

## Chapter

# 6

# TYPES OF LOAs

## INTRODUCTION

The foundation of any U.S. Government (USG) sponsored sale of defense articles or services is the Letter of Offer and Acceptance (LOA). Except for pseudo LOAs (explained later in this chapter), an LOA is a document used by the USG to sell defense articles, defense services including training, and design and construction services to a partner nation or international organization under authorities provided in the Arm Export Control Act (AECA). The LOA is written by a U.S. military department (MILDEP) or other USG Implementing Agency (IA), based on applicable laws/regulations and the requirements that have been set forth in the requesting document. As indicated in Chapter 5 of this textbook, “Foreign Military Sales Process,” the LOA, when combined with associated amendments or modifications, is commonly referred to as an FMS case. Each LOA has a unique case identifier (described later in this chapter), which enables both the USG and the partner nation to track it throughout its life cycle and to distinguish it from the thousands of FMS cases currently active.

## CATEGORIES OF LOAs

In accordance with the SAMM C5.4.3 and C15, there are four categories of LOAs:

- Defined order LOAs
- Blanket order LOAs
- Cooperative Logistics Supply Support Arrangement (CLSSA) LOAs
- Pseudo LOAs

### Defined Order Foreign Military Sales LOA

A defined order case is one in which the defense articles, services, or training desired by the partner nation or international organization are specified/quantified by the customer in the Letter of Request (LOR), and subsequently identified in the LOA document. A defined order LOA is most commonly used for the sale of major end items, generally significant military equipment (SME), which require more rigorous export and trade security controls throughout the sales process. SME items and major defense equipment (MDE), must be separately reflected on the LOA and not embedded in other lines on the case. LOAs for major end items generally include related initial support items and services (generally one to three years), in accordance with the Total Package Approach (TPA) philosophy. Refer to Chapter 5 of this textbook to review the definitions of SME, MDE, and TPA. The IA is responsible for preparing and submitting requisitions (orders) on defined order cases. Attachment 6-1 is a partial extract of a U.S. Army defined order FMS LOA.

A defined order case normally requires an LOA data analysis for the separately deliverable LOA line items in order to give the purchaser the best available estimate of item costs and delivery schedules within an allowable processing time frame. This data study includes information on payment schedules, financial analysis for program milestones, delivery schedules, and projected payments to contractors. When appropriate and available, the IA may also use historical data when developing LOA pricing.

The types of defense articles and services normally sold via defined order cases include, but are not limited to, the following:

- SME and MDE—includes major end items and weapon systems (e.g., tanks, ships, airplanes, missiles, etc.), and related support requirements to activate and operate an item or system during an initial period of time
- Explosives, including munitions
- Classified/sensitive articles
- Specific services (transportation, aircraft ferrying, etc.)
- Technical data packages (TDP)

### **Blanket Order Foreign Military Sales LOA**

A blanket order case is one in which the partner nation or international organization purchases a category of items or services (including training) at a set dollar value ceiling with no definitive listing of the exact items or quantities desired. Since the dollar ceiling is usually established by the customer, an LOA data analysis is generally not required to develop LOA pricing. On a blanket order case, purchasers can submit requisitions as long as the case has funds available. Attachment 6-2 is a partial extract of a U.S. Air Force blanket order LOA.

The types of defense articles and services normally sold via blanket order cases include, but are not limited to, the following:

- Spares and repair parts: consumable and reparable items that become part of a higher assembly during use (generally for follow-on support of a major item or weapon system)
- Support equipment: special tools, test equipment, vehicles, construction equipment, materials handling equipment, etc., used in direct or indirect support and maintenance of weapon systems or end items
- Publications: forms, catalogs, manuals, stock lists, technical orders, engineering drawing specifications, reports, books, charts, etc.
- Maintenance: repairs, repair services, and minor modifications/alterations as authorized by the cognizant IA
- Repairables: items of supply of a durable nature and design which, when unserviceable, normally can be economically restored to a serviceable condition through regular repair procedures (includes such major components as aircraft engines, communications equipment, radars, motor vehicle engines, and transmissions, or secondary items such as generators); may be repaired at the request of the customer and with the approval of the appropriate IA
- Technical assistance services: site/system survey teams, installation and testing of major items, systems evaluation, technical assistance teams, advice from specialists, feasibility studies, systems integration, study groups to develop engineering requirements plans, etc.
- Training: formal (classroom) or informal (on-the-job) instruction of international students by DoD components, contractors (including instruction at civilian institutions), or by correspondence course to include technical, educational, or informational publications, and instructional media of all kinds
- Training aids (items that supplement training programs such as videotapes, DVDs, slides, films, microfiche, transparencies, etc.)

A blanket order case is typically used for follow-on support and training for a major item or weapon system following the initial support period. Initial or concurrent support is usually included in the original system sale defined order case as part of the TPA. Depending on the IA, a blanket order follow-on support case may be established for each category of item/service to be provided, for each major item/weapon system, or perhaps for support of multiple systems.

### ***Restrictions on Blanket Order Procedures***

There are a number of instances where, by regulation, blanket order case procedures do not apply (see SAMM, C5.4.3.2). These items must be ordered on a defined order case. Items that are generally restricted from being ordered on a blanket order case include:

- SME, including MDE
- Initial logistics support that is normally ordered for concurrent delivery (e.g. TPA)
- Classified materiel (except classified publications, which must be on a stand-alone line)
- Lumber, sand, gravel, household goods and other commercial-type material
- Technical data packages (TDPs)
- Ozone depleting substances
- Explosives, including munitions

### ***Defined versus Blanket Order Procedures***

There are instances when either a defined order or blanket order case may be used, depending on the specific IA and country involved. IA policy, partner nation preference, and item application (i.e., support for a specific system or program, or general support to a customer service, unit, depot, etc.), will dictate which type of case is most appropriate. Partner nations may sometimes prefer a blanket order case because the Anticipated Offer Date (AOD) for the USG to offer the LOA is generally shorter than a more complex defined order case. This is due to the fact that the purchaser usually establishes the LOA dollar value, thereby eliminating the need for a more time-intensive LOA data analysis. Refer to Chapter 5 of this textbook for a review of AODs. Blanket order cases can also provide more flexibility since items are not specifically identified and requisitions can be submitted as long as funds remain on the case. However, since the responsibility for preparing and submitting requisitions lies with the purchaser on blanket order cases, the partner nation or international organization must be familiar with DoD requisitioning procedures and supply systems.

An important feature of both defined order and blanket order cases is that materiel requirements are normally filled from DoD stocks only if on-hand assets are above the control level, also known as the reorder point. The only time that FMS requisitions will normally be filled below this reorder point is through a mature (programmed) CLSSA.

### **Cooperative Logistics Supply Support Arrangement LOAs**

A CLSSA is designed to provide more responsive follow-on spare parts support for U.S. produced military hardware owned by partner nations or international organizations. IAs may offer such arrangements with approval from the Defense Security Cooperation Agency (DSCA). A CLSSA consists of two LOAs. One LOA is established up front to buy “equity” in the DoD’s supply system for DoD-stocked, non-SME items used by the purchaser on a recurring basis. This enables DoD to augment defense stocks in anticipation of FMS demands and increases the probability of spare and repair parts being available for issue from DoD stock. The second LOA is a blanket order CLSSA case used by the purchaser to requisition those items. Many purchasers prefer CLSSAs for follow-on

support. Chapter 10 of this textbook, “Logistics Support of International Military Sales,” provides additional information on CLSSAs.

### **Pseudo LOA**

The first traditional Title 22 security assistance-based FMS agreements started in the early 1950s. They were the result of the Cold War and represented a U.S. Department of State (DoS) tool of foreign policy. Pseudo LOAs were first introduced in 2005. Pseudo LOAs came about because the DoD perspectives on training and equipping foreign military forces slowly began to change after the September 11, 2001 terrorist attacks on the United States. Defense officials began to regard the defeat of terrorist groups in the countries where they train and prepare as essential to U.S. national security. There was a realization that these groups could not be disrupted and defeated solely with U.S. forces under existing arrangements.

