83

TABLE 7-I-1. (Continued)

	DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved
T-700 (A, N) (GE-700-2 each per UH-60A)	19,647.00	12 Oct 83
T-700-GE-401 (N) (additive to basic T-700 Charge)	78,039.00	15 Oct 83
TF-30 (N, AF)	43,866.00	20 Jun 79
TF-34 (N, AF)	20,705.00	12 May 82
TF-39 (AF)	441,707.00	12 Mar 82
TF-41 (N, AF)	(a)	

CATEGORY IX - MILITARY TRAINING EQUIPMENT

No items in this category are defined in the U.S. Munitions List as significant combat equipment.

CATEGORY X - PROTECTIVE PERSONNEL EQUIPMENT

No items in this category are defined in the U.S. Munitions List as significant combat equipment.

CATEGORY XI - MILITARY AND SPACE ELECTRONICS

Avionics Intermediate Shop (AIS) (F-16A/B) (AF)	1,190,000.00	*
Avionics Intermediate Shop (AIS) (F-16C/D) (AF)	2,400,000.00	*
AN/SQR-18A (N)	267,069.00	
AN/SQR-19 (N)	1,349,593.00	29 Mar 82
AN/SQS-56 (N)	(a)	
AN/TCC-39 (A)	(a)	
AN/TRC-170 (AF)	60,622.00	15 Feb 84
ECM, ALQ-119 (AF)	6,138.00	9 Dec 75
ECM, ALQ-131 (AF) w/receiver \$26.970 w/o receiver	24,108.00	28 Sep 79
Engagement Control System (ECS), PATRIOT, AN/MSQ-104 (A)	548,311.00	15 Nov 82
Joint Tactical Information Distribution System, JTIDS (AF)	50,828.00	30 Oct 82
NAVSTAR Global Positioning System (GPS) (AF) (this is the User Charge which includes approximately \$1,000 NRC charge) (In FY 79 dollars to be adjusted annually)	3,800.00	
Radio, AN/ARA-54 (A)	39.84	*
Radio, AN/VRC-12 Series (12, 43 through 49) (A)	70.00	
Versatile Avionics Shop Test (VAST), AN/USM-247(V) (N)	(a)	

CATEGORY XII - FIRE CONTROL, RANGE FINDER, OPTICAL
AND GUIDANCE AND CONTROL EQUIPMENT

Computer, Fire Control, MK1A (N)	(a)	
Close in Weapon Systems, CIWS, PHALANX (N) (per gun mount)	287,842.00	28 Oct 78
Director, Fire Control, MK51-2 (N)	(a)	

TABLE 7-I-1. (Continued)

DSAA Approved Pro Rata Nonrecurring Cost (NRC) Recoupment Charge \$	Date NRC Charge Approved
--	--------------------------------

Fire Control System, MK-74, SM-1 MR Missile (N)	(a)		
Goggles, Night Vision, AN/PVS-5 (A)	157.49	31 Jan 80	*
Missile Minder, AN/TSQ-73 (A)	715,687.00		*
MFCs MK-92 (N)	(a)		*
Patriot Electrical Power Plant (EPPII) (A)	339,464.00	18 Nov 78	*
Patriot Antenna Mast Set (A)	131,906.00	18 Nov 78	*
Pave Tack, NA/AVQ-26 Target Designator (AF)	177,648.00		*
Position Location Reporting System, AN/TSQ-129 (A)	6,564.00		*
Radar, AN/APG-66 (F-16A/B) (AF)	30,400.00		*
Radar, AN/APG-68 (F-16C/D) (AF)	101,120.00		*
Radar, AN/SPS-40B (N)	216,700.00		*
Radar, AN/SPS-49 (V)7 5(V) 7(N)	305,719.00	15 Mar 84	*
Radar, AN/TPQ-36 (A)	252,968.00	25 Jul 79	*
Radar, AN/TPQ-37 (A)	920,199.00	19 May 81	*
Radar, APG-63 (AF)	410,407.00		*
Radar, AWG-9 (N) (for PHOENIX Missile)	338,403.00		*
Radar, PATRIOT, AN/MPQ-53 (A)	2,383,260.00	18 Nov 82	*
Radar, Fire Control, MK-25 (N)	(a)		*
System, Fire Control, Roland AN/GSG-11 (A)	740,331.00		*
System, Fire Control, MK-86 (N)	(a)		*
System, Fire Direction, AN/GSG-11 TACTFIRE (A)	(a)		*
Tactical Operations System, TOS (AN/UYQ-19 and 30) (A)	121,128.00		*
Guided Bomb Unit, GBU-10 (AF)	243.00		*
Guided Bomb Unit, GBU-12 (AF)	243.00		*
Guided Bomb Unit, GBU-15 (AF)	12,528.00		*
Guided Bomb Unit, GBU-16 (N)	(a)		*

