



DEFENSE SECURITY COOPERATION AGENCY

WASHINGTON, DC 20301-2800

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In reply refer to:  
I-05/007858-BUSOPS

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Training Tuition Rates (DSCA 05-14) [SAMM E-Change 31]

Attached provides clarification of when a country or organization is eligible for a specific training tuition rate. This change will be inserted in the automated version of the Security Assistance Management Manual as paragraph C10.3.7. (subsequent tables will be renumbered).

If you have any questions concerning this change please contact Ms. Patti Higgins, DSCA/BUSOPS/FPS, 703-604-6570, e-mail [patricia.higgins@dscamil](mailto:patricia.higgins@dscamil), Mr. Ralph Hill, DSCA/BUSOPS/SARM, 703-604-6550, email [ralph.hill@dscamil](mailto:ralph.hill@dscamil), or Kay Judkins, DSCA/PPP/P2, 703-601-3719, [kay.judkins@dscamil](mailto:kay.judkins@dscamil).

  
Keith B. Webster  
Director  
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Attachment:  
As Stated

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## Security Assistance Management Manual (SAMM) E-Change 31, Training Tuition Rates

C10.3.7. Training Tuition Rates. FAA, section 644 (reference (b)) and AECA, section 21 (reference (c)) establish the legal basis for a multi-tier pricing structure for training provided under the U.S. security assistance authorities. DoD 7000.14-R (reference (o)), Volume 15, Chapter 7 addresses training rates and pricing procedures. When a case is fully funded with MAP funds and/or FMS Credit (Non-repayable), the FMS rate is adjusted to exclude military pay and entitlements in accordance with FAA Section 503(a). Countries and organizations are eligible for a specific rate as follows:

C10.3.7.1. FMS Full Rate. Countries and organizations purchasing training via an FMS case and not eligible for one of the FMS pricing categories listed below are charged the FMS Full Rate.

C10.3.7.2. FMS NATO Rate. Countries with a ratified reciprocal pricing agreement with the USG purchasing training via an FMS case are charged the FMS NATO rate. Table C10.T4 lists the countries and effective dates of the reciprocal agreements. Note that some of these countries are also eligible for the FMS Incremental Rate.

Table C10.T4. Reciprocal Agreement Participants

Country	Effective Date
NATO Standardization	
Belgium	December 1984
Canada	December 1984
Czech Republic	December 1999
Denmark	May 1985
France	March 1985
Germany	January 1985
Greece	December 1984
Hungary	January 2001
Italy	February 1985
Luxembourg	December 1984
Netherlands	December 1984

Country	Effective Date
NATO Standardization	
Norway	February 1985
Portugal	March 1985
Spain	January 1986
Turkey	May 1985
United Kingdom	December 1984
Other Reciprocal Training Agreements	
Australia	December 1981
Israel	June 1988
Japan	January 1986
New Zealand	April 1982

C10.3.7.3. FMS Incremental Rate. Countries currently in receipt of IMET or designated as a high-income foreign country in accordance with the FAA, Section 546(b) (Austria, Finland, the Republic of Korea, Singapore, and Spain) and purchasing training via an FMS case are eligible for the FMS Incremental Rate. DSCA (Business Operations/Comptroller Directorate) maintains the DSCA IMET Allocation Database System (DIADS) that identifies countries currently receiving IMET. Refer questions on a country's IMET status to the DSCA (Business Operations/Comptroller Directorate).

C10.3.7.4. IMET Rate. Training financed by the IMET appropriation is priced at the IMET rate.