Thus DoD, with DoS concurrence, petitioned Congress to provide additional authorities within U.S. law to use U.S. appropriated funds (other than Foreign Military Financing [FMF] and International Military Education and Training [IMET] funds) to transfer defense articles and services to friends and allies. Typically, these additional authorities allow the DoD and DoS to focus on building capacities of partner nation security forces and enhancing their capabilities to conduct/support:

- Counterterrorism operations
- Counter drug operations
- Counterinsurgency operations
- U.S. military and stability operations
- Multilateral peace operations

These types of activities funded with U.S. Government appropriations are called Building Partner Capacity (BPC) programs and are administratively managed using the FMS infrastructure. IAs develop pseudo LOAs for BPC programs using established security assistance automated systems. It is important to note that DSCA has dedicated Chapter 15 of the SAMM as the source for comprehensive policy for pseudo LOAs and BPC guidance. The terms “pseudo LOA” and “BPC case” can be used interchangeably. A partial extract of a pseudo LOA is shown in Attachment 6-3.

Typical (though not all inclusive) BPC programs that may result in a pseudo LOA are described in SAMM C15.1.4. The most common are:

- Afghanistan Security Forces Fund (ASFF)
- Coalition Readiness Support Program (CRSP)
- Global Peacekeeping Operations Initiative (GPOI)
- Global Security Contingency Funds (GSCF (multiple))
- Global Train and Equip (Sections 2282 and 333)
- International Narcotics Control and Law Enforcement (INCLE)
- Iraq Train and Equip Fund (ITEF)
- Peacekeeping Overseas Contingency Operations (PKO/OCO) (FAA Section 551)

Each of these BPC programs will have its own unique authorization that will influence its execution guidelines and fiscal law constraints. For example, the program to build the capacity of foreign security forces, NDAA Section 333, contains both one fiscal year and two fiscal year obligation authority and should be used for emergent threats related to training and equipping a foreign country's national security forces (forces not limited to the authority of the Ministry of Defense (MOD)) to conduct counterterrorism or counternarcotics operations or participate in/support military and stability operations in which U.S. armed forces are participating. The 333 authority can also be used to build the capacity of a foreign country's maritime security forces (including non-MOD elements) to conduct counterterrorism or counternarcotics operations. Thus, it is important that any participant involved in the development or execution of a BPC program recognize that each program has its own unique program guidelines.

The pseudo LOA process starts with the requesting authority submitting a pre-coordinated BPC request or proposal to the Implementing Agency (IA) and DSCA. The requesting authority could be the security cooperation organization (SCO) at the U.S. Embassy, a Combatant Command (CCMD), Component Command, Department of State, another federal agency or a combination of all of these organizations. The request, called a Memorandum of Request (MOR), is similar to a traditional FMS LOR and it will identify the required services, equipment, and the BPC legal authority for the program. The IA may conduct a feasibility assessment to ensure such areas as requirements definition, transportation plans, technology/disclosure, special contracting issues, etc., are addressed and compliant with the BPC program guidelines. The assessment will also verify that the requirements identified are actionable within the program budget constraints and obligation time lines.

While not yet required for every BPC request, Section 333 requests are now requiring that before the MOR is submitted that an initiative design document (IDD) and objective tree logic framework are submitted to the Joint Staff and DSCA for consideration. The IDD and objective tree logic framework are linked to the Integrated Country Strategy (ICS) and Country-specific SC Section (CSCS) of the CCMD Campaign Plan (CCP) and are designed to help determine if the request is a priority and executable.

The IDD and objective tree logic framework help to document the initial assessment, partner nation baseline, desired security cooperation outcome, logic framework, theory of change, indicators and milestones, activities and resources required, monitoring plan, risks and guidance to stakeholders.

The theory of change is intended to make implicit assumptions more explicit, describe why certain actions will produce a desired change and clearly states what the intended outcome of the initiative will be and how it will be achieved. The objective tree logic framework maps goals and "SMART" (Specific, Measurable, Achievable, Relevant, Time-bound) objectives to activities necessary to achieve desired changes and visually describes activities and the planned process to achieve goals and objectives. For more on this, see Theory of Change and Logic Framework descriptions in Chapter 19.

If the IDD and objective tree logic framework are approved, the requesting authority will then begin development of the MOR. MORs have a very specific format (SAMM C15.T4), which includes an Excel spreadsheet, PowerPoint 'Quad Charts', and Country Team Assessment. The requesting authority should submit the completed MOR no later than the first quarter of the fiscal year to allow adequate time for case development and funds obligation to the DSCA Integrated Regional Team in the BPC directorate and copy the implementing agency. DSCA then forwards the MOR to OUSD(P) and other organizations for review in accordance with DoD Instruction 5111.19. The project then enters the program design phase.

Each CCMD is responsible for multi-year planning of BPC activities and strategies for the regions and countries within its theater of operations, documented in the CCMD Campaign Plan (CCP) (SAMM C15.1.3.5).



Chapter 15 of the SAMM also includes specific operating guidelines required when developing and executing the pseudo LOA:

- Congressional notification is required for all pseudo LOAs.
- The pseudo LOA is not signed by the country or organization receiving the articles and/or services. Once implemented, pseudo LOA documentation may be shared with the recipient (benefitting) country on a case-by-case basis in accordance with DSCA guidance.
- Transportation is typically provided by the USG to an in-country destination and the SCO is responsible for conducting an inventory before transferring possession of the materiel to the customer.
- For programs where the title transfers, it transfers at the point of delivery vice the initial point of shipment. The SCO is responsible for documenting the transfer to the benefitting country.
- LOA standard terms and conditions do not apply to pseudo LOAs.
- DSCA will issue a policy memorandum each fiscal year to identify the funding authority, a unique two-position alpha-numeric program code, and specific pseudo LOA preparation procedures for each BPC program. Reviewing these policy memoranda on DSCA's website can help provide a more thorough understanding of pseudo LOAs.
- The unique two-position alpha-numeric program code will become part of the pseudo LOA case identifier.
- The pseudo LOA will cite the program authority and will note the period of availability for the financial authority.
- One or more benefitting countries identified to receive the program materiel or services may be identified in the pseudo LOA.
- DoD and DoS "Leahy" human rights vetting must be completed before receiving BPC program assistance, as applicable.

The SCO and the CCMD play a significant role in the pseudo LOA process. They must interface with the recipient country in order to translate the specific BPC program objectives into detailed package requests. As stated previously, BPC program requests should be linked to country and theater planning documents. Since some BPC cases have a short financial life cycle and are authorized only to counter immediate crisis situations, they generally do not contain sustainment support. Therefore, these sustainment support elements should be considered and funded through other SC programs such as FMS or IMET. The SCO and CCMD should include these sustainment elements in their planning documents.

## LOA CASE IDENTIFIER

To differentiate among the approximately 14,000 implemented FMS cases, each LOA is assigned a unique case identifier. This case identifier is assigned by the IA and should be provided to the customer as soon as possible after receipt of the LOR. However, if the proposed sale must be notified to Congress, the case identifier may not be available until the proposed sale is entered in the *U.S. Federal Register*. The case identifier is found on every page of every LOA. The case identifier has three major components:

- **SC Customer Code:** A two-position code representing the purchasing country or organization. A list of DoD country/activity codes is found in SAMM, Table C4.T2. For pseudo LOAs, the customer code is replaced by a Program Code that represents the U.S.

security cooperation program authorizing the transfer. Program codes are listed in SAMM C4.T2 and C15.T2.

