



DEFENSE SECURITY ASSISTANCE AGENCY

WASHINGTON, D. C. 20301

29 NOV 1974
In reply refer to:
I-1401/74

MEMORANDUM FOR RECIPIENTS OF MILITARY ASSISTANCE AND SALES MANUAL -
PARTS I, II, AND III

SUBJECT: MASM I, II, and III Transmittal

Attached is MASM Transmittal I-2, II-3, III-2 which updates the pro-
cedures to 1 December 1974.

Update the portions of your current MASM in accordance with Attachment (1).

Revised pages bear the date of 1 December 1974. Specific changes are
indicated by a broken line in the margin of the chapter. These changes
are needed to update training costs/procedures and to incorporate
requirements of the new legislation.

H. M. Fish

H. M. FISH
Lieutenant General, USAF
Director,
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Attachments

- (1) List of Changes
- (2) MASM Update Material



LIST OF CHANGES

Remove and insert the following portions of your current MASM:

Remove

Table of Contents -

pages xiii thru xvi

Part II -

C-4a, 5, and 6

E-5 - E-8

E-11 - E-18

E-21 - E-26

F-19 - F-22a

App A-7 - App A-8

Part III -

D-3 - D-4

Insert

Table of Contents -

pages xiii thru xvi

Part II -

C-4a, b, 5, and 6

E-5 - E-8a

E-11, 11a, E-12 - E-18

E-21 - E-26

F-19 - F-21

App A-7 - App A-8

Part III -

D-3 - D-4a

In addition to the above, post the following pen and ink changes:

Part I -

(1) Chapter C - Page C-2 - para 4.e.(1) - Add "(Excludes training and training aids.)" at end of sentence.

Part II -

(1) Chapter C - Page C-13 - para 7.b.(1)(d) - second line from top - cross out "of December 31".

(2) Chapter E - Page E-19 - para 15.d.(2)(b)(1) - second line from bottom - change "\$42.00" to read "\$63.00".

Part III -

(1) Chapter D - Page D-5 - change para "8." to read para "9.". Page D-6 - change para "9." to read para "10.". Page D-7 - change para "10." to read para "11.". Page D-9 - change para "11." to read para "12.". Page D-10 - change para "12." to read para "13.".

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thereof, acquired with funds appropriated for military assistance under this Act.

(4) Recommendations to loan equipment in lieu of transferring its title will be considered on a case-by-case basis and will be submitted through the appropriate Unified Command to the Defense Security Assistance Agency (DSAA) for approval. Loan agreements will (1) be of specified duration with an option for renewal on a mutually agreed basis, (2) provide for return of the equipment on short notice in event of an unanticipated U.S. need, and (3) contain a requirement that the equipment be maintained in a fully serviceable condition in accordance with U.S. standards. Loans under the authority of Section 503 FAA shall be implemented only by: (1) a Memorandum of Understanding between the Director, DSAA and an appropriate authorized official of the lending agency, setting forth the terms and conditions under which the loan is authorized to be made and all charges, including depreciation, to MAP funds during specified fiscal years; and, (2) a written loan agreement is concluded prior to the commencement of the loan on behalf of the lending agency and the borrowing government.

d. Construction

(1) Military Departments will curtail maintenance and repair of real property projects under Operation and Maintenance of MAP Installations (generic code L3G) to the maximum extent. Only those projects urgently required for support of the Military Assistance mission should be considered for funding.

(2) Special instructions governing the planning, programming, and execution of construction (generic code Q2) are set forth in Chapter D.

e. Technical Assistance

General policies governing the planning, programming and execution of grant aid technical assistance (generic code M) are as follows:

(1) Contract technician services performed in support of Military Assistance will

be funded by Military Assistance Program funds to defray cost of salaries, travel and per diem.

(2) Technical assistance provided by DOD personnel will be funded by Military Assistance Program funds to cover cost of travel, per diem, and, in the case of DOD civilian personnel, salaries.

(3) Deployment of DOD personnel and teams, military or civilian, on PCS under MAP or FMS for the purpose of providing technical assistance or training to foreign countries, will require approval of the Director, DSAA, on a case-by-case basis, prior to making any offer or commitment to the foreign government concerned.

f. Police Training and Related Programs

(1) No part of any appropriations made available to carry out the Foreign Assistance Act of 1961, as amended, shall be used to conduct any police training or related program in a foreign country.

(2) All military assistance, including excess defense articles, is subject to this prohibition. (Cash sales, credits, or guarantees made or issued under the Foreign Military Sales Act are not affected by this prohibition.)

(3) Police training and related programs in the United States are not prohibited. The "United States" for the purpose of this prohibition means the fifty states of the Union, the District of Columbia, Puerto Rico, and the Virgin Islands. The term does not include areas such as the Trust Territories or the Canal Zone.

(4) "Police" as used in this prohibition includes military police as well as civilian police if the military police perform civilian law enforcement functions. Neither the name given to a unit by the foreign government nor the ministerial authority under which it operates is sufficient, in and by itself, to determine whether a particular force is a "police unit". The determining factor is the nature of the function performed.

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(5) All assistance to police in foreign countries, including the provision of articles and services and not just training assistance, is prohibited.

(6) Assistance in foreign countries for all phases of civilian law enforcement (other than narcotics control) is prohibited. "Law enforcement" includes apprehension and control of political offenders and opponents

of the government in power (other than prisoners of war) as well as persons suspected of so-called common crimes. The prohibition does not apply to units whose sole function is that aspect of internal security which may involve combat operations against insurgents or legitimate self-defense of national territory against foreign invasion, whether or not such units are called "police." Assistance is, however, prohibited to units which have an on-going civilian law enforcement as well as a combat function. Consequently, this criterion may require termination of all MAP support to particular units of foreign forces in some countries. If any number of personnel from a smaller unit within a larger MAP supported unit are detailed to civilian law enforcement function, then only the smaller unit is prohibited from receiving MAP support.

5. Programming Guidance and Procedures

a. Procedures

(1) The Unified Commands submit budget year program data annually to DSAA on April 1 (15 months prior to the beginning of that fiscal year). These data are incorporated, with modifications, of which the Unified Commands are advised, into the DSAA master program file. Changes to the unfunded portion of the master file (the unfunded portion of the current year and the budget year) will be processed in accordance with the procedures prescribed in this chapter.

(2) Except as otherwise specifically authorized in Chapter F, additions and increases recommended for approval and funding in the current fiscal year will be processed as changes to the unfunded program file.

(3) Submissions of data will be by punch cards or on transcript sheets. If transcript sheets are used, they must be filled accurately, double-spaced, and characters entered with sufficient precision that key punch operators will have no difficulty in understanding what is to be punched in each posi-

tion. The formats for submission of changes are prescribed in paragraph 2., Chapter F for unfunded programs and are also applicable to the processing of changes to the funded program (i.e., changes to program lines for which MAP orders have been issued). See Chapter F for additional instructions for processing changes to the funded program file.

b. New Program Recipients

The procedures prescribed in this chapter will also be followed for country and/or activity data being submitted for the first time. Program change reason code A1 will be entered in card columns 23-24 (reason code).

c. Administration and Support Costs

DSAA is responsible for the budget projects listed below. Actions requiring changes relating to the current and budget year programs for these budget projects will be resolved on the basis of appropriate narrative budget submission changes (submitted by the administrative agencies) (See Chapter G). Required Cards 3, P, or R will be prepared by DSAA. The following budget projects are involved.

<i>Budget Project</i>	<i>Description</i>
L1	Transportation Costs
L2	Packing, Crating, Handling, Port Loading and Unloading Costs
L3	Operation and Maintenance of MAP Installations
L4	Storage and Maintenance of MAP Stockpiles
L5	Offshore Procurement Expenses
L6	Logistic Management Expenses
P1	Development of Advanced Design Weapons
P2	Other Development Costs
Q1	Infrastructure
R1	International Military Headquarters
R3	Inspector General, Foreign Assistance, State
R6	Extraordinary Expenses
T1	Administrative Expenses, Departmental and Headquarters
T2	Military Mission Expenses

d. Programming Instructions

(1) Spare Parts—Spare parts will be programmed, using the MASL, based on the

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nature of the requirement (initial stockage or follow-on), the type of equipment for which intended, the availability of catalog and supply data in the country and the characteristics of the parts (military specification or commercial).

