



Foreign Military Sales Program

World-class “Garage Sale”

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KAISERSLAUTERN, Germany (Army News Service) – When faced with an accumulation of household goods that are no longer needed, rather than discard them, savvy consumers utilize garage sales or thrift shops.

That way, they not only recoup some of their original investment, but save resources, and possibly help those in need acquire items they might otherwise be unable to afford. It is a classic example of a “win-win” situation.

That same idea also holds true for excess or outdated military supplies. Although it’s unlikely you’ll see a used tank or HMMWV [High Mobility Multipurpose Wheeled Vehicle] parked alongside the highway with a banner saying, “For Sale – Only One Previous Owner,” the U.S. Army does have a method for recouping taxpayers’ dollars on excess and outdated equipment while encouraging internal order and development in foreign countries.

That program is known as the Foreign Military Sales [FMS] program and is the responsibility of the 200th Materiel Management Center [MMC], a 21st Theater Support Command [TSC] subordinate unit.

At the helm of the FMS operation is Web Rose, Chief of the 200th MMC International Logistics Office. Rose heads the two-person operation that oversees the sale of outdated or excess U.S. military equipment to countries around the world.

The FMS policies derive from U.S. statutes, presidential directives, and policies of the Departments of State and Defense. The United States offers to sell defense articles and services (including training) under FMS procedures only in response to specific requests from authorized representatives from for-

ign governments or eligible international organizations.

In other words, Web Rose does not decide to whom we can sell equipment. He does, however, facilitate the sale to representatives from around the globe.

“I am ultimately responsible for representing the 21st TSC when we have equipment that has been formally declared excess by the National Inventory Control Panels,” said Rose. “The active-duty units throughout USAREUR [U.S. Army Europe] who, by virtue of the modernization program are getting new equipment, offer up their outdated equipment as excess rather than turning it in to the Defense Reutilization Management Office. We take these numbers of vehicles and offer them up to the U. S. Army Security Assistance Command who, in turn, offers them up to the Department of the Army [DA].”

From there, DA passes the excess numbers to the Defense Security Cooperation Agency, [which] works jointly with all branches of the military and the State Department. Often, it is Congress that decides if a country can have particular equipment, usually based upon political considerations.

From a financial standpoint, once a country declares they would like certain equipment it has the opportunity to conduct a Joint Visual Inspection [JVI]. If it decides it wants the equipment, it pays for the packaging, crating and handling, and the transportation back to the home country.

According to Rose, “Each one of our Joint Visual Inspections is different from the other. We have had people of all ranks – from sergeants to two-star generals – coming in to inspect equipment, so it certainly is a high-visibility operation.”

There is also a high level of interest when the equipment arrives in the recipient country. “I’ve known of numerous occasions that CNN has been on hand when vehicles were being off-loaded from a ship,” said Rose. “The spreading of democracy is not something taken lightly. It’s very big and has high visibility.”

Sales to foreign militaries save money in two ways.

First, the United States doesn’t have to move the equipment to DRMO [Defense Reutilization and Marketing Office]. Second, cost savings are realized by not having to demilitarize – the act of breaking down and/or melting down particular types of equipment or weapons.

Sales conditions of the FMS program are also similar to those of a garage or yard sale. All equipment is always offered in “As is/Where is” condition. Should the country require the equipment be upgraded, they will be charged accordingly.

Additionally, there is no return policy offered with FMS arrangements.

“What you see is what you get,” said Rose. “That’s why it’s important the countries realize the ramifications if they decide to waive the JVI.”

Since the beginning of the drawdown era, the ILO has transferred equipment to approximately 45 countries worldwide; they are dealing with 25 countries at the present time.

Typically, the equipment offered to foreign countries is tactical wheeled and track vehicles, small arms, tactical radios, and ammunition rounds. The trans-

ferred equipment previously was located in 23 storage sites – all but five of which are now closed – throughout Germany, The Netherlands, Belgium, Luxembourg, The United Kingdom, and Italy.

The ILO also can be involved in equipment relocation programs known as Presidential Drawdowns. For political reasons, the president may decide that equipment will be sent to a specific country. He determines that all service branches will collectively join together to move certain equipment to a particular country.

“Under those circumstances,” said Rose, “the Department of Defense will ‘bite the bullet’ for the shipping costs. The country does not pay.”

Rose also has moved equipment to foreign countries to meet emergency needs, such as moving vehicles to a country that had experienced a major earthquake.

The FMS program does more than save money. It offers cost avoidance, good will, and even emergency/humanitarian assistance.

“It helps strengthen our coalition countries,” Rose summarized. “In the long run, if we help the countries who are helping us, it goes both ways. One hand washes the other.”

How many garage sales can make that claim?

Editor’s Note: Calabria works at the 21st Theater Support Command Public Affairs Office. This information is in the public domain at http://www.dtic.mil/armylink/news/index_30.html on the ArmyLINK Web site.