



# SECURITY ASSISTANCE



**DEPOT, ARSENAL & AMMO PLANT  
COMMANDERS ORIENTATION  
24 JUNE 1999**

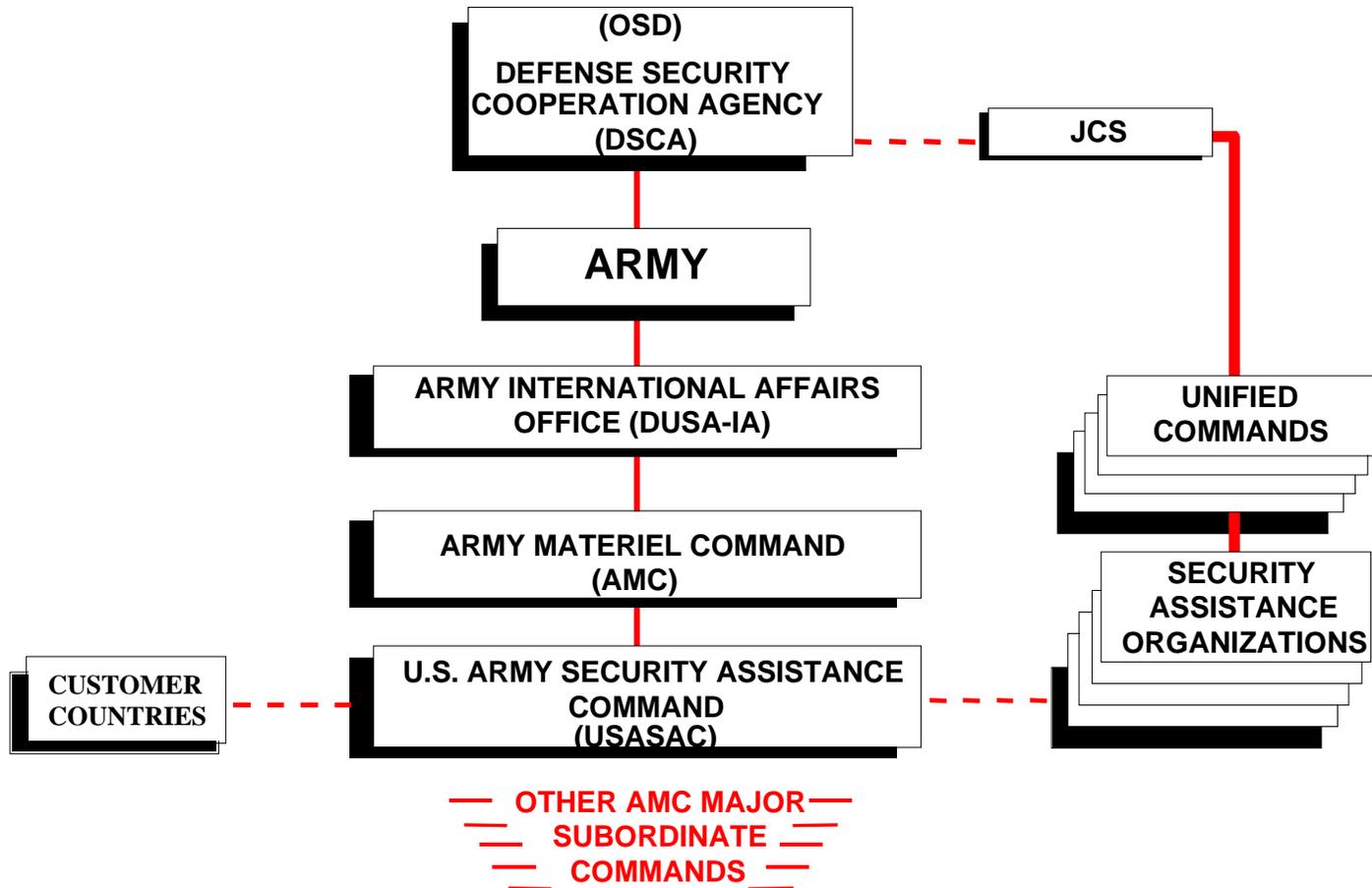
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**AMC - RELEVANT, RESPONSIVE & READY**