(a) Initial Stockage—The requirement to establish an initial stockage to support an item first being introduced into country will be programmed in accordance with one of the following procedures:

1. Where the program originator can determine initial stockage requirements for individual spare parts items, from publications or supply experience, the requirement will be programmed and requisitioned in the same manner as follow-on spare parts requirements, except that cost code "I" will be punched in column 44.

2. Where the program originator desires the supplying (implementing) agency to initiate action to establish the composition of the initial spares package for shipment concurrent with the end item (concurrent spare parts (CSP)), the CSP will be programmed as indicated below. In each such case use the MRI and source of supply code of the related end item; use cost code "I" and punch an "N" in column 52 of card 3.

a. Aircraft—Program CSP's for aircraft in generic codes A1A through A5Z, and for AGE major items in A7A, by utilizing the group class and item identification of the major item generic code.

b. Missiles—Program CSP's for missiles and missile support equipment in generic codes B1A through B3Q (except B1Q) by utilizing the group, class and item identification of the major item and substituting generic code B9A for the major item generic code. Program CSP's for missiles in generic code B1Q by utilizing the group, class and item identification of the major item and substituting generic code B9C for the major item generic code.

c. Ships—Program CSP's for ships in generic codes C1A through C5Z by utilizing the group, class and item identification of the major item and substituting ge-

neric code C9A for the major items generic code.

d. Weapons—Program CSP's for weapons in generic codes F1A through F2Z and F4A through F4Z by utilizing the group, class and item identification of the major item and substituting generic code F9A for the major item generic code. Program CSP's for weapons in generic codes F3A through F3Z by utilizing the group, class and item identification of the major item and substituting generic code F9B for the major item generic code.

e. Communications Equipment—Program CSP's for communications equipment in generic codes H1A through H6Z by utilizing the group, class and item identification of the major item and substituting generic code H9A for the major item generic code.

f. Training Aids and Devices—Program CSP's for training aids and devices in generic codes J5A through J5D by utilizing the group, class and item identification of major item and substituting generic code J5Z for the major item generic code.

g. Other Major Items—Program CSP's for all other major items by utilizing the group, class and item identification of the major item and substituting generic code K8A for the major item generic code.

3. Where the program originator desires the supplying agency to initiate action to establish the composition of the initial spares package, but the end item involved is a secondary item included in a dollar value line, the CSP requirement will be programmed by increasing the amount in the dollar value line which contains the secondary item. In such cases, separate communication with the supplying (implementing) agency will be necessary to identify the item(s) for which the CSP package is required.

(b) CSP Cost Factors—Where more accurate cost data is not available the dollar amounts to be programmed for CSP requirements should be determined by applying the following percentage factors to the acquisi-

will be considered only if there appears to be sufficient time to complete administrative work and obligate funds prior to the end of the fiscal year.

9. Student Training

a. Scope

Under Budget Project N10, individuals are trained at U.S. military facilities and civilian institutions in the U.S. or abroad. Included are formal courses of instruction, observed training, on the job training, orientation tours, and training of ship crews. For accounting purposes, costs of the Informational Program also are charged to this account.

b. U.S. Military Service Schools.

For attendance at U.S. military service schools, foreign military trainees (FMST) must meet the same qualifications as U.S. personnel. These are set forth in applicable school catalogs, DOD Instruction 5010.16-C (Defense Management Education and Training) and other media. Questions concerning entrance requirements should be addressed to the Military Departments having cognizance over the particular training facility.

c. U.S. Civilian Schools

Training at non-military institutions is authorized only if equivalent training is not available from U.S. military facilities. DSAA approval is required prior to programming.

d. Specialized English Language Training.

Provided the general ECL requirements have been met, specialized English training may be provided in those cases where the Military Department concerned determines that exceptional fluency or specialized vocabularies are essential to safety and/or effective participation in the course of instruction.

e. Orientation Training

This category includes Orientation Tours and Observer Training and for programming

and accounting purposes. Informational Program requirements.

(1) Orientation Tours

(a) Guidelines

1. The objective of orientation tours is to provide selected trainees an opportunity to become acquainted with U.S. military doctrine, techniques, procedures, facilities, equipment, organization management practices and operations through short term orientation as opposed to attending longer term formal courses.

2. The basic premise under which orientation tours are offered is that only students holding important positions, or those with the possibility of holding such positions shall be selected. In the majority of cases the students should be general or flag rank officers.

3. In addition to the purely military objectives to be achieved through orientation training, it is intended that orientation tours serve to enhance mutual understanding, cooperation, and friendship between U.S. forces and participating nations.

(b) General Policy

1. Participation in orientation tours is normally limited to military officers occupying positions below the U.S. equivalent of Chief of Staff or Chief of Naval Operations. Visits of foreign officers equivalent to a Chief of Staff or Chief of Naval Operations are conducted at the invitation and expense of the U.S. Military Department concerned, according to plans established by military department chiefs. MAP funds may be made available on a case-by-case basis to finance portions thereof after such visits have been approved by the appropriate service chief.

2. As an exception to (1) above, orientation tours (3 weeks) to the U.S. for Chiefs of Staff, Minister of Defense or their equivalent from certain African countries may be provided as a special activity. Tours are restricted to not more than three participants per country.

3. Selection of trainees for orientation training and the design of itineraries

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should be made on the basis of maximum accomplishment of orientation training objectives as outlined above. Where tour objectives are specific in terms of student exposure to specialized techniques, procedures, and facility operation the itinerary should be designed accordingly as opposed to tours in which the objective is intended to be broad exposure to concepts, higher level decision making, management and staff operation. In no instance should tour itineraries reflect a tourist orientation itinerary in which the tour objectives are obscure. Visits to large metropolitan centers which do not directly relate to orientation training objectives should be avoided.

4. When special conditions exist wherein it is in the best interest of the U.S. to provide orientation tours which do not meet the objectives contained herein, proposals which describe these conditions and circumstances will be forwarded through the Unified Commander to DSAA for approval of tours on an exception basis prior to any proposal to country officials which could be construed as an agreement to provide a tour.

5. Official entertainment in connection with orientation tours (luncheons, dinners, receptions) should be arranged in good taste and in keeping with the grade and position of the tour participants. Protocol activities of this nature should be arranged on an austere basis. Activities which could be interpreted as being lavish are to be avoided.

6. Group orientation tours of participants should be discouraged. Experience indicates that itineraries for large groups usually result in a bland experience for the majority, with some interest for a few, at disproportionate costs and result in criticism by some participants. When extenuating circumstances exist which require the programming of tours in groups larger than 10, conditions and circumstances concerning the requirement will be forwarded to DSAA for evaluation prior to agreement with country representatives and programming.

7. The executive agency is responsible for providing escort officers for orientation tours in the CONUS. The executive

agency is the Military Department having primary interest in the tour or the Military Department selected by DSAA as executive agency for implementation of a specific tour. Every effort will be made to provide escort officers fluent in the language of the tour participants when lack of English fluency of the participants makes a language qualified escort essential to tour objectives. MAAG/MILGP personnel normally should not be used as escort officers. However, in exceptional cases the executive agency may consider a member of the MAAG/MILGP to serve as an escort officer when deemed appropriate. Additionally, the executive agency may consider in selection of an escort officer (1) the MAAG/MILGP Commander's recommendation as submitted through the Unified Command, and (2) Unified Commander's recommendation/rationale. Recommendations should include appropriate justification, e.g. special qualifications, workload, usual rapport with key host country personnel, and associated projects/contacts that might be beneficially exploited to the U.S. advantage. Based upon executive agency decision to use a MAAG/MILGP escort officer, the Unified Command will program the total cost as a separate program line in the country program. The MAAG/MILGP escort officer will be under the complete jurisdiction of the executive agency for the entire duration of the tour. Travel and per diem costs for the tour group escort officers for the period such officers are on TDY for purposes of the tour are chargeable to MAP funds and will be programmed under Budget Project N70 in the country program. U.S. personnel other than bona-fide escort officers designated or agreed to by the executive agency for the tour implementation are not authorized to accompany tour groups.