- **Implementing Agency (or service) Code:** A single alpha code that identifies the U.S. MILDEP or other IA that manages the item/system requested and is responsible for preparing the LOA on behalf of the USG. The most common codes are “B” for Army, “D” for Air Force, and “P” for Navy. Refer to Chapter 5 or Attachment 5-1 of this textbook, or SAMM Table C5.T2 for a listing of IA codes.
- **Case Designator:** A three-position alpha code assigned by the IA to identify a specific offer to a country. The first position of the case designator generally identifies the category of item or service to be provided to the purchaser. The meaning of this first position code varies by MILDEP and is not dictated by DSCA policy. See Table 6-1 of this chapter or Figure C5.F6 of the SAMM for general guidelines used by the MILDEPs in determining the first position of a case designator. The second and third positions are assigned sequentially to distinguish among a country’s separate FMS cases for that same category of item or service.

As an illustration, the case identifier on the LOA in Attachment 6-2 is BN-D-EZY. For this example, “BN” is the SC Customer Code for the fictional country of Bandaria. The IA code is “D” for U.S. Air Force, and case designator “EZY” indicates that this is likely one of several cases that the U.S. Air Force has prepared for Bandaria in the “E” equipment category. The case identifier should be used on all documentation relating to its associated LOA, including amendments and modifications, as well as logistics and financial transactions. It is used to track the status of the LOA and is perpetuated in case directives, Military Standard Requisitioning and Issue Procedures (MILSTRIP) documents, FMS billing documents, and the DSCA 1200 computer system.

**Table 6-1**  
**First Position of Case Designator\***

First Position of Case Designator	Implementing Agency	Purpose	Type of LOA
A	Army	Materiel and Services for BPC Programs	Pseudo
A	Navy	Ammunition and Explosives	Defined
A	Air Force	Munitions	Defined
A	DCMA	Contract Administration Services	Blanket
A	DLA	Services for BPC Programs	Pseudo
A	NSA	Communications Security Equipment	Defined
B	Army	Repair Parts	Blanket
B	Navy	Spares and Components	Defined or Blanket
C	Navy	Spares and Components	Defined or Blanket
C	Air Force	Cartridge Actuated Devices/Propellant Actuated Devices (CAD/PAD)	Defined or Blanket
D	Army	Training OCONUS (SATMO)	Defined/Blanket/Pseudo
D	Air Force	Communications/Electronic Systems Sale	Defined
D	Navy	Equipment Support Services	Defined
E	Air Force	Equipment	Blanket
E	NSA	Communications Security Equipment	Defined
F	NSA	Communications Security Equipment	Defined
F	DLA	Packing, Crating and Handling Services	Defined or Blanket
F	Navy	Technical Assistance	Defined or Blanket
F	Army	Local Purchase Equipment and Training for Afghanistan	Pseudo
G	DISA	Communications Systems/Networks	Defined
G	NSA	Communications Security Equipment	Defined
G	Navy	Technical and Engineering Services	Defined or Blanket
G	Air Force	Services	Defined or Blanket
G	Navy	Materiel and Services for BPC Programs	Pseudo
G	Navy	Technical Services and Support	Defined or Blanket
H	Army	Corps of Engineers Construction Services	Defined
H	Navy	Direct Requisition Procedures	Defined
H	Navy	Global Peace Operations Initiative Construction and Support	Pseudo
H	NSA	Communications Security Equipment	Defined
I	Army	Excess Defense Articles	Defined
J	Navy	Direct Requisition Procedures	Blanket
J	NGA	Geospatial and Flight Information Publications	Defined
K	Army	Foreign Military Sales Order I and II	CLSSA
K	Navy	Foreign Military Sales Order I and II	CLSSA
K	Air Force	Foreign Military Sales Order I and II	CLSSA
L	Navy	Major End Items, Components and Equipment	Defined
L	Air Force	Equipment	Defined
M	Army	Medical Equipment from the US Army Medical Materiel Agency	Defined
M	Navy	Repair and Return Maintenance	Blanket
M	Air Force	Repair and Return Maintenance	Blanket
M	DLA	Excess Defense Articles and Related Services	Defined or Blanket
N	Army	Coproduction	Defined
N	Air Force	Special Support	Defined
O	Army	Training CONUS (SATFA)	Blanket



**Table 6-1 (Continued)**  
**First Position of Case Designator\***

First Position of Case Designator	Implementing Agency	Purpose	Type of LOA
O	Air Force	Communications Security Devices	Defined
P	Air Force	Publications	Defined or Blanket
P	Navy	Cartridge Actuated Devices/Propellant Actuated Devices (CAD/PAD)	Defined
Q	Army	Materiel/Services from US activities located in Europe	Defined
Q	Air Force	Systems Sustainment Support	Defined or Blanket
Q	NGA	Geointelligence Products and Services	Defined
R	Navy	Medical Equipment, Spares, Publications, Support Equipment	Blanket
R	Air Force	Spares and Components	Blanket
S	Navy	Weapon System Sale (Ship or Aircraft)	Defined
S	Air Force	Aircraft System Sale	Defined
T	Army	Publications	Blanket
T	Navy	Training	Defined or Blanket
T	Air Force	Training	Defined or Blanket
U	Army	Materiel/Services provided from various Life-Cycle Management Commands, including but not limited to system package sales, munitions, spare parts, equipment, technical services, maintenance, etc.	Defined or Pseudo
U	DLA	Packing, Crating, and Handling Services in Support of BPC Programs	Pseudo
U	DTRA	Vulnerability Assessment and Protection Services	Defined
U	Navy	Major Items in Support of BPC Programs	Pseudo
V	Army	Materiel/Services provided from various Life-Cycle Management Commands, including but not limited to system package sales, munitions, spare parts, equipment, technical services, maintenance, etc.	Defined
V	Air Force	Modifications and Upgrades	Defined or Blanket
W	Army	Materiel/Services provided from various Life-Cycle Management Commands, including but not limited to system package sales, munitions, spare parts, equipment, technical services, maintenance, etc.	Defined
W	Missile Defense Agency	Missile Defense Systems and Services	Defined
X	Army	Materiel/Services provided from various Life-Cycle Management Commands, including but not limited to system package sales, munitions, spare parts, equipment, technical services, maintenance, etc.	Defined
Y	Army	Materiel/Services provided from various Life-Cycle Management Commands, including but not limited to system package sales, munitions, spare parts, equipment, technical services, maintenance, etc.	Defined
Y	Air Force	Missile System Sale	Defined
Y	DLA	Catalog/Services/Logistical Data	Blanket
Z	Army	Materiel/Services provided from various Life-Cycle Management Commands, including but not limited to system package sales, munitions, spare parts, equipment, technical services, maintenance, etc.	Defined
Z	Air Force	Airborne Warning and Control Systems	Defined
Z	DLA	Catalog Services/Logistics Data	Blanket

\*Table 6-1 shows the most common applications of the case designator first position. However, each IA may make exceptions to how the first position is assigned.

## SUMMARY

The FMS case concept is crucial to understanding and managing FMS programs. FMS cases fall into one of three categories as defined by the SAMM: defined order, blanket order, and CLSSA. Some BPC programs are implemented through the existing FMS infrastructure using a fourth category of case called a pseudo LOA.

Each FMS case is assigned a unique case identifier, composed of a customer code, IA code, and case designator. The case identifier is used for all managerial tasks associated with the case, such as financial and logistics tracking. Pseudo LOA case identifiers contain a unique program code assigned by DSCA.

## REFERENCES

DSCA Manual 5105.38-M, *Security Assistance Management Manual* (SAMM). <http://www.samm.dsca.mil/>.

U.S. Air Force Manual, AFMAN 16-101, *International Affairs and Security Assistance Management*.

U.S. Army Regulation, AR 12-1, *Security Assistance, Training, and Export Policy*.

U.S. Navy Naval Supply (NAVSUP) Systems Command Publication 526, *Foreign Military Sales Customer Purchaser Supply Systems Guide*.

**Attachment 6-1  
Sample Defined Order Case**



**United States of America  
Letter of Offer and Acceptance (LOA)**

**BN-B-ULY  
BULLSEYE**

Based on Government of Bandaria, Ministry of Defence Letter, Ref: (continued on page 2)

Pursuant to the Arms Export Control Act, the Government of the United States (USG) offers to sell to the Government of Bandaria, Office of the Military Attaché, 2468 16th Street NW, Washington DC 20009, the defense articles or defense services (which may include defense design and construction services) collectively referred to as "items," set forth herein, subject to the provisions, terms, and conditions in this LOA.