# SECURITY ASSISTANCE

## PRIMARY PLAYERS



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# SECURITY ASSISTANCE

## U.S. ARMY SECURITY ASSISTANCE COMMAND MISSION

On behalf of the Army Executive Agent (AMC), USASAC manages Army security assistance:

- Provides total program management, including planning, delivery and life cycle support of equipment, services, and training to, and coproduction with, U.S. allies and international partners.
- Negotiates and implements coproduction agreements.
- Manages export licenses for the U.S. Army.
- Serves as proponent for Army security assistance information management and financial policy.
- Provides logistics procedural guidance to the Army security assistance community.
- Supports U.S. Government emergency assistance, humanitarian relief and Operations Other Than War.

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# SECURITY ASSISTANCE

## "IMPORTERS"

INTERNATIONAL COOPERATIVE  
PROGRAMS ACTIVITY  
AMC HQ

- COOPERATIVE R&D
- STANDARDIZATION & INTEROPERABILITY
- DEFENSE PROFESSIONAL EXCHANGES
- DEFENSE DATA EXCHANGE PROGRAM
- FOREIGN COMPARATIVE TESTING
- LOANS

## "EXPORTERS"

USA SECURITY ASSISTANCE COMMAND/  
DCS FOR SECURITY ASSISTANCE.  
AMC HQ

- MILITARY EXPORT SALES / FINANCING
  - FOREIGN MILITARY SALES
  - DIRECT COMMERCIAL SALES
- EXPORT LICENSING
- COPRODUCTION
- TRAINING
- LEASES

- TECHNOLOGY DISCLOSURE
- PRODUCTION OF JOINTLY DEVELOPED ITEMS
- DEFENSE INDUSTRIAL COOPERATION

CHART 4 OF 14

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# SECURITY ASSISTANCE

## SECURITY ASSISTANCE VALUES

- POLITICAL
  - TOOL FOR DIPLOMACY, INFLUENCE, ACCESS
  - PROMOTE AMERICAN VALUES, IDEALS
- MILITARY
  - TRAIN, EQUIP, INFLUENCE
  - ACCESS, INTEROPERABILITY
- ECONOMIC
  - FEDERAL, USA ACCOUNTS
  - INDUSTRIAL BASE
  - JOBS (\$1B IN SALES = 35, 000 US JOBS)