8. Leave may be taken by FMTs at the conclusion of an orientation tour at no expense to MAP, when authorized in student Invitational Travel Order (ITO). When authorized, the ITO will include the specific statement "leave authorized at no expense to the US Government."

(c) Types of Tour

When submitting orientation tour requirements, the positions held by the visiting officers will be indicated in the appropriate type tour selected accordingly.

1. Orientation Tours for Distinguished Visitors (DV). Orientation Tours/DV are authorized for the purpose of periodically providing an orientation tour for senior country officials below the equivalent U.S. position of Chief of Staff or Chief of Naval Operations, holding positions of major importance and higher authority. DV tours are restricted to not more than one per service per year subject to U.S. Military Department capability to administer. DV tours are normally for a period not to exceed 15 days plus overseas travel time and to not more than five visitors per tour. DV tours are to be conducted according to the instructions contained in paragraph e(1)(a) and (b) above. Travel arrangements, mode of transportation for transoceanic and domestic travel and accommodations should be comparable to those provided U.S. personnel under similar circumstances.

2. *Orientation Tours—Non-DV.* Orientation Tours—Non-DV are provided according to the instructions contained in paragraphs e(1)(a) and (b) above. These tours will normally consist of not more than 10 participants and may include representatives from more than one country when tour objectives for one or more countries can be met by a combined tour. Tour length will be determined by tour objectives but will not exceed 21 days plus overseas travel time. Military Departments may standardize tours; however, when tour objectives cannot be satisfied by a standardized tour specially designed tours may be arranged by the Military Department having executive agency responsibility.

3. *Cadet Orientation Tours (COTs).* Cadet Orientation Tours for active members of country military academies may be programmed as officer training, except that tour itineraries will be restricted to visits to U.S. service department academies, subject to Military Department concurrence. A visit to

Washington, D.C. not to exceed three days is authorized and encouraged.

(2) Observer Training

(a) Observer Training is training during which the student observes methods of operation, techniques, and procedures as a medium of instruction. Observer training is not related to a formal course of instruction.

(b) Observer training will be authorized only when no course covering the desired training is available. This includes specialist-type training.

(c) Observer training or on-the-job training (OJT) in overseas schools and installations will be provided in accordance with the policies established by the Commander of the Unified Command concerned.

(3) DOD Informational Program

(a) In accordance with DOD Directive 5410.17, each trainee attending course in the CONUS is given the opportunity to participate in the DOD Informational Program (IP). The objective of the program is to assist trainees in acquiring a balanced understanding of U.S. society, institutions, and goals, in addition to his military experience while in the CONUS. Such activities as visits to private homes, local industries, industrial and cultural exhibits, farms, schools, historical points of interest, sports events, and civic activities are to be encouraged. Frank explanation and free discussion of our governmental structure, our judicial system, the two party system, the role of a free press, and other communication media, minority problems, the purpose and scope of labor unions, our economic system, and our educational institutions will foster understanding and good will with the trainees.

(b) Military Departments are responsible for implementation of the IP. Unified Commands are authorized to submit NIH dollar requirements for IP activities for MAP funded students as a regional requirement. Requirements will be calculated on the basis of \$250.00 for each MAP funded officer student programmed to receive training in the CONUS. MAP funding of IP activities for sales students is not authorized.

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Financial support for IP activities for DAV students is the responsibility of the appropriate Military Department and will be programmed in country program.

(c) Extraordinary expense funds (N60) are also authorized for use in conducting certain IP activities.

(d) In arranging IP activities maximum use will be made of local civic groups, organizations, agencies, facilities and historical attractions. Of particular interest is the development of a student sponsorship program to include both U.S. military and civilian participants. Emphasis should also be placed on activities in the civilian sector of the community in which the trainee is training as a means of providing the best possible exposure to the civil aspects of the program. When local possibilities are unable to satisfactorily meet program objectives, visits to other communities are authorized.

(e) Informational Program activities include transportation, meals, lodging, admissions, programs and incidental costs thereof. The student will be required to assume personal costs for laundry, cleaning, telephone services and all other costs not directly associated with the programmed tour.

(f) A major goal of the IP is to enable each officer student undergoing training in the CONUS to visit Washington, D.C. A maximum of four days for this aspect of the tour is authorized, not to include travel time. Training schedules, weather and other variables may preclude achievement of this goal. In this regard, priority attention is to be given to fulfillment of the primary training objective for which the student was sent to the CONUS with the IP assuming a subordinate role.

(g) Entertainment and social aspects should not be a predominant element of the program. Social activities arranged for foreign trainees should include proportional number of U.S. military, civilian guests and trainees whenever possible.

(h) Trainees participating in IP tours are considered to be in a duty status. The living allowances authorized the trainees at

their training centers in accordance with Table E-1 will be continued throughout the duration of the tour.

(i) Dependents who have accompanied FMTs to the CONUS will be encouraged to participate in IP activities including trips to Washington, but at no additional cost to the program.

(j) IP funds (NIH) may be used to finance the cost of distinctive medallions, plaques, ornaments or mementos that serve to commemorate the student's experience in participating in a particular IP activity. They should be distinctive in design and nominal in cost so as to eliminate the thoughts of reciprocation.

f. On the Job Training

(1) On the Job Training (OJT) is training conducted on a planned program of supervised instruction devoted to practical application of a previously achieved skill usually related to a formal course of instruction.

(2) Programmed on-the-job training will normally supplement formal technical training received at a school. This training will be planned in advance in the country's training program and will include detailed requirements for training in specific areas of interest and on types of materiel used by the country concerned. On-the-job training conducted independently and not in conjunction with formal courses of instruction will be authorized in CONUS only when no course covering the desired training is available.

g. Minimum Duration Limits for CONUS Student Training

Student training in CONUS of a duration of less than eight weeks will not be programmed unless approved for cogent reasons on an exceptional basis by the Unified Commander involved. Mandatory CONUS personnel processing or English Language training will not be considered as part of the 8 week requirement. This limitation does not apply to grant aid training for countries which bear the cost of transporting their trainees, or to orientation training.

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h. Instructor Training

(1) Training of country personnel designated for instructor assignments should be given priority consideration for CONUS training. As a basic objective, development of country self-sufficiency depends largely upon the quantity and quality of instructors available to operate in-country training establishments. If Military Departments offer specialized instruction for the development

of instructor personnel, these courses should be used to the fullest extent in developing and maintaining an effective recipient country instructor force.

(2) In addition to specialized training for country personnel, mobile training teams or survey teams can be made available to eligible countries to assist in determining deficiencies, recommending corrective action and providing instruction toward the objec-

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tive of improving country training capability through instructor development.

i. Country Liaison Personnel

Use of foreign personnel as liaison officers and NCOs to assist U.S. training activities with foreign students administration is authorized. Such personnel are authorized only after the Military Department concerned has acknowledged the need for assistance and has the capability to provide logistic support. Liaison personnel are only authorized to assist with students from countries they represent and who are being trained under this program. Liaison personnel are normally authorized only in those instances in which a country is scheduled to train a large number of students or where student background warrants assistance from the resident country liaison personnel. Programming procedures for travel and living allowance are the same as for FMTs. Liaison personnel will be programmed under generic code N10 (See Table E-5). Liaison officers will not be authorized to pursue a course of instruction concurrently with liaison duties.

j. Fifth Quarter Training

(1) Funds are made available for training under fiscal limitation .001 which identifies funds requiring obligation within the fiscal year for which appropriated. As a means of increasing course scheduling flexibility, training commencing between 1 July and 30 September may be programmed in either the preceding or current fiscal year program, thus providing a "fifth quarter" in which to implement training in a given fiscal

be accomplished by U.S. officials in country (normally Defense Attache) prior to issuance of ITO. The screening will include obtaining a statement in writing from the foreign government that the government concerned sponsors the trainee, that the trainee has been subjected to a security screening and the level of security clearance granted by his government does not constitute a security risk to the United States that the information to be obtained during training will not be released to another nation without the specific authority of the United States Government, that classified information will be provided the same degree of security afforded it by the United States Government, and that any proprietary rights involved (patented/copy-righted or not) will be respected and protected. When obtained, the following statement will be included in the ITO: "U.S. security requirements have been complied with."