This LOA is for the procurement of BULLSEYE missiles and supporting equipment.

Estimated Cost: \$454,691,120

Initial Deposit: \$8,717,741

Terms of Sale:

Cash Prior to Delivery

Dependable Undertaking

Congressional Notification: 12-999

This offer expires on 21 February 2013. Unless a request for extension is made by the Purchaser and granted by the USG, the offer will terminate on the expiration date.

This LOA consists of page 1 through page 30.

The undersigned are authorized representatives of their Governments and hereby offer and accept, respectively, this LOA:

	06 Sep 2012		13 Feb 2013
_____ U.S. Signature	_____ Date	_____ Purchaser Signature	_____ Date
Robert Van Horn Director, EASTCOM Regional Operations		General Malaise Defense Chief of Staff	
_____ Typed Name and Title		_____ Typed Name and Title	
US Army Security Assistance Command, Redstone Arsenal, AL 35898			
_____ Implementing Agency		_____ Agency	
DSCA Reviewed/Approved	12 Sep 2012	<b>IMPLEMENTATION DATE : 22 Feb 2013</b>	
_____ DSCA	_____ Date		

Information to be provided by the Purchaser:

Mark For Code\_C\_, Freight Forwarder Code\_2\_, Purchaser Procuring Agency Code\_B\_, Name and Address of the Purchaser's Paying Office: \_Office of the Military Attaché, 2468 16th Street NW, Washington DC 20009

**Attachment 6-1 (Continued)**  
**Sample Defined Order Case**

Customer reference continued: BN2060, 01 March 2012, Office of the Military Attaché, 2468 16th Street NW, Washington DC 20009.

**Items to be Supplied (costs and months for delivery are estimates):**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
001 L 5	B1U 1324658790132 (Y)(M)(R)(IV) BULLSEYE MISSILE, Guided Missile (GM). Nomenclature is unclassified. Material is classified CONFIDENTIAL (Note(s) 1, 39)	95 EA	\$3,053,628.63	\$290,094,720	P(19-44) TA5 SP	Z 8
002 L	B6A 9B6A00MSLM0DS (N)(N)(R)(IV) MODIFICATION, MISSILE, TEST EQUIPMENT & SERVICES (Note(s) 39)			\$103,124,001 (Line Total)		
	a. PN 14622036 Launcher Station Modification Kit (LMK) (Note(s) 2)	28 KT	\$3,683,000.04	\$103,124,001	P(38-43) TA5	A 2
003 L	B1U 9B1U00BULLSEYE (N)(N)(R)(XIII) SUPPORT EQUIPMENT, BULLSEYE (Note(s) 39)			\$1,624,000 (Line Total)		
	a. Fire Solution Computer (FSC) Mod Kits (Note(s) 3)	24 EA	\$67,666.66	\$1,624,000	P(18-26) TA5 NR	X 2
004 L	B6A 9B6A00MSLM0DS (N)(N)(R)(IV) MODIFICATION, MISSILE, TEST EQUIPMENT & SERVICES (Note(s) 39)			\$1,522,500 (Line Total)		

**Attachment 6-1 (Continued)**  
**Sample Defined Order Case**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(b) Total	(5) SC/MOS/ TA	(6) Ofr Rel Cde	(7) Del Trm Cde
	a. BULLSEYE Test Set (Note(s) 4)	3 EA	\$507,500.00	\$1,522,500	P(84) TA5	Z	4
005	B1U 9B1U00BULLSEYE (N)(N)(R)(XIII) L SUPPORT EQUIPMENT, BULLSEYE			\$1,249,266 (Line Total)			
	a. 9999-01-713-3333 Missile Trainer (Note(s) 5)	12 EA	\$104,105.50	\$1,249,266	P(12) TA5 SP	Z	4
006	B9A 9B9A00GMPARTS (N)(N)(R)(IV) L COMPONENT PARTS/SUPPORT EQUIPMENT (Note(s) 39)			\$6,800,500 (Line Total)			
	a. BULLSEYE Prescribed Load List (PLL), BULLSEYE Authorized Stockage List (ASL), Supplemental Items to Support Integration, BULLSEYE Sustainment Spares (Note(s) 6)	2 SE	\$3,400,250.00	\$6,800,500	P(19-55) TA5	Z	4
007	B9A 9B9A00GMPARTS (N)(N)(R)(IV) L COMPONENT PARTS/SUPPORT EQUIPMENT (Note(s) 39)			\$101,500 (Line Total)			
	a. BULLSEYE Missile Consumables OCONUS - Outside the Continental United States (Note(s) 7)	2 SE	\$50,750.00	\$101,500	X(44-80) TA4	A	5
008	B9A 9B9A00GMPARTS (N)(N)(R)(IV) L COMPONENT PARTS/SUPPORT EQUIPMENT (Note(s) 39)			\$5,785,500 (Line Total)			
	a. Unclassified BULLSEYE Spares - Continental United States (CONUS) (Note(s) 8)	2 SE	\$2,892,750.00	\$5,785,500	P(44-80) TA5	Z	4

BN-B-ULY  
Page 3 of 30 Pages

**Attachment 6-1 (Continued)**  
**Sample Defined Order Case**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
009	B9A 9B9A00GMPARTS (N)(N)(R)(IV)			\$7,105,000		
L	COMPONENT PARTS/SUPPORT EQUIPMENT			(Line Total)		
	(Note(s) 39)					
	a. CLASSIFIED BULLSEYE Spares - Continental United States (CONUS)	2 SE	\$3,552,500.00	\$7,105,000	P(44-80) TA5	Z 4
	(Note(s) 9)					
010	M2K02280000RRMSL (N)(N)(R)(XXI)	XX		\$2,436,000	P(38-74) TA5	A E
L	R-R MISSILES & SUPPORT EQUIPMENT					
	Repair and Return of BULLSEYE Ground Support Equipment (BULLSEYE)					
3	(Note(s) 10, 39)					
011	M2K02280000RRMSL (N)(N)(R)(XXI)	XX		\$3,146,500	P(38-43) TA5	A E
L	R-R MISSILES & SUPPORT EQUIPMENT					
	Repair and Return Missile and Support Equipment (BULLSEYE)					
3	Nomenclature is unclassified. Items for Repair and Return are classified CONFIDENTIAL (Note(s) 11, 39)					
012	M1E02050000LOGSV (N)(N)(R)(XXI)	XX		\$507,500	P(38-43) TA5	- 4
L	LOGISTICAL INTEGRATION SERVICES					
	Contractor System Integration and Checkout (SICO) and System Integration Demonstration (SID)					
3	(Note(s) 12, 39)					
013	M1E02050000THERTA (N)(N)(R)(XXI)	XX		\$913,500	P(3-87) TA5	- 4
L	OTHER TECHNICAL ASSISTANCE CONTRACTOR PERSONNEL ONLY					
	Contractor Technical Assistance in Support of BULLSEYE Missiles					
3	(Note(s) 13, 39)					
014	R9A 079100SPCLACT (N)(N)(R)(XXI)	XX		\$2,933,162	X(1-84) TA4	- 4
L	SPECIAL ACTIVITIES					
	Missile Field Surveillance - BULLSEYE					
3	(Note(s) 14)					

BN-B-ULY  
Page 4 of 30 Pages



**Attachment 6-1 (Continued)**  
**Sample Defined Order Case**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
015 L	M1E 0205000TAUSGP (N)(N)(R)(XXI) OTHER TECHNICAL ASSISTANCE - US GOVERNMENT PERSONNEL (NOT TECHNICAL ASSISTANCE TEAMS) U.S. Government Technical Assistance - Lower Tier Project Office (LTPO) (Note(s) 15)	XX		\$3,888,685 X(13-73) TA4	-	-
3						
016 L	M1E 0205000TAUSGP (N)(N)(R)(XXI) OTHER TECHNICAL ASSISTANCE - US GOVERNMENT PERSONNEL (NOT TECHNICAL ASSISTANCE TEAMS) U.S. Government Technical Assistance - Security Assistance Management Directorate (SAMD) (Note(s) 16)	XX		\$1,486,283 S(13-73) TA3	-	-
3						