CATEGORY XIII - AUXILIARY MILITARY EQUIPMENT

No items in this category are defined in the U.S. Munitions List as significant combat equipment.

NOTES:

(a) Approval for pro rata nonrecurring cost recoupment charge will be requested from the Director, DSAA, at a time of actual demand for FMS or commercial sales proposals.

(b) For older ships designated, a percentage charge (3.5%) for recoupment of nonrecurring cost will be established at a time of actual demand for FMS or commercial sales proposals.

TABLE 7-I-1. (Continued)

SECTION II - PREPARATION AND PROCESSING OF FOREIGN MILITARY SALES AGREEMENTS
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A. PURPOSE. The purpose of this section is to provide specific instructions for responding to approved foreign country or international organization requests for a firm FMS offer from the DoD. It also prescribes normal processing times and allowable timeframes between release and expiration of the offers.

B. POLICY.

1. DD Form 1513 - Letter of Offer and Acceptance (LOA).

a. The DD Form 1513, LOA, will be used for all foreign military sales of defense articles and services (including training) by the Military Departments and Defense Agencies. (See Figure 7-II-1.)

b. The offer will itemize the defense articles and services offered and when executed becomes an official tender by the Government of the United States.

c. The acceptance constitutes the agreement of the foreign government to the offer and with applicable funding completes the contract.

d. Annex A of the DD 1513 contains "General Conditions" which is an official part of every offer issued. (See Figure 7-II-2.)

e. In all FMS cases involving major systems/end items, the LOA will include all complementing/supporting materiel and services as opposed to negotiating separate cases for each of these items/services. Exceptions to this requirement must have the prior approval of DSAA/Operations.

f. If all line items cannot be listed on the first page of an offer and acceptance, show only the program total and list the remaining line items on DD Form 1513c continuation sheets. (See Figure 7-II-3.)

g. Such additional terms and conditions as may be appropriate for a particular sales case shall be set forth in one or more attachments or continuation sheets to the DD Form 1513. All attachments (including DD 1513-C continuation sheet with notes) are an integral part thereof. Each page should indicate the case identifier at the top of the page and be numbered consecutively from the first page of the LOA to the end of all information provided with this LOA. Thus the number on the DD Form 1513 would reflect the total number of pages in the LOA.

h. The percentage rate used for determining packing, crating and handling costs, general administrative costs, and supply support arrangement costs should not be indicated in the applicable blocks. (This guidance also pertains to Other Estimated Costs (Block 25) should a percentage rate be applicable.)

i. See Table 7-II-1 for detailed instructions on the filling in of the blocks on the DD Form 1513 - Offer and Acceptance.

Supervision of End Item Use,
Maintenance of Inventory, 11-3
Transfer of MAP Excess Materiel,
11-5

VIOLATIONS, 2-18

VISITS TO CANADA AND MEXICO (by FMTs),
10-24

WAIVERS

Ocean Transportation, 9-35
Training, 10-4

WAREHOUSING/STORAGE FACILITIES, 8-29

WATERVLIET ARSENAL, 14-17

WHITE HOUSE BUDGET REVIEW BOARD, 4-5

163/110