(2) The security screening described in paragraph (1) above does not necessarily constitute a U.S. clearance as the basis upon which to release classified material to the trainee. When classified instruction is required, action will be taken with the Military Department concerned to establish the authority and determine the classification of material to be released during training. When authorized, the ITO will contain the statement, "U.S. security requirements have been complied with. Trainees are authorized access to classified material up to and including, during authorized training, by authority of" The authority quoted will be service department authorizing release of classi-

trainees will be discouraged, except in those cases where the Military Department concerned determines for specific trainees and courses that housing and other amenities are available and presence of dependents will make an important contribution to the student's learning experience. Where dependents are authorized, a living allowance may be paid in accordance with rates established in Table E-1 of this Chapter. In no case, however, will transportation of dependents be at U.S. expense.

n. Uniforms and Personal Clothing

Except for charges for uniforms required for students in the Inter-American Air Force Academy, furnishing of uniforms or any items of personal clothing, other than special items of training clothing or equipment, is not authorized.

o. Disposition in Event of an Emergency

In the event of a national emergency, procedures and policy for the disposition of trainees and other foreign military visitors in the U.S. and at U.S. installations abroad will be promulgated by DSAA.

p. Transportation and Accommodations for FMTs

(1) General.

(a) MAAG chiefs assigned to countries which have flag carriers, with routes to or part way to the U.S., whenever possible will obtain agreement from the host countries to transport their respective trainees on such carriers at no cost to the U.S.

(b) Travel between home country and the training center for those FMTs provided transportation by the U.S. Government will be by the most direct route except as specified below.

(2) Modes of Transportation Furnished by U.S.

(a) Foreign Military Trainees are authorized to travel by Military Airlift Command (MAC) aircraft. Transportation of

FMTs including those whose country elects to pay the cost of the transportation, will be at common user rates.

(b) Travel to and from the U.S. to the fullest extent feasible will be via U.S. Government transportation (MAC). When the use of U.S. Government transportation for the entire trip would not permit the trainee to meet course or class convening dates, combinations of U.S. commercial air to surface (tourist class) and government transport will be used. Where this combination has been used, U.S. Government transportation for the return travel to the home country will be utilized to the fullest extent possible.

(c) Transportation to and from training installations within the U.S. generally will be by surface common carrier or commercial aircraft. Travel by privately owned vehicle may be authorized except in those instances in which it would be prejudicial to the best interests of the U.S. Government or when prohibited by the home government of the trainee. Reimbursement for travel by privately owned conveyance will be as specified in JTR.

(3) Funded Travel

(a) Transportation may be funded except for those from countries with whom the U.S. has reached agreement for such countries to pay transportation expenses.

(b) Transportation for dependents of trainees will not be provided. If the trainee elects to bring his dependents to the U.S. (or to an overseas training installation) he may be allowed the cost of the transportation to which he is entitled as prescribed in his invitational travel orders in order that he may travel with his dependents. When this election is made the student will be encouraged to utilize U.S. flag carriers to the maximum degree possible.

(c) Round trip transportation costs for a trainee returning to his homeland on emergency leave will be paid by the trainee or his government if he is to return to the U.S. for continuation of training.

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(d) When a trainee is permitted by his government to deviate from the most direct route for the purpose of visiting other countries, sponsorship will terminate at the point and time of such deviation. Further, should a trainee elect to remain at a point enroute to his homeland beyond the time normally required to make travel connections, funding of allowances during that excess time is not authorized.

(4) Accommodations

Accommodations on U.S. installations provided to foreign students enroute will be commensurate with those provided U.S. personnel of equivalent grade.

q. Living Allowances for FMTs

(1) Trainees from countries for whom the U.S. pays transocean travel are entitled to living allowances in a travel status to include the day of departure from home country through the day of arrival at their first training location. Living allowance in training status will commence the day after arrival at training location. Living allowance in a travel status will resume the day of departure from the last training location and terminate the day of arrival in home country, excluding leave period authorized by trainees government following termination of training.

(2) Trainees whose trans-ocean travel costs are paid by their own governments are entitled to living allowances in a travel status to include the day of departure from the U.S. entry port enroute to the training location, through the day of arrival at the training location. Living allowance in a travel status will resume the day of departure from the last training location and include the day of arrival at the U.S. departure point.

(3) Living allowances are not authorized for:

(a) Periods of unauthorized absence from duty.

(b) Excess travel time when proceeding by other than government transportation when not authorized by the administrative authority of the Military Department concerned.

(c) Periods of delay not in connection with training, except for hospitalization or outpatient care.

(d) Trainees whose country assumes the payment of all living costs.

(e) Periods of training conducted in the home country of the trainees.

(f) Periods of leave for individuals on orientation tours.

(g) Period of leave authorized by trainee's government following termination of all training courses.

(4) Leave with living allowances may be granted within CONUS as specified below:

(a) During authorized holidays.

(b) Period between consecutive courses. It is not the intent of this provision that leave be given or used indiscriminately to occupy the trainees during period between courses of instruction when appropriate on-the-job training is feasible.

(c) Period of delay while awaiting transportation at port for departure to home country.

(5) Living allowance rates for FMTs are set forth in Table E-1. Living allowance rates for FMTs accompanied by dependents will not be increased over those authorized by Table E-1.

(6) Advance payment of living allowances not to exceed \$50 may be made to trainees at the port of entry or first training location for U.S. trainees and at the first training activity for overseas trainees. Military Departments may authorize advance payment of allowances to accrue during leave following the termination of training.

(7) No attempts will be made to collect overpayments from trainees after they have departed from the U.S. or overseas training activity.

r. Baggage Weight Allowance for FMTs

(1) Authorized Baggage Weight Allowance.

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A baggage weight allowance of 100 pounds is authorized for FMTs when travel costs are paid from U.S. funds. When duration of training is 270 days or longer a baggage al-

lowance of 150 pounds is authorized. Baggage will accompany FMTs. In addition to the baggage allowance, instructional course material not to exceed 50 pounds may be shipped in the case of students attending language training with the exception of instructor-students. For the latter, and for all other students, when the total training time exceeds 26 weeks, the shipping weight allowance for instructional material will be 100 pounds. This material will be packaged and appropriately labeled at the training activity and shipped normally via the most expeditious means to the MAAG for delivery to the trainee.

(2) Unauthorized Baggage

Shipment of baggage in excess of the weight allowance contained in (1) above is not authorized. Disposition of unauthorized baggage will be made at the expense of the trainee or his government. Commanding officers of the training or administrative installation should insure that unauthorized baggage is shipped at the trainee's expense prior to his departure from the installation. Trainees reporting to ports of departure with unauthorized baggage will be requested to forward the unauthorized baggage by commercial means at their expense. If lack of time prohibits this, unauthorized baggage will be taken into custody by the traffic representative, and the trainee will be given a receipt for the baggage. The trainee will remain on the flight or carrier. After departure of the carrier, the traffic representative will deliver the unauthorized baggage to the nearest appropriate foreign consulate.

(3) Guest Instructors at U.S. Schools in the Panama Canal Zone.

Shipment of household goods from the Canal Zone to their home country is authorized for Latin American guest instructors who have completed a tour of duty at U.S. service schools in the Panama Canal Zone. The weight allowance for married and single guest instructors is 2,000 and 200 pounds respectively. Shipment will be by surface common carrier. Air freight may be used only when surface common carrier is not available. Household goods in excess of the

weight authorized will be at the expense of the guest instructor or his government.

(4) Country Liaison Personnel

Foreign personnel on duty at U.S. training installations as liaison officers are authorized a baggage allowance of 150 pounds.

10. Mobile Training Teams (MTT)

a. See para. 7.b, above.

b. MTTs provided under budget project N20 are composed of Military Department personnel on temporary duty for the purpose of training foreign personnel.

(1) MTTs are authorized for (1) a specific training requirement incountry which is beyond the capability of the MAAG and for which it is more expeditious, practical, and economical to bring the training to the country; (2) training associated with equipment transfers wherein the recipient country may be assuming ownership of MAP furnished equipment at other than a U.S. facility and (3) the purpose of conducting incountry training surveys to determine specific country training needs, determine capability and quantity requirements which are beyond the country capability to assess, and are associated with equipment deliveries or assistance leading to self-sufficiency.