**Estimated Cost Summary:**

(8) Net Estimated Cost	\$432,718,617
(9) Packing, Crating, and Handling	0
(10) Administrative Charge	16,443,308
(11) Transportation	5,529,195
(12) Other	0
(13) Total Estimated Cost	\$454,691,120

**To assist in fiscal planning, the USG provides the following anticipated costs of this LOA:**

**ESTIMATED PAYMENT SCHEDULE**

<u>Payment Date</u>	<u>Quarterly</u>	<u>Cumulative</u>
Initial Deposit	\$8,717,741	\$8,717,741
15 Mar 2013	\$613,737	\$9,331,478
15 Jun 2013	\$302,311	\$9,633,789
15 Sep 2013	\$98,040	\$9,731,829
15 Dec 2013	\$144,870	\$9,876,699
15 Mar 2014	\$6,887,272	\$16,763,971
15 Jun 2014	\$18,690,408	\$35,454,379

**Attachment 6-1 (Continued)**  
**Sample Defined Order Case**

<u>Payment Date</u>	<u>Quarterly</u>	<u>Cumulative</u>
15 Sep 2014	\$31,754,467	\$67,208,846
15 Dec 2014	\$51,945,565	\$119,154,411
15 Mar 2015	\$67,795,628	\$186,950,039
15 Jun 2015	\$66,341,769	\$253,291,808
15 Sep 2015	\$82,242,009	\$335,533,817
15 Dec 2015	\$94,132,601	\$429,666,418
15 Mar 2016	\$2,030,561	\$431,696,979
15 Jun 2016	\$2,090,299	\$433,787,278
15 Sep 2016	\$2,100,033	\$435,887,311
15 Dec 2016	\$2,219,101	\$438,106,412
15 Mar 2017	\$2,398,171	\$440,504,583
15 Jun 2017	\$2,761,417	\$443,266,000
15 Sep 2017	\$2,915,286	\$446,181,286
15 Dec 2017	\$2,828,990	\$449,010,276
15 Mar 2018	\$2,392,496	\$451,402,772
15 Jun 2018	\$1,728,411	\$453,131,183
15 Sep 2018	\$939,935	\$454,071,118
15 Dec 2018	\$480,388	\$454,551,506
15 Mar 2019	\$78,655	\$454,630,161
15 Jun 2019	\$52,714	\$454,682,875
15 Sep 2019	\$8,245	\$454,691,120

Explanation for acronyms and codes, and financial information, may be found in the "Letter of Offer and Acceptance Information."

**Signed Copy Distribution:**

1. Upon acceptance, the Purchaser should return one signed copy of this LOA to Defense Finance and Accounting Service - Indianapolis ATTN: Security Assistance Accounting, DFAS-JAX/IN 8899 E. 56th Street Indianapolis, IN 46249-0230. Simultaneously, wire transfer of the initial deposit or amount due with acceptance of this LOA document (if required) should be made to ABA #021030004,

BN-B-ULY  
Page 6 of 30 Pages

**Attachment 6-2  
Sample Blanket Order Case**



**United States of America  
Letter of Offer and Acceptance (LOA)  
BN-D-EZY**

Based on Government of Bandaria, Ministry of Defence Letter, Ref: (continued on page 2)

Pursuant to the Arms Export Control Act, the Government of the United States (USG) offers to sell to the Government of Bandaria, Office of the Military Attaché, 2468 16th Street NW, Washington DC 20009, the defense articles or defense services (which may include defense design and construction services) collectively referred to as "items," set forth herein, subject to the provisions, terms, and conditions in this LOA.

This LOA is for equipment in support of the C-130 aircraft.

Estimated Cost: \$5,000,000

Initial Deposit: \$280,894

Terms of Sale:

Cash Prior to Delivery

Dependable Undertaking

This offer expires on 5 March 2014. Unless a request for extension is made by the Purchaser and granted by the USG, the offer will terminate on the expiration date.

This LOA consists of page 1 through page 14.

The undersigned are authorized representatives of their Governments and hereby offer and accept, respectively, this LOA:

	16 Dec 2013		12 Feb 2014
_____ U.S. Signature	Date	_____ Purchaser Signature	Date
SUSAN L. McCLURE Director, EASTCOM Branch _____ Typed Name and Title		General Malaise Defense Chief of Staff _____ Typed Name and Title	
AFSAC International Division			
_____ Implementing Agency		_____ Agency	
DSCA Reviewed/Approved	16 Dec 2013	<b>IMPLEMENTATION DATE : 08 Mar 2014</b>	
DSCA	Date		

Information to be provided by the Purchaser:

Mark For Code\_B\_, Freight Forwarder Code\_2\_, Purchaser Procuring Agency Code\_D\_, Name and Address of the Purchaser's Paying Office: Office of the Military Attaché, 2468 16th Street NW, Washington DC 20009

**Attachment 6-2 (Continued)**  
**Sample Blanket Order Case**

Customer reference continued: Request, FAX #3302, 29 October 2013.

**Items to be Supplied (costs and months for delivery are estimates):**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
001	A7A 492000000FA7A (N)(N)(R)(VIII)	XX		\$4,815,116	X(-)	Z
B4	GROUND HANDLING EQUIPMENT FOLLOW-ON				TA4	4
47	Unclassified equipment in support of C-130 aircraft (Note(s) 1)					

**Estimated Cost Summary:**

(8) Net Estimated Cost	\$4,815,116
(9) Packing, Crating, and Handling	16,355
(10) Administrative Charge	168,529
(11) Transportation	0
(12) Other	0
(13) Total Estimated Cost	\$5,000,000

**To assist in fiscal planning, the USG provides the following anticipated costs of this LOA:**

**ESTIMATED PAYMENT SCHEDULE**

<u>Payment Date</u>	<u>Quarterly</u>	<u>Cumulative</u>
Initial Deposit	\$280,894	\$280,894
15 Jun 2014	\$368,680	\$649,574
15 Sep 2014	\$653,793	\$1,303,367
15 Dec 2014	\$978,231	\$2,281,598
15 Mar 2015	\$1,140,451	\$3,422,049
15 Jun 2015	\$958,568	\$4,380,617
15 Sep 2015	\$496,490	\$4,877,107
15 Dec 2015	\$122,893	\$5,000,000

BN-D-EZY  
Page 2 of 14 Pages

**Attachment 6-3  
Sample Pseudo LOA**



**United States of America  
Letter of Offer and Acceptance (LOA)**

**7L-P-LZZ**

**Multiple CTYs, 10 U.S.C., Sec 333, BPC**

Based on funds provided and written request from Defense (continued on page 2)

Pursuant to the Arms Export Control Act, the Government of the United States (USG) offers to sell to the Department of Defense, the defense articles or defense services (which may include defense design and construction services) collectively referred to as "items," set forth herein, subject to the provisions, terms, and conditions in this LOA.

This LOA provides for EASTCOM (AK, BN, CK, CL, FU, ZS,) 199th Special Operations Group (continued on page 2)

Estimated Cost: \$1,205,060

Initial Deposit: \$1,205,060

Terms of Sale:

Cash with Acceptance 10 U.S.C. Sec. 333 2017

This offer expires on 16 December 2017. Unless a request for extension is made by the Purchaser and granted by the USG, the offer will terminate on the expiration date.

This LOA consists of page 1 through page 25.