CHART 5 OF 14

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# SECURITY ASSISTANCE

## COMPONENTS

AMC

***u*** Sale/grant/lease of military equipment to foreign countries

***u*** Operations Other Than War

***w*** Peacekeeping

***w*** Humanitarian *Affairs*

OTHERS

***u*** *Economic assistance*

***u*** *Commercial sales of military equipment (industry to foreign government)*

***u*** *Military training of foreign students (in foreign countries & CONUS schools)*

CHART 6 OF 14

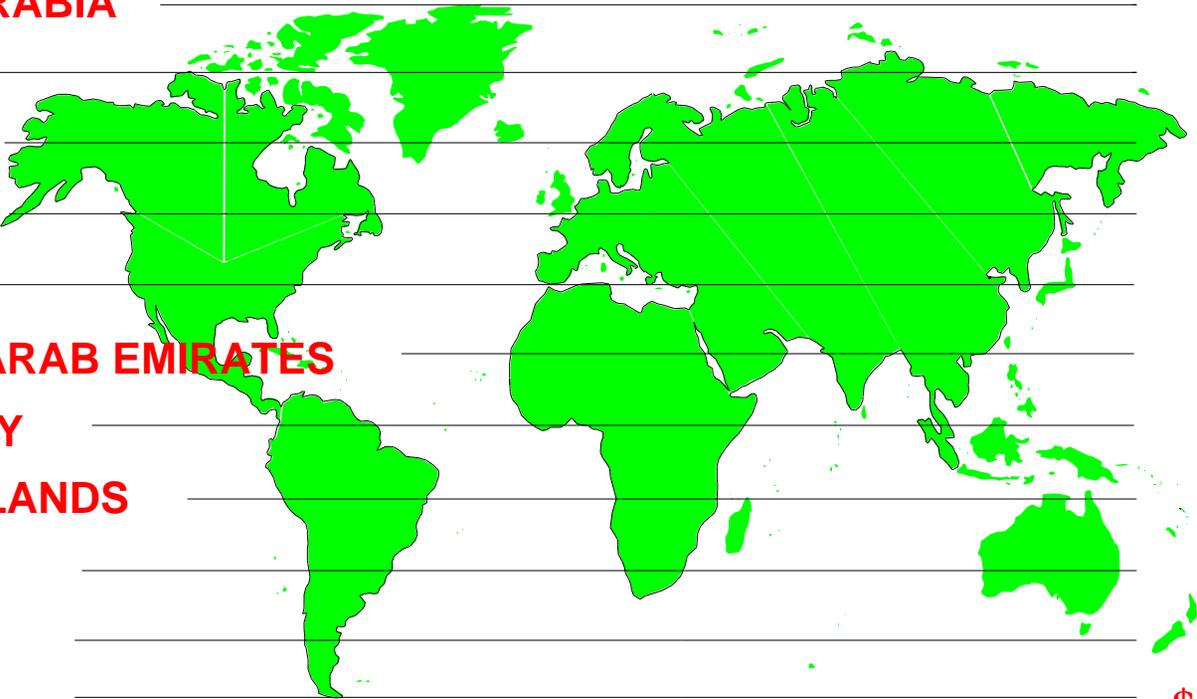
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# SECURITY ASSISTANCE

## TOP TEN ARMY CUSTOMERS OPEN ACTIVE PROGRAMS (AS OF 31 DEC 1998)

Countries	Total (\$B)
SAUDI ARABIA	17.7 *
EGYPT	6.5
TAIWAN	3.8
KUWAIT	3.0
ISRAEL	2.4
UNITED ARAB EMIRATES	1.8
GERMANY	1.6
NETHERLANDS	1.6
GREECE	1.3
KOREA	0.9
Top Ten	\$40.6
All Others	6.7
<b>Total</b>	<b>\$47.3</b>