(2) MTTs may also be programmed for the purpose of providing training to foreign personnel at U.S. installations and facilities in those instances when the equipment used for training is either owned or allocated for delivery to the foreign recipient.

(3) MTTs are implemented by the Military Department concerned and may be drawn from service resources in the U.S. or overseas.

(4) Grant aid MTTs are authorized on a temporary duty basis for a period not to exceed six months. MTT assistance required for a period in excess of six months or identical follow-up teams are not authorized. Requirements for long term assistance exceeding six months should be met by training country personnel in the skills required, rearrangement of skills represented on the MAAG JTD and/or programming of engineering and technical services specialists.

(5) Subsistence expenses, or per diem allowance in lieu thereof, obligated in a current fiscal year for MTTs cannot be extended into the succeeding fiscal year. Therefore, personnel on MTT duty must terminate their TDY and return to home station prior to 30 June unless action has been taken to reprogram the team in the new fiscal year subject to the six month restriction contained in paragraph (4) above. Transportation costs for round trip team travel programmed in one year may be carried over to the next fiscal year.

(a) Use of MTTs requires special coordination and preparation with country personnel prior to team arrival. Establishment of team mission in precise terms to include availability of training equipment by type, student availability, capability, ECL, training facilities, transportation, communications and team living arrangements should be the subject of country-MAAG discussions prior to programming and finalized prior to team's arrival.

(b) MTTs are not authorized for the purpose of providing "technical assistance" except as provided in paragraph 11a.(4) for those countries designated as "training only." Technical assistance teams are normally included in the country materiel programs under budget project M10.

(c) MTT's are not authorized for those countries designated as "U.S. training only countries".

11. Field Training Services

Budget project N30 provides funds for services specified below.

a. DOD Engineering and Technical Services

Joint Table of Distribution (JTD). They will not be provided as an augmentation to the MAAG staff for assistance normally the responsibility of that staff. They will not be used for follow-in retraining or in advisory roles, except in rare instances when the recipient country is not capable of providing qualified personnel from its own resources or of hiring qualified personnel from non-indigenous sources and the MAAG recommends it in the interest of the U.S.

(2) ETSS may be provided for periods up to but not exceeding one year unless specifically approved by DSAA. In those few cases where the technical services are required for periods in excess of one year, these personnel will be attached to the MAAG for operational control and administrative and logistical support.

(3) ETSS provided as English language instructors, supervisors or advisors on detached duty status from the Defense Language Institute (DLI), will be attached to the MAAG as specified for ETSS paragraph 11a.(1) and (2) above.

(4) ETSS may be programmed for the purpose of providing technical assistance to countries designated as "Training Only" recipients. Technical assistance in any form will not be provided to those countries authorized "U.S. Training Only."

b. Contract Field Services Personnel (CFS)

(1) CFS are furnished under contract with private industry. They provide advice, instruction, and training in the installation, operation, and maintenance of weapons, equipment, and systems. CFS will be utilized only when necessary for accomplishment of a military mission provided that it can be

12. Extraordinary Expenses

a. For purposes of this chapter, Extraordinary Expenses (budget project N60) are defined as those expenses incident to representation activities for FMTs. They include costs of commandant's-welcome, receptions, civilian-military sponsor banquets, class/seminar dining-ins, faculty-student luncheons, graduations and other similar activities which bridge cultural differences and enhance the relationship between school officials, local community supporting participants and foreign students while attending courses of instruction in U.S. and overseas facilities.

b. Extraordinary Expense funds may also be used for activities described in paragraph 12a above in connection with IP and Orientation Tours. Conditions contained Paragraph 9e.(1)(b)(5) and 9e.(3)(g) will guide such arrangements. The expenditures of N60 funds for other than students sponsored by this program is not authorized.

c. In determining the amount of N60 funds intended to be used for representation type activities, the following guidelines pertain:

(1) Basic Allowance. An amount of \$1.00 for each officer and .50 cents for each enlisted trainee per course/week is allowed.

(2) Senior Officers (Lt Colonel-Commanders and above). When Senior and non-distinguished visitors are on an orientation tour or IP activity, the allowable N60 expenditure will not exceed \$9.00 per individual per installation per activity not to exceed \$18.00 per day per individual.

(3) For each foreign individual member of an Orientation Tour/DV, as described in Paragraph 9e(1)(c)(1) the expenditure of representation funds is authorized at a rate not to exceed \$18 per individual per installation per activity visited and not to exceed \$36 per day per individual.

(4) N60 funds may also be used to finance the cost of certain contingency expenditures when they clearly support overall training objectives and are within the legislative constraints contained in the Foreign

Assistance Act. Disbursement of funds under these circumstances is authorized only after approval of DSAA.

d. Programming of dollar requirements will be accomplished by Military Departments as prescribed in paragraph 16h. Legislative restriction of \$300,000 on extraordinary expense funds requires that ceilings for representation expenses be provided to military departments by DSAA once worldwide requirements are measured against the legislative limitation.

13. Other Training Support

a. Budget project N70 provides funds for costs of training exercises, U.S. military guest lecturers at foreign military schools, escort officers, supplies and materials used exclusively for MAP training (excluding training aids), and student support costs. (See paragraph 15i.)

b. Costs related to constructing, extending, refurbishing or maintaining of U.S. training facilities used for both MAP and FMS training will be shared between the MAP (Grant Aid) and FMS customer countries on a pro rata basis. Such costs should be financed initially by the appropriate military department and the course costs charged for training at these facilities will be adjusted to provide reimbursement to the military department appropriation.

14. Training Aids

a. Training aids and publications may be programmed in budget project J5 to support MAP training regardless of whether the countries are authorized to receive defense articles as grant aid. Training aids and publications are not authorized for those countries designated as "U.S. Training Only" countries. The dollar value of items programmed in generic code J5 will be applied against the country's training dollar ceiling. articles as grant aid. The dollar value of items programmed in generic code J5 will be applied against the country's training dollar ceiling.

b. Before requesting training aids and equipment through MAP, indigenous sources for purchase or fabrication at country expense should be investigated. Purchase or fabrication of training aids from indigenous sources at MAP expense is not authorized.

c. Except for translation of publications for instruction in Spanish at U.S. military schools in the Canal Zone, translation of English publications at MAP expense is not authorized.

15. Programming

a. General

(1) In addition to individual courses of instruction available from Military Departments for foreign students, other categories of training assistance which may be required in developing the program are contained in the MASL in line-item detail. A summary of all categories of training N10 through N70 is shown in Table E-5. This summary provides a reference for identifying specific training contained in the MASL.

(2) Detail identification and explanation of the requirement(s) involved will be provided for each of the following line items when submitted for programming under MAP. When support is associated with type aircraft, specific support details included in these items must be identified.

(a) Observer Training.

(b) On-the-job training not in conjunction with formal course of instruction.

(c) MTTs—where description does not adequately identify team as to specific type (e.g. MTT—other).

(d) Services.

(e) Other Training Support/Costs

(f) Supplies/Materials

(g) Field Training Services

(h) Training Exercises

b. Requirements

For use in submitting requirements Table E-6 prescribes the execution agency (EXA) identifier codes to be used to identify the agency responsible for providing the service, the funded command or agency and the school or training activity at which services are expected to be performed.

c. Formal Training, United States (U.S.) (Generic Codes N1A-N1J)

Two elements of cost are involved in determining the Total Cost entry to be entered in columns 73-80 of cards 4 or Q for students who will train at U.S. schools and facilities. These cost elements are the Unit Price and Travel and Living Allowance (TLA). Each of these two cost elements is computed on a "per personnel space" basis. The Total Cost entry columns 73-80 of cards 4 or Q is obtained by multiplying the sum of Unit Price in columns 36-43 and the TLA in columns 51-56 by the quantity (number of personnel spaces) in columns 26-29, i.e., $((\text{Unit Price} + \text{TLA}) \times \text{Quantity} = \text{Total Cost.})$ Following is cost factor guidance in deriving the two elements of cost involved in the Total Cost:

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(1) Unit Price (columns 36-43).