The undersigned are authorized representatives of their Governments and hereby offer and accept, respectively, this LOA:

	12 Dec 2017	No Purchaser Signature required	19 Dec 2017
U.S. Signature	Date	Purchaser Signature	Date
CDR William Riker, USN Deputy Director, EASTCOM Branch			
Typed Name and Title		Typed Name and Title	
Navy International Programs Office			
Implementing Agency		Agency	
DSCA Reviewed/Approved	18 Dec 2017	<b>IMPLEMENTATION DATE : 21 Dec 2017</b>	
DSCA	Date		

Information to be provided by the Purchaser:  
Mark For Code\_(2)\_, Freight Forwarder Code\_(X)\_, Purchaser Procuring Agency Code\_T\_,  
Name and Address of the Purchaser's Paying Office: See Original Signed Document\_\_\_\_\_

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

Customer reference continued: Security Cooperation Agency dated 17 October 2017.

Case description continued: ammunition 5.56MM rounds and 9MM rounds.

**Items to be Supplied (costs and months for delivery are estimates):**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
001	G1A 1305015979747 (S)(N)(R)(III) CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1 G (Note(s) 1)	15,000 EA	\$1.62	\$24,300 P(22-24) TA5	A/X	2/7
AK	Benefitting Country - Akkadia					
002	F1A 1005011182640 (S)(N)(R)(I) PISTOL, 9MM M9 G (Note(s) 2)	14,000 EA	\$2.03	\$28,420 P(22-24) TA5	A/X	2/7
AK	Benefitting Country - Akkadia					
003	J6Z 9J6Z00SUPTEQP (N)(N)(R)(XXI) OTHER SUPPORT EQUIPMENT G (Note(s) 3)	XX		\$105,785 P(19-24) TA5	A	2/7
AK	Benefitting Country - Akkadia					
004	G1A 1305015979747 (S)(N)(R)(III) CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1 G (Note(s) 4)	15,000 EA	\$1.62	\$24,300 P(22-24) TA5	A/X	7/2
BN	Benefitting Country - Bandaria					



**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

Itm Nbr	(2) Description/Condition	Unit of Issue	Costs (a) Unit	SC/MOS/ TA	Rel Cde	Trm Cde
005	F1A 1005011182640 (S)(N)(R)(I) PISTOL, 9MM M9	14,000 EA	\$2.03	\$28,420 P(22-24) TA5	A/X	2/7
G	(Note(s) 5)					
BN	Benefitting Country - Bandaria					
006	J6Z 9J6Z00SUPTEQP (N)(N)(R)(XXI) OTHER SUPPORT EQUIPMENT	XX		\$105,785 P(19-24) TA5	A	2/7
G	(Note(s) 6)					
BN	Benefitting Country - Bandaria					
007	G1A 1305015979747 (S)(N)(R)(III) CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1	15,000 EA	\$1.62	\$24,300 P(22-24) TA5	A/X	2/7
G	(Note(s) 7)					
CK	Benefitting Country - Cheleken Republic					
008	F1A 1005011182640 (S)(N)(R)(I) PISTOL, 9MM M9	14,000 EA	\$2.03	\$28,420 P(22-24) TA5	A/X	2/7
G	(Note(s) 8)					
CK	Benefitting Country - Cheleken Republic					
009	J6Z 9J6Z00SUPTEQP (N)(N)(R)(XXI) OTHER SUPPORT EQUIPMENT	XX		\$105,785 P(19-24) TA5	A	2/7
G	(Note(s) 9)					
CK	Benefitting Country - Cheleken Republic					
010	G1A 1305015979747 (S)(N)(R)(III) CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1	15,000 EA	\$1.62	\$24,300 P(22-24) TA5	A/X	2/7
G	(Note(s) 10)					
CL	Benefitting Country - Costa Caliente					

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
011	F1A 1005011182640 (S)(N)(R)(I) PISTOL, 9MM M9 G (Note(s) 11)	14,000 EA	\$2.03	\$28,420 P(22-24) TA5	A/X	2/7
CL	Benefitting Country - Costa Caliente					
012	J6Z 9J6Z00SUPTEQP (N)(N)(R)(XXI) OTHER SUPPORT EQUIPMENT G (Note(s) 12)	XX		\$105,785 P(19-24) TA5	A	2/7
CL	Benefitting Country - Costa Caliente					
013	G1A 1305015979747 (S)(N)(R)(III) CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1 G (Note(s) 13)	15,000 EA	\$1.62	\$24,300 P(22-24) TA5	A/X	2/7
FU	Benefitting Country - Fumi					
014	F1A 1005011182640 (S)(N)(R)(I) PISTOL, 9MM M9 G (Note(s) 14)	14,000 EA	\$2.03	\$28,420 P(22-24) TA5	A/X	2/7
FU	Benefitting Country - Fumi					
015	J6Z 9J6Z00SUPTEQP (N)(N)(R)(XXI) OTHER SUPPORT EQUIPMENT G (Note(s) 15)	XX		\$105,785 P(19-24) TA5	A	2/7
FU	Benefitting Country - Fumi					
016	G1A 1305015979747 (S)(N)(R)(III) CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1 G (Note(s) 16)	15,000 EA	\$1.62	\$24,300 P(22-24) TA5	A/X	2/7
ZS	Benefitting Country - Zastavia					

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

(1) Itm Nbr	(2) Description/Condition	(3) Qty, Unit of Issue	(4) Costs (a) Unit	(5) SC/MOS/ TA (b) Total	(6) Ofr Rel Cde	(7) Del Trm Cde
017	F1A 1005011182640 (S)(N)(R)(I) PISTOL, 9MM M9 G (Note(s) 17)	14,000 EA	\$2.03	\$28,420 P(22-24) TA5	A/X	2/7
ZS	Benefitting Country - Zastavia					
018	J6Z 9J6Z00SUPTEQP (N)(N)(R)(XXI) OTHER SUPPORT EQUIPMENT G (Note(s) 18)	XX		\$105,785 P(19-24) TA5	A	2/7
ZS	Benefitting Country - Zastavia					
019	M1E 0205000TTECHA (N)(N)(R)(XXI) OTHER TECHNICAL ASSISTANCE G (Note(s) 19)	XX		\$178,819 P(-) TA5	X	4
7L	Benefitting Country - 333 FY18			Jul 2019 - Sep 2019		
<b>Estimated Cost Summary:</b>						
(8) Net Estimated Cost				\$1,129,849		
(9) Packing, Crating, and Handling				0		
(10) Administrative Charge				39,547		
(11) Transportation				35,664		
(12) Other				0		
(13) Total Estimated Cost				\$1,205,060		
<b>To assist in fiscal planning, the USG provides the following anticipated costs of this LOA:</b>						
ESTIMATED PAYMENT SCHEDULE						
<u>Payment Date</u>		<u>Quarterly</u>		<u>Cumulative</u>		
Initial Deposit		\$1,205,060		\$1,205,060		
Explanation for acronyms and codes, and financial information, may be found in the "Letter of Offer and Acceptance Information."						
7L-P-LZZ Page 5 of 25 Pages						

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

**Signed Copy Distribution:**

1. Upon acceptance, the Purchaser should return one signed copy of this LOA to Defense Finance and Accounting Service - Indianapolis ATTN: Security Assistance Accounting, DFAS-JAX/IN 8899 E. 56th Street Indianapolis, IN 46249-0230. Simultaneously, wire transfer of the initial deposit or amount due with acceptance of this LOA document (if required) should be made to ABA #021030004, U.S.Treasury NYC, Agency Location Code: 00003801, Beneficiary DFAS-JAX/IN Agency, showing "7L-P-LZZ, payment from 333 FY18"; or a check for the initial deposit, made payable to the US Treasury, mailed to Defense Finance and Accounting Services, ATTN: Disbursing Operations-FMS Processing Col 135D, 8899 E. 56th Street, Indianapolis, IN 46249, showing "7L-P-LZZ, payment from 333 FY18". Wire transfer is preferred.
2. One signed copy should be returned to Department of the Navy, Navy International Programs Office, 1250 10th Street, SE Bldg 200, Suite 2000, Washington, DC 20374-5165.