\* Includes SANG program

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# SECURITY ASSISTANCE

## PEACEKEEPING / HUMANITARIAN SUPPORT / DRAWDOWNS

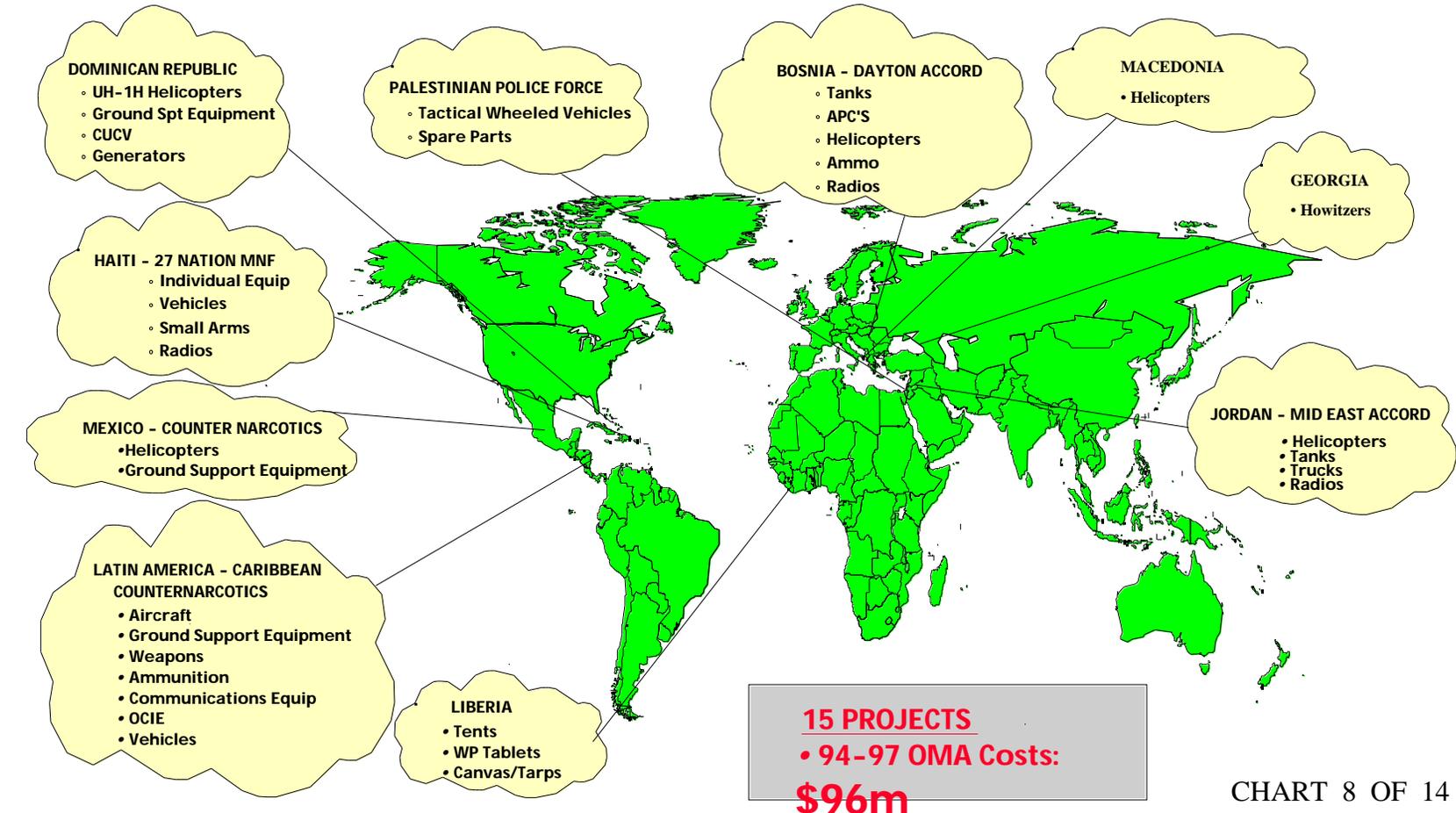


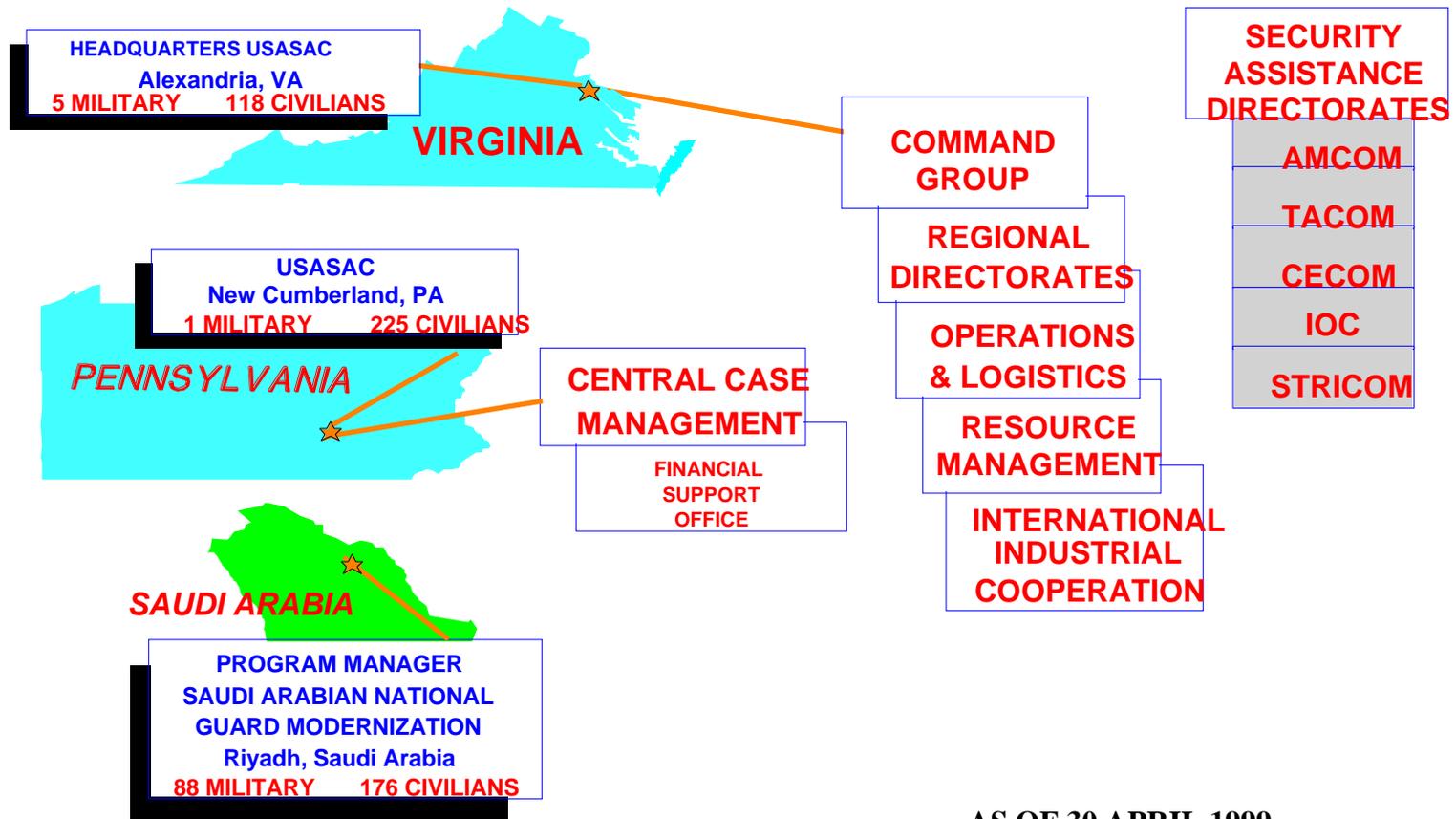