(a) The unit price, where listed in the Military Articles and Services List (MASL), will be entered in columns 36-43.

(b) Where the MASL indicates "N/C" (no charge), no charge is made by the Military Department for the course. Leave columns 36-43 blank for these courses.

(c) Where the MASL indicates "EST" (Estimate), a unit price estimate is to be made by the program originator, and entered in columns 36-43. A number of variables normally are related to unit price determination such as the number of personnel spaces or the length of on-the-job training (OJT). The basis for estimating the unit price will be provided in supplementary guidance furnished by the Military Departments.

(2) Travel and Living Allowance (columns 51-56)

The unit (per personnel space) TLA cost is comprised of three cost elements—travel, living allowance while in a training status and special factors. These are computed as follows:

(a) Travel

1. In no case will the program pay travel costs of trainees traveling within their own country.

2. Where the first training destination in United States is known at the time of programming or can be provided by the Military Department at or prior to the annual training workshop, travel costs will be calculated in accordance with para 3, a and b, below; otherwise, a composite travel cost factor provided by the Military Departments in their supplementary guidance may be used.

3. Travel includes the cost of transportation to and from United States, within United States, excess baggage and living allowances during travel. Transportation by military or commercial aircraft, (when authorized), ship, bus, rail or other conveyance will be paid when the United States provides the transportation as indicated in paragraph 9p(2). The following specific guidance is pro-

vided for calculating travel costs to and from United States and within United States.

a. To and From United States. Round trip travel between the embarkation point in the recipient country and the gateway terminus (point of debarkation) in the United States will be programmed for all trainees, unless otherwise directed. Table E-2 will be used to determine the amount to be programmed for round trip transportation, excess baggage and living allowance while in a travel status.

b. Within CONUS. Round trip travel between the gateway terminus and city nearest the training facility at which the initial training is to be conducted will be programmed for all trainees unless otherwise directed. Table E-3 will be used to determine the amount to be programmed for round trip travel, excess baggage and living allowance while in a travel status from gateway terminus to first training facility and return. When the first destination is not known, a program factor of \$130.00 per trainee will be added to cover the round trip travel, excess baggage and living allowance while in a travel status. See paragraph (c)1 below for additional cost to be programmed where cross training is involved.

SPECIAL NOTE: Tables E-2 and E-3 contain programming factors only. In all cases students are required to travel over the least cost route regardless of the routing indicated in the tables.

(b) Living Allowances While in a Training Status

A living allowance will be programmed for all trainees in a training status, unless otherwise directed, as indicated in paragraph 9g.

1. For programming purposes, a standard factor of \$70.00 per week for officers and \$39.00 per week for enlisted personnel will be used on the assumption that quarters are available, mess not available for officers; quarters and mess available for enlisted personnel. All of the \$39.00 per week for enlisted personnel is not paid to the trainee. Enlisted personnel are paid \$28.00 per week (\$4.00 per day) for the purchase of personal items of health and comfort; the

balance is programmed for reimbursement to the appropriate Military Department for laundry and subsistence. Where it is known in advance that quarters or mess or neither are not available, the appropriate factors in Table E-1 will be used for programming. Where it is determined that dependents are authorized to accompany trainees, the factor of \$140.00 will be used.

2. Where the training is conducted under contract, civilian institutions or industry, it will be assumed that Government quarters and messing facilities are not available. A programming factor of \$140.00 per week will be applied under these circumstances.

(c) Special Instructions

1. Cross-Training, Sequence Training, Prerequisite Training, is training following an initial course of instruction or preceding a course of instruction (prerequisite), without the trainee returning to home country between courses. When programming of this type is required column 65 of cards 4 or Q is to be used by program originators to indicate whether the training is a single line item or whether cross training is involved. If cross training is programmed, the letter "A" will be entered in column 65 for the initial course, the letter "B" will be entered in column 65 for the second course, the letter "C" for the third course and so on in alphabetic sequence. When English language is programmed as a prerequisite course, the work sheet control number suffix (column 65) will be the letter "L" and the courses following will have work sheet control number suffixes A, B, C, etc. Each course will be costed separately.

Course "A" will be charged with the round trip transocean travel costs (Table E-2) and the round trip CONUS costs (Table E-3). When English language training is required as a prerequisite, cost of round trip will be included in the "A" line computed on the basis of the location of the "L" line. The living allowance while in a training status will be costed separately for each course in accordance with paragraph c.(2)(b) above.

A factor of \$130.00 per trainee will be added for transportation, excess baggage and living allowance while in a travel status for sequence courses other than Course "A". The \$130.00 factor will not be included where the sequence training is conducted at the same location. Where the prior course is a civilian institution, industry or contract training, a new location will be assumed and the \$130.00 factor added. The sum of the living allowance, and the cost estimates from Tables E-2 and E-3, or the \$130.00 factor where applicable, will be entered in columns 51-56 of cards 4 or Q.

2. Cross Service Training. Cross-service training will be programmed as follows:

a. When a trainee from one military service is selected for training exclusively within schools of another military service, such training will be requested in the program of, and administered by, the military service providing the training. Requirements for the DAV programs will be provided on the program originator basis.

b. When a trainee is selected for training involving courses of more than one military service, the training will be programmed in the program of the service providing the majority of the training (excluding English language training).

c. The MAAG is responsible for amendments to original travel orders and arrangements for course quotas when subsequent cross-service training is required.

d. Orientation tours to U.S. military installations of more than one military service will be programmed and administered by the MAAG section corresponding to the trainee's service branch; or when identifiable with a military service, by the service having predominant interest.

e. Costs of training courses conducted by the Unified Commands will be distributed insofar as possible to country programs.

f. Joint courses will be included in

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the program of the service having administrative agency responsibility for the course.

3. Orientation Tours

a. The TLA entry for columns 51-56 should be computed as the composite cost of living allowances, transportation (Tables E-2 and E-3), based on itinerary, and excess baggage. A total of 100 pounds is authorized.

b. An escort officer may be programmed for orientation tours. A factor of \$400.00 per man week will be used and entered under TLA in columns 51-56.

c. The procedures in paragraph a and b above, do not apply to observer training. Observer training will be costed in the normal manner described in paragraph c(2)(b) above.

4. Temporary Duty Cost. The following factors per personnel space may be added to cover the cost of temporary duty travel for training item indicated:

<i>Item</i>	<i>Factor (Per Space)</i>
Country Liaison Officer	\$1,000.00

5. Informational Program (IP). Unified Commands will roll-up country IP costs by service and program requirements under generic code NIH in their regional program. DAV IP costs will continue to be programmed as a separate line item in country program by Military Departments. Whenever an IP requirement is programmed, an alpha "X" suffix will be used in the work sheet control number (column 65) to preclude duplication in student count.

d. Formal Training Overseas (O/S) (Generic Codes N1N-N1W)

The same two cost elements (unit price and TLA) described in para a., are involved in determining the total cost entry in columns 73-80 for students who will train at overseas schools and facilities. The course cost shown in the MASL will be entered in

columns 36-43 of cards 4 or Q. The TLA factors for overseas training also differ from United States training and are described below, by command:

(1) U.S. European and Pacific Commands

(a) Travel Costs

1. Each country will pay its own transportation for those trainees training in their home country.

2. Table E-4 will be used to determine the amount to be programmed for round trip travel, excess baggage and living allowance while in a travel status from the MAP recipient country to the overseas training area and return.

3. Travel costs for personnel spaces cross-training from the original course will not be included; however, \$50.00 per trainee will be added for travel (including living allowance during travel) for courses which follow the initial course and are conducted at a different location.

(b) Living Allowances While in a Training Status

1. Each country will pay its own living allowance rates for trainees training in their home country.

2. If training is conducted at a location other than within home country, the programming factor for living allowance while in training status will be computed at \$70.00 per week for officers and \$39.00 per week for enlisted men. When TLA rates established above are considered inappropriate due to local conditions, prior approval by DSAA will be required before making any commitment to the host country.

3. Students who cross-train have, in some cases, a waiting period before entering the second course. The living allowance is authorized for the waiting period (except for Panama) and will be included in the TLA for the second course.