**Note 1. CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1.**

Line Item 001 provides for a quantity of 1500 CTG, 5.56MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 2. PISTOL, 9MM M9.**

Line Item 002 provides for a quantity of 1400 CTG, 9MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 3. Support Equipment.**

Line Item 003 provides for the following support equipment:

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)  
Sighting Target A-50YD, quantity of Two (2)  
Master Finger Print Kit, quantity of Four (4)  
Poly Foam Target Stand, quantitiy of Forty (40)  
Pro Timer IV, quantity of Two (2)  
B-29 Qualitification Target, quantity of Ten (10)  
5-SPOT Qualification Target, quantity of Four (4)  
Standard EOD Kit, quantity of Eight (8)  
Combat Exploitation Kit, quantity of Eight (8)  
Zero Point CEX-E Reconstitution, quantity of Eight (8)  
Revolution Climbing Harness With Waist-FR, quantity of Twelve (12)

7L-P-LZZ  
Page 6 of 25 Pages

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

Kit K9 Trauma W Chitogauze, quantity of Eight (8)  
Doublecuf Restraints Pk 100, quantity of Two (2)  
Dual Swing Ram Door, quantity of Two (2)  
Tool Kit (Breaching), quantity of Four (4)  
Mity Mouse Ram, quantity of Four (4)  
Breacher Quickie Saw Kit, quantity of Two (2)

**Note 4. CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1.**

Line Item 004 provides for a quantity of 1500 CTG, 5.56MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 5. PISTOL, 9MM M9.**

Line Item 005 provides for a quantity of 1400 CTG, 9MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 6. Support Equipment.**

Line Item 006 provides for the following support equipment:

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)  
Sighting Target A-50YD, quantity of Two (2)  
Master Finger Print Kit, quantity of Four (4)  
Poly Foam Target Stand, quantitiy of Forty (40)  
Pro Timer IV, quantity of Two (2)  
B-29 Qualitifaction Target, quantity of Ten (10)  
5-SPOT Qualification Target, quantity of Four (4)  
Standard EOD Kit, quantity of Eight (8)  
Combat Exploitation Kit, quantity of Eight (8)  
Zero Point CEX-E Reconstitution, quantity of Eight (8)  
Revolution Climbing Harness With Waist-FR, quantity of Twelve (12)  
Kit K9 Trauma W Chitogauze, quantity of Eight (8)  
Doublecuf Restraints Pk 100, quantity of Two (2)  
Dual Swing Ram Door, quantity of Two (2)  
Tool Kit (Breaching), quantity of Four (4)  
Mity Mouse Ram, quantity of Four (4)  
Breacher Quickie Saw Kit, quantity of Two (2)

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

**Note 7. CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1.**

Line Item 007 provides for a quantity of 1500 CTG, 5.56MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 8. PISTOL, 9MM M9.**

Line Item 008 provides for a quantity of 1400 CTG, 9MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 9. Support Equipment.**

Line Item 009 provides for the following support equipment:

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)  
Sighting Target A-50YD, quantity of Two (2)  
Master Finger Print Kit, quantity of Four (4)  
Poly Foam Target Stand, quantity of Forty (40)  
Pro Timer IV, quantity of Two (2)  
B-29 Qualitification Target, quantity of Ten (10)  
5-SPOT Qualification Target, quantity of Four (4)  
Standard EOD Kit, quantity of Eight (8)  
Combat Exploitation Kit, quantity of Eight (8)  
Zero Point CEX-E Reconstitution, quantity of Eight (8)  
Revolution Climbing Harness With Waist-FR, quantity of Twelve (12)  
Kit K9 Trauma W Chitogauze, quantity of Eight (8)  
Doublecuf Restraints Pk 100, quantity of Two (2)  
Dual Swing Ram Door, quantity of Two (2)  
Tool Kit (Breaching), quantity of Four (4)  
Mity Mouse Ram, quantity of Four (4)  
Breacher Quickie Saw Kit, quantity of Two (2)

**Note 10. CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1.**

Line Item 010 provides for a quantity of 1500 CTG, 5.56MM RDCD RICOCHET LTD PENETRATION (R2LP).



**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)  
Sighting Target A-50YD, quantity of Two (2)  
Master Finger Print Kit, quantity of Four (4)  
Poly Foam Target Stand, quantity of Forty (40)  
Pro Timer IV, quantity of Two (2)  
B-29 Qualitification Target, quantity of Ten (10)  
5-SPOT Qualification Target, quantity of Four (4)  
Standard EOD Kit, quantity of Eight (8)  
Combat Exploitation Kit, quantity of Eight (8)  
Zero Point CEX-E Reconstitution, quantity of Eight (8)  
Revolution Climbing Harness With Waist-FR, quantity of Twelve (12)  
Kit K9 Trauma W Chitogauze, quantity of Eight (8)  
Doublecuf Restraints Pk 100, quantity of Two (2)  
Dual Swing Ram Door, quantity of Two (2)  
Tool Kit (Breaching), quantity of Four (4)  
Mity Mouse Ram, quantity of Four (4)  
Breacher Quickie Saw Kit, quantity of Two (2)

**Note 16. CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1.**

Line Item 016 provides for a quantity of 1500 CTG, 5.56MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 17. PISTOL, 9MM M9.**

Line Item 017 provides for a quantity of 1400 CTG, 9MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 18. Support Equipment.**

Line Item 018 provides for the following support equipment:

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)  
Sighting Target A-50YD, quantity of Two (2)  
Master Finger Print Kit, quantity of Four (4)  
Poly Foam Target Stand, quantity of Forty (40)  
Pro Timer IV, quantity of Two (2)  
B-29 Qualitification Target, quantity of Ten (10)  
5-SPOT Qualification Target, quantity of Four (4)  
Standard EOD Kit, quantity of Eight (8)  
Combat Exploitation Kit, quantity of Eight (8)  
Zero Point CEX-E Reconstitution, quantity of Eight (8)  
Revolution Climbing Harness With Waist-FR, quantity of Twelve (12)  
Kit K9 Trauma W Chitogauze, quantity of Eight (8)  
Doublecuf Restraints Pk 100, quantity of Two (2)  
Dual Swing Ram Door, quantity of Two (2)  
Tool Kit (Breaching), quantity of Four (4)  
Mity Mouse Ram, quantity of Four (4)  
Breacher Quickie Saw Kit, quantity of Two (2)

**Note 16. CARTRIDGE 5.56MM REDUCED RICOCHET LIMITED PENERATION (RRLP), MK 225 MOD 1.**

Line Item 016 provides for a quantity of 1500 CTG, 5.56MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 17. PISTOL, 9MM M9.**

Line Item 017 provides for a quantity of 1400 CTG, 9MM RDCD RICOCHET LTD PENETRATION (R2LP).

**Note 18. Support Equipment.**

Line Item 018 provides for the following support equipment:

Training Gloves, quantity of Twenty-Four (24)  
Training Headgear, quantity of Twenty-Four (24)  
Mountain Warfare Harness, quantity of Twelve (12)  
Center Mass Photo Target, quantity of Ten (10)  
Metal Detectable Corded Earplug, quantity of Two (2)  
Police Trauma Kit, quantity of Twelve (12)  
Sighting Target A-1000, quantity of Ten (10)

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

Sighting Target A-50YD, quantity of Two (2)  
Master Finger Print Kit, quantity of Four (4)  
Poly Foam Target Stand, quantity of Forty (40)  
Pro Timer IV, quantity of Two (2)  
B-29 Qualitification Target, quantity of Ten (10)  
5-SPOT Qualification Target, quantity of Four (4)  
Standard EOD Kit, quantity of Eight (8)  
Combat Exploitation Kit, quantity of Eight (8)  
Zero Point CEX-E Reconstitution, quantity of Eight (8)  
Revolution Climbing Harness With Waist-FR, quantity of Twelve (12)  
Kit K9 Trauma W Chitogauze, quantity of Eight (8)  
Doublecuf Restraints Pk 100, quantity of Two (2)  
Dual Swing Ram Door, quantity of Two (2)  
Tool Kit (Breaching), quantity of Four (4)  
Mity Mouse Ram, quantity of Four (4)  
Breacher Quickie Saw Kit, quantity of Two (2)

**Note 19. OTHER TECHNICAL ASSISTANCE.**

Line Item 019 provides for technical coordination and inspection, configuration management, and logistics management. Technical Assistance line provides for initial operator/maintainer equipment familiarization and post-delivery support for equipment fielding into the benefitting nation's fleet.