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# SECURITY ASSISTANCE

## USASAC FUNCTIONAL TEAMS



AS OF 30 APRIL 1999

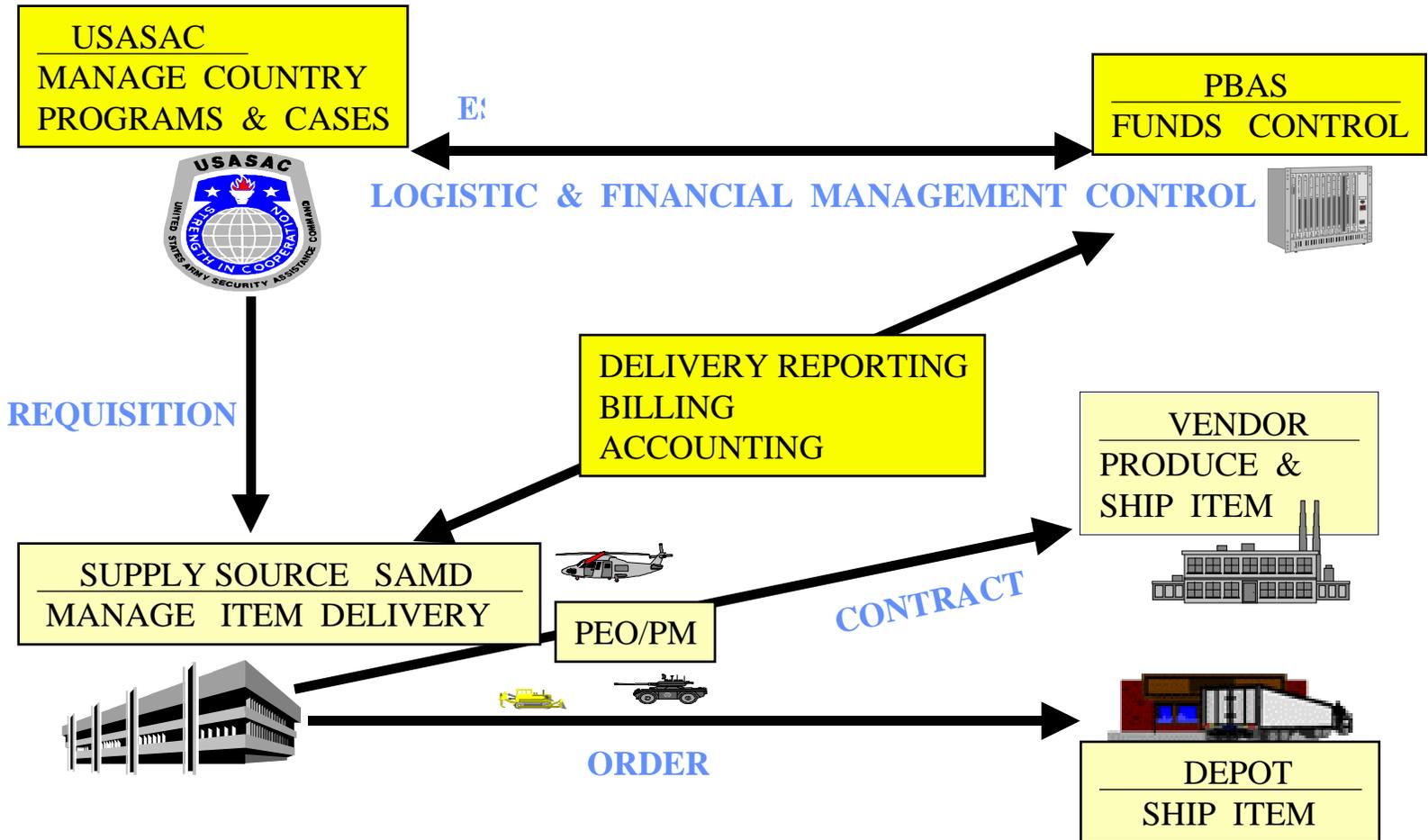
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# SECURITY ASSISTANCE