(c) Orientation Tours

A factor of \$100.00 per man week will be used to cover travel and living allowance in the overseas area where the tour is being conducted. The \$100.00 factor will be added

(d) A factor of \$320.00 is authorized for programming CONUS travel.

(e) For programming purposes, a factor of \$210.00 per man per month is authorized to support the station overseas area living allowance payment.

(f) For programming purposes, \$150.00 round trip per man is authorized for excess baggage (150 pounds total, 84 pounds excess).

g. Extraordinary Expenses (Generic Code N6A)

(1) The Military Department will compute extraordinary expenses on a world-wide basis. Extraordinary expense requirement for the DAV program will be carried in country program. The following cost factors are applicable to the computation of extraordinary expenses related to representation activities of MAP trainees undergoing training in the United States and overseas:

Senior Officer—\$60.00 each
 Officers and Civilians—\$10.00 each
 Enlisted—\$5.00 each

(2) These factors are for programming purposes only and are not intended as operating guidelines as contained in paragraph 12c.

h. Other Training Support (Generic Codes N7A–N7F)

For the costs authorized in accordance with paragraph 13. As appropriate the following programming factors will be used:

(1) Escort Officers—A factor of \$400.00 per man week is authorized for programming (N7B) when escort officer services are

required in connection with orientation tours. Dollar value of escort officers is programmed in cols. 51–56 of cards 4 or Q as applicable.

(2) Student Support-CONUS—For the purpose of providing medical and burial expenses of foreign military trainees (grant aid) attending CONUS training, a factor of \$10.00 per student training course (exclusive of orientation) is authorized for programming purposes. This factor will be used in calculating the dollar value of student support. The dollar requirement is included in country programs by program originator under generic code N7F.

(3) Supplies and Training Materials—Costs of supplies and training materials (N7C) (excluding training aids) may be financed when authorized by DSAA. When requirements in these areas exist, supporting documentation will be provided by the appropriate Unified Command to DSAA for approval prior to programming. When third country training requirements exist for supplies and training materials (N7C), and services (N7E), MAAGs will submit a request for offshore procurement certification, in accordance with DOD Directive 2125.1, to Director, DSAA, with information copies to the appropriate Military Department and Unified Command.

(4) Guest U.S. Lecturer (CINCSO only)—Guest U.S. lecturers normally visit two Western Hemisphere countries for one week each during a single tour. The factor for TLA to be programmed by each country visited will be \$620.00 or less and programmed under generic code N7F.

(5) Guest Training Lecturer (EUCOM only)—Guest training lecturers from USEUCOM normally visit EUCOM countries for one week during a fiscal year. A dollar factor to finance TLA costs will be furnished by EUCOM when guest lecturer services are required for each country visited and programmed under generic code N7F.

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16. Annual Training Report

To facilitate decisions as to allocation of resources under the International Military Education and Training Program (IMETP), and to evaluate effectiveness, the following information will be submitted annually direct to DSAA, with information copies to JCS, MilDeps, and ISA/SA, during the first week of December for each participating foreign country:

(1) Of the objectives delineated in paragraph 2, above, which two are the most applicable to your country (if none of these are principal objectives, specify others)?

(2) In order of priority, what does the MAAG/Country Team see as the training needs, by Service, of the host country? What is the country's assessment of same?

(3) In what training areas has the coun-

try achieved self-sufficiency during the past year?

(4) In what training areas has the country demonstrated significant progress short of self-sufficiency? (Elaborate)

(5) In what areas does it appear that the country cannot achieve self-sufficiency in the next 5 years?

(6) To what extent does the MAAG influence or dictate content of the training program?

(7) To what extent does the foreign government participate in discussions which determine what training will be requested under the U.S. Security Assistance Program?

(8) In those countries which have both FMS and MAP programs, how is it decided which requirements should be grant aid funded?

TABLE E-1
TABLE OF LIVING ALLOWANCES FOR
GRANT-AID FOREIGN MILITARY TRAINEES

	DAILY RATES			
	U.S. (9) Off (10)	EM	Overseas (1) Off (10)	EM
In travel status, including unscheduled delays: (2)	Various	Various	Various	Various
In training status:				
Neither qtrs nor mess available (3)	\$20.00	\$20.00	Various	Various
Qtrs available, mess not (4)	10.00	9.00	\$ 9.00	\$ 9.00
Mess available, qtrs not (5)	14.00	12.00	14.00	10.00
Both qtrs, mess available (6)	8.00	4.00	5.00	2.00
Both qtrs, mess available free of charge, (aboard ship)	4.00	4.00	4.00	4.00
Both qtrs, mess available, officers charged for mess (aboard ship)	5.00	N/A	5.00	N/A
Dependents authorized (7)	20.00	N/A	20.00	N/A
On leave	N/A	N/A	N/A	N/A
In military hospital (8)	5.00	3.50	5.50	3.50
Orientation tour participants	18.00	N/A	18.00	N/A

- (1) Not applicable to enlisted students attending U.S. Canal Zone training at School of the Americas, Small Craft Inspection and Training Team (SCIATT) facility and Inter-American Air Forces Academy. The daily living allowance rate authorized for enlisted personnel is \$1.50 per day.
- (2) Travel allowance rate is authorized to include the day of arrival at, and day of departure from, training installation. Rates on Travel status, including unscheduled delays, are based on rates equal to those in the Joint Travel Regulations for U.S. personnel.
- (3) In overseas areas, where government quarters and mess are not available, the rates authorized are equal to those authorized for U.S. personnel in the JTR.
- (4) "Quarters available" means that government quarters were furnished or were made available to FMTs and shall be considered as furnished to officer personnel who defray personally the BOQ charge. Enlisted FMTs will not be subject to service charge of \$2.00 per day when occupying USAF Quarters for durations less than 20 consecutive weeks, and \$1.00 to \$2.00 per day for U.S. Army NCO occupancy of Senior Enlisted Bachelor Quarters (SEBQ). Programming of this additional charge is authorized when payment is required by military service concerned.
- (5) "Mess available" means three meals per day were available in a U.S. Government Mess,

whether or not actually consumed (Government Mess, equivalent to Field Ration Mess, excludes Open Mess). Military Departments will be reimbursed from MAP funds for costs of meals furnished free of charge to eligible enlisted FMTs. All officer FMTs and enlisted FMTs not authorized a U.S. living allowance will pay for their meals from personal funds.

- (6) Rate of \$8.00 will apply for officers when government mess is furnished in connection with maneuvers, field exercises, and training in the field.
- (7) This rate authorized for students attending certain courses designated by the Military Departments (includes authorized leave periods).
- (8) Leave with living allowances may be granted within CONUS as specified in Para Q(4) at the rate that is appropriate to training status. Living allowance for leave period following termination of training is not authorized.
- (9) In those cases where the FMT is authorized increased living allowance for accompanied dependents and is subsequently hospitalized, the increased living allowance shall apply during the period of hospitalization rather than the reduced rate specified herein.
- (10) "U.S." includes Hawaii and Alaska.
- (11) Includes Civilians
- (12) MAP sponsored students attending Inter-American Geodetic School (Panama) authorized \$11.00 per day, when government mess not available.

TABLE E-2

MAP TRAINING COST ESTIMATES FOR TRANSPORTATION, EXCESS BAGGAGE AND LIVING ALLOWANCES
FROM COUNTRY TO U.S. GATEWAY TERMINI

(U.S. Dollars)

This table provides MAP Training Cost estimates for *round trip* air transportation, excess baggage and living allowance while in travel status for MAP trainees from Country to Gateway Termini in the United States. Where several Gateway Termini are listed, the terminus to be selected for programming will be the one that involves the least cost when the factor in the total column, Table E-2, is added to the appropriate cost estimate from Table E-3.

Estimates shown for Commercial Tourist are provided for use where Military Airlift Command (MAC) and/or Category Z services do not exist. Category Z refers to reduced fares offered to the Department of Defense by American Flag Carriers and is applicable to foreign students when under the sponsorship of MAP and when fare is paid from DOD appropriated funds in U.S. dollars.

Cost Estimates in this Table apply only when cost of travel is the responsibility of the United States.