**Note 20. SHIPMENT CONSOLIDATION - BPC.**

The IA will maintain accountability of the defense articles provided under this BPC case from the time they leave the source of supply until the Security Cooperation Organization (SCO) receives them. Lines 003, 006, 009, 012, 015, and 018 of this case will be moved to a consolidation point before onward transportation to the SCO. The consolidation point is responsible for the receiving, storage, control of inventory, repacking (if required), crating, and containerization of materiel. The IA will direct that materiel is moved to the following consolidation point: NAVSUP WSS Code NOS1, 5450 Carlisle Pike, Building 107 South End, Mechanicsburg, PA 17055-0788.

The IA will confirm that the SCO has coordinated on the release of the shipment before the defense articles are shipped from the consolidation point to the Benefitting Country.

**Note 21. Transportation (Premium Note).**

Normal surface transportation cannot be used to move this cargo. Alternate transportation may include Air Mobility Command (AMC) scheduled channel aircraft or, if warranted, one or more Special Assignment Airlift Missions (SAAMs). These premium modes will only be used on an exception basis to ensure movement within a reasonable time. If this transportation option is declined, that portion of the LOA involving small quantities of ammunition, small

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

arms, machine guns, explosives, other sensitive items, classified items, or other cargo that cannot be moved in a reasonable time, may be cancelled. Delivery term code 9 applied to line items {001, 002, 004, 005, 007, 008, 010, 011, 013, 014, 016, and 017} that will be moved in this manner.

**Note 22. Associated Letters of Offer and Acceptance.**

This Letter of Offer and Acceptance (LOA) supports the Congressionally Notified program for Bandaria, Zastavia, Akkadia, Cheleken Republic, Costa Caliente, and Fumi - Counterterrorism and Interoperability Training, executed under authority of Title 10 United States Code, Section 333. The following associated LOAs are managed by other executing offices within the United States Government:

7L-D-TXZ  
7L-B-UZZ  
7L-P-XYZ

**Note 23. Section 333 Delivery to the Partner Nation.**

All articles within this LOA will be delivered to the U.S. Government no later than the end of the subsequent fiscal year after the fiscal year of Congressional Notification. Below is the estimated delivery schedule to the Partner Nation for all articles:

Line	Delivery to Partner	QTY
001	CY19Q3	15,000
002	CY19Q3	14,000
003	CY19Q3	All
004	CY19Q3	15,000
005	CY19Q3	14,000
006	CY19Q3	All
007	CY19Q3	15,000
008	CY19Q3	14,000
009	CY19Q3	All
010	CY19Q3	15,000
011	CY19Q3	14,000
012	CY19Q3	All
013	CY19Q3	15,000
014	CY19Q3	14,000
015	CY19Q3	All
016	CY19Q3	15,000
017	CY20Q3	14,000
018	CY20Q3	All

**Note 24. TRANSPORTATION CHARGES NOT INCLUDED.**

Any CONUS and/or OCONUS transportation costs on line(s) 001-018 will be funded by the

7L-P-LZZ  
Page 12 of 25 Pages

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

current year 333 transportation case. Contact NAVSUP WSS Code NOS1, 5450 Carlisle Pike, Building 107 South End, Mechanicsburg, PA 17055-0788. for the applicable Transportation Account Code (TAC) by line and quantity.

**Note 25. CASE CLOSURE - SECTION 333 (FY18).**

Closure activities will begin once all lines are supply service complete. Case closure will be completed not later than July 31, 2024.

**Note 26. FUNDS SOURCE AND AVAILABILITY - SECTION 333 (FY18).**

Funds are provided in support of authority to build the capacity of foreign security forces to conduct counterterrorism operations or participate in or support ongoing allied or coalition military or stability operations that benefit U.S. national security interests.

1. The funds are subject to all the requirements and restrictions specified under Program Authority 10 U.S.C. Sec. 333 and Appropriation Authority P.L. 115-96, FY18.

2. The funds carry the same time, purpose, and availability restrictions associated with fund source 97 18/19 0100.

3. Funds not obligated within the period of availability ending on September 25, 2018 will be rendered unavailable for new obligations unless a subsequent authority extends the period of availability. Funds will cancel at midnight on September 30, 2024.

4. This is the only source of funding for costs associated with this LOA and funds are limited to the total estimated cost of this LOA. Neither DSCA nor the IA has other funds legally available to them for this requirement or for any costs that exceed the value of this LOA.

**Note 27. BUILDING PARTNER CAPACITY (BPC) MATERIEL TRANSFER.**

1. Shipment and Delivery:

a. All shipments will be marked and labeled in accordance with DoD Standard Practice for Military Marking (MIL-STD 129).

b. The U.S. Government agrees to provide transportation services for the items identified in this LOA to the point of delivery in the Benefitting Country. The SCO (or U.S. Government representative) will confirm receipt of all materiel deliveries.

c. Any shipment discrepancies or damage will be reported by a U.S. Government representative through the existing DoD discrepancy reporting system (Transportation Discrepancy Report (TDR) or Supply Discrepancy Report (SDR)), according to procedures for processing U.S. Government-owned materiel transported through the Defense Transportation System (DTS)). The SDR (Standard Form 364) will be used by the SCO to promptly report any

**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

overage, shortage, damage, item deficiency, improper identification, improper documentation, or non-shipment of defense articles. The SCO may submit SDRs for documentation purposes regardless of the dollar value of the discrepancy, but only claims valued at \$200 or more (based on the value of the item plus any transportation and handling costs) will be reviewed for possible funding reimbursement. Discrepant articles will be returned to the U.S. Government's custody. Any claim, including a claim for shortage or nonperformance, received more than one year after delivery of the defense articles to the Benefitting Country (or after the end of the scheduled period of performance for services) will not be processed.

d. The Benefitting Country is responsible for clearance of materiel through its customs at the point of debarkation (POD). After the U.S. Government has delivered materiel to the specified point of delivery in the Benefitting Country, the Benefitting Country is responsible for any required onward movement.

**2. Title and Custody Transfer:**

a. The U.S. Government will retain title to and custody of the offered defense articles throughout transportation and delivery to the Benefitting Country, unless otherwise stated in this LOA.

b. The U.S. Government representative will confirm delivery of materiel title and custody to an authorized Benefitting Country representative or agent by jointly signing a Transfer and Receipt document. The U.S. Government representative will keep documentation showing when, where, and to whom delivery was made and will provide a copy of this documentation to the DSCA Program Director and the IA.

**Note 28. NONRECURRING COSTS DO NOT APPLY - BPC.**

Nonrecurring Costs (NC) do not apply to BPC programs.

**Note 29. CONTRACT ADMINISTRATION SERVICES (CAS) SURCHARGE.**

For any lines on this LOA document with a Source of Supply of 'X' or 'P', the Contract Administration Services (CAS) surcharge rate apply: for Contract Administration, .50%; for Quality Assurance and Inspection, .50%; and for Contract Audit, .20%. CAS has only been applied to the portion of "X" - coded line items expected to come from procurement.

**Note 30. ACCESSORIAL CHARGES.**

A transportation charge has been applied to the applicable portions of line item number(s) 001-018.



**Attachment 6-3 (Continued)**  
**Sample Pseudo LOA**

**Note 31. ADMINISTRATIVE SURCHARGE.**

An administrative surcharge of 3.5% has been applied to line(s) 001-019.

EDITOR'S NOTE: PAGES 16-25 (DELIVERY SCHEDULE, TERMS AND CONDITIONS) OMITTED DUE TO SPACE CONSTRAINTS

7L-P-LZZ  
Page 15 of 25 Pages