## MANAGERIAL AND EXECUTION RESPONSIBILITIES



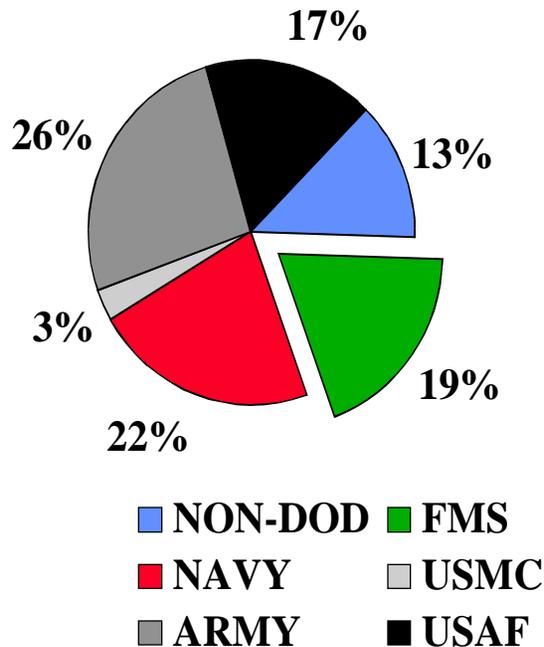
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# SECURITY ASSISTANCE

## DWCF - AWCF IMPACT

DLA



- PIE REFLECTS CURRENT DLA SHIPMENTS
- BEING FULLY DWCF FUNDED MEANS FMS SUPPORTS ~20% OF THE DLA INFRASTRUCTURE
  - PEOPLE
  - FACILITIES
  - RESOURCES