Area/Country	Via	Commercial Tourist	Gateway Termini	MAC	Cat. Z	Sub Total Transportation	Excess Baggage and Living Allowance	Total
EAST ASIA								
BURMA (1) Rangoon	Bangkok	100	Travis	490	—	590	130	720
CAMBODIA Phnom Penh	Bangkok	60	Travis	460	—	520	130	650
CHINA (Taipei) (1) Taipei	—	—	McChord	370	—	370	130	500
INDONESIA (1) Djakarta	Bangkok	380	Travis	490	—	870	130	1000
KOREA (1) Seoul	—	—	McChord	340	—	340	130	470
LAOS (1) Vientiane	Bangkok	80	Travis	490	—	570	130	700
MALAYSIA (1) Kuala Lumpur	Bangkok	170	Travis	460	—	630	130	760

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TABLE E-2 (C)

Area/Country	Via	Com- Tourist	Gate-way Termini	MAC	Cat. Z	Sub Total Transportation	Excess Baggage and Living Allowance	Total
PHILIPPINES (1) Manila	—	—	Travis	400	—	400	130	530
THAILAND (1) Bangkok	—	—	Travis	490	—	490	130	620
VIETNAM (1) Saigon	—	—	Travis	460	—	460	130	590
NEAR EAST AND SOUTH ASIA								
AFGHANISTAN Kabul	Teheran	310	Kennedy	—	490	800	180	980
GREECE Athens	—	—	—	—	—	—	—	—
IRAN Teheran	—	—	—	—	—	—	—	—
INDIA New Delhi	—	1560	Kennedy	—	—	1560	180	1740
JORDAN Amman	Cairo	100	Kennedy	—	430	530	180	710
LEBANON Beirut	—	—	Kennedy	—	430	430	180	610
NEPAL Katmandu	Bangkok	350	Kennedy	750	—	1100	180	1280
PAKISTAN Karachi	Ankara	350	Kennedy	—	400	750	180	930

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TABLE E-2 (Continued)

Area/Country	Via	Commercial Tourist	Gateway Termini	MAC	Cat. Z	Sub Total Transportation	Excess Baggage and Living Allowance	Total
SAUDI ARABIA Mecca	Dhahran	80	Charleston	540	—	620	180	800
SRI LANKA Colombo	Colombo	1740	Kennedy	—	—	1740	180	1920
TURKEY Istanbul	—	—	Kennedy	—	380	380	180	560
EUROPE AUSTRIA Vienna	Frankfurt	120 120	McGuire Charleston	220 220	— —	340 340	60 60	400 400
PORTUGAL Lisbon	—	—	Kennedy	—	260	260	60	320
SPAIN Madrid	Torrejon	— —	McGuire Kennedy	200 200	— —	200 200	60 60	260 260
AFRICA CAMEROON Douala	—	1070	Kennedy	—	—	1070	200	1270
ZAIRE Kinshasa	—	1110	Kennedy	—	—	1110	200	1310
DAHOMY Cotonou	—	1020	Kennedy	—	—	1020	200	1220
ETHIOPIA Addis Abbaba	Nairobi	230	Kennedy	—	580	810	180	990
GHANA Accra	—	1020	Kennedy	—	—	1020	200	1220
GUINEA Conakry	Accra	1080	Kennedy	—	—	1080	200	1280

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through hard copy documentation, often in the form of budget justification, funding reviews, reclamation and other customary budget communications. They may also be initiated by DSAA. In all cases, cards P, R, or 3 will be prepared by DSAA, and agencies concerned notified of funding decision by MAP Order issuance.

4. Programming of MAP Owned Materiel (MAPOM)

a. Purpose and Scope

This paragraph prescribes procedures for the programming of materiel in the MAP Owned Materiel (MAPOM) account (activity code M3) and for the utilization and/or disposal of materiel in that account.

b. Programming of Materiel to MAPOM Account

Materiel may be programmed in the MAPOM account under one of the following circumstances:

(1) When MAAGs/Unified Commands request the cancellation of MAP funded materiel from recipient activity or country programs, and expenses have been incurred for the procurement or rebuild of such materiel, provided that:

(a) The materiel cannot be applied to another MAP requirement, a Foreign Military Sales requirement, or other reimbursable order held by the Military Department.

(b) The materiel is not within the Military Department's procurement objectives (which would otherwise be purchased with Military Department funds).

(c) The procurement or rebuild cannot be terminated at a cost acceptable to DSAA.

(2) When DSAA initiates or directs the programming of materiel to the MAPOM account.

(3) When Military Departments request authority to program and deliver materiel to MAPOM (for reasons other than a requested or directed cancellation) and DSAA approved such a request.

c. Processing Requested or Directed Cancellations

(1) When MAAGs/Unified Commands request, or DSAA directs, the cancellation of MAP funded materiel items, and the Military Department has non-MAP requirements for the materiel, the Military Department will submit a program change card to DSAA to delete the funded line from the country program.

(2) When cancellation of a MAP funded materiel item is requested or directed and the materiel cannot be applied to other non-MAP requirements, Military Departments will investigate the feasibility of terminating the procurement or rebuild and will advise DSAA of the circumstances and termination costs involved. DSAA will furnish the Military Department instructions either:

(a) to terminate procurement/rebuild and to charge associated termination costs, where applicable, to the country program, or

(b) to continue procurement/rebuild and to program the materiel in the MAPOM account.

d. Records of MAPOM Assets

When materiel is approved for programming in MAPOM, Military Departments will submit the following program cards to DSAA to indicate disposition status of the materiel involved:

(1) Card P or R to reduce or delete the quantity and cost to be cancelled from the original country program.

(2) Card 3 to add the cancelled quantity and cost to the MAPOM account (activity code M3). Source of supply code will be the same as that reflected in the original country program.

(3) In approving or directing the programming of materiel to MAPOM, DSAA may direct that this materiel be held in the MAPOM account until disposition instructions are provided by DSAA. When such "hold orders" are in force, systems identifier code "H" will be inserted in column 70 of the MAPOM program add card. This code will identify those lines for which the Military

Department has no responsibility for seeking utilization of MAPOM assets.

e. Utilization of MAPOM Assets

(1) Military Departments are responsible for continuing the screening of requirements to which MAPOM assets may be applied, unless these assets are under "hold order" (see subparagraph d(3) above).

(a) When a funded undelivered MAP requirement is identified for materiel which has been programmed to MAPOM, Military Departments will:

1. Submit a program change card to change the source of supply code to "T" in the funded program line for the recipient country. Where necessary, the unit price will be revised to reflect the unit price of the MAPOM asset.

2. Submit a program change card to delete a corresponding quantity and cost from the program line in the MAPOM account and return the MAPOM funds to DSAA.

(b) When a non-MAP requirement is identified for materiel which has been programmed to MAPOM, Military Departments will submit a program change card to delete the required quantity and cost from the MAPOM account and return the MAPOM funds to DSAA.

(2) DSAA will also analyze potential requirements for utilization of MAPOM assets, and will furnish the Military Departments appropriate reprogramming instructions when such requirements can be identified. When no effective utilization can be accomplished, DSAA will direct reprogramming of the MAPOM assets to the MAP Property Sales & Disposal (MAPSAD) account (activity code M2) for sale or disposal action by the Military Department.

(3) DSAA will furnish the Military Departments appropriate reprogramming instructions for materiel on "hold order".

(4) The Military Departments and Defense Supply Agency are authorized to acquire materiel in the MAPSAD account, on a non-reimbursable basis, to fill deficiencies in the approved forces acquisition objective or

to meet foreseeable requirements within their retention limits.

(5) Materiel in the MAPSAD account, which is excess to the needs of the Military Department having custody thereof and which meets the reporting criteria set forth in Defense Disposal Manual (DOD 4160.21M) and related instructions will be reported for utilization screening in accordance with Defense policy governing the utilization screening of excess personal property.

(6) No additional programming actions are required to reflect the utilization (para (4) above) or disposal (para (5) above) of MAPSAD assets.

f. Custody of MAPOM Assets

Military Departments are responsible for retaining MAP-owned property in their custody pending shipment to MAP recipients or until other disposition is effected. MAP-owned property will be plainly identified so that it can be readily distinguished. Annual physical inventories will be conducted by implementing agencies to verify on-hand balances. Costs incident to storage and maintenance of MAP-