FOR ARMY AWCF WORKLOAD, MODEL HOLDS

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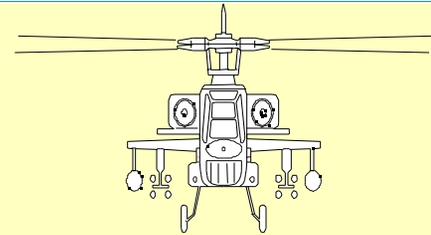
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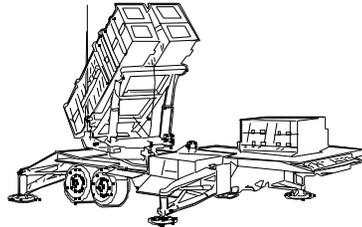
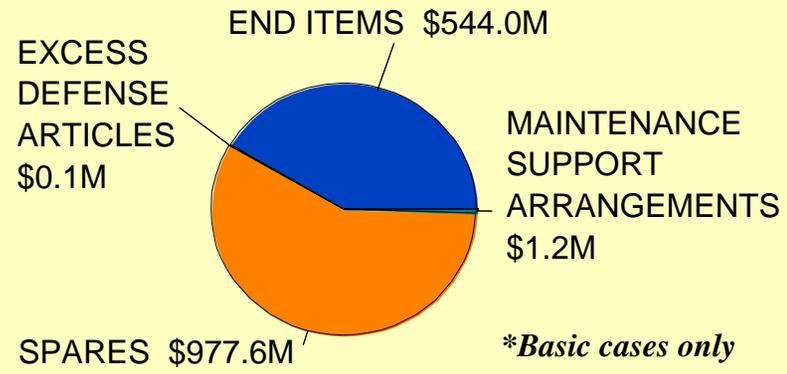
# SECURITY ASSISTANCE

## ARMY MAJOR FMS AND THE PRODUCTION BASE

	SOLD	PERCENT IN FMS PRODUCTION				
		FY94	FY95	FY96	FY97	FY98
PATRIOT	75/\$9.6B	100	100	100	100	0
M1A1/A2 TANK	1088/\$6.9B	98	72	58	33	1
APACHE	146/\$3.1B	39	93	69	29	9
LIGHT ARMORED VEHICLES (LAV)	1117/\$1.6B	100	73	61	48	82
MULTIPLE LAUNCH ROCKET SYSTEM	172/\$.6B	21	41	100	100	0



### FY 98 SALES\* (TOTAL \$1.5B)



Category	Amount
<b>END ITEMS</b>	
AMCOM	411.8
CECOM	78.0
IOC	134.1
TACOM	210.1
OTHERS	143.6
<b>SPARES</b>	
	204.9
	21.8
	0
	144.6
	173.1

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# SECURITY ASSISTANCE

## REQUISITIONED / UNDELIVERED VALUE

	<u>TOTALS (\$M)</u>
<u>AMCOM-AVN</u>	\$ 2,271
<u>AMCOM-MSL</u>	\$ 3,497
<u>CECOM</u>	\$ 597
<u>IOC</u>	\$ 318
<u>SBCCOM</u>	\$ 10
<u>STRICOM</u>	\$ 100
<u>TACOM-WARREN</u>	\$ 1,832
<u>TACOM-ACALA</u>	\$ 213
<u>OTHERS</u>	\$ 1,149
<u>TOTALS</u>	\$ 9,987

*MDE \$2.8Billion*

*NON-MDE \$7.2Billion*

TOTAL CASE VALUE  
*MDE \$17.6 Billion*  
*NON-MDE \$28.9 Billion*  
*TOTAL \$46.5 Billion*

AS OF 19 MAY 1999

CHART 13 OF 14

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# SECURITY ASSISTANCE

## CONCLUSIONS

- **SECURITY ASSISTANCE** IS AN ARMY MISSION
  - FMS IS A TOOL TO ACCOMPLISH THAT MISSION
- **SECURITY ASSISTANCE** CONTRIBUTES TO THE U.S. ARMY
  - EXPANSIBILITY OF WORKFORCE
  - DWCF/AWCF SUPPORT (CONTRIBUTION)
  - AUGMENTATION OF STOCK LEVELS
  - \$ TO SUPPORT IMPORTANT PROGRAMS
  - COST SAVINGS TO ARMY PROGRAMS
  - DIRECT PRODUCTION LINE BENEFITS
  - PRESERVATION OF U.S. INDUSTRIAL BASE
  - ENHANCED INTEROPERABILITY
  - POLITICAL TIES (ACCESS)

CHART 14 OF 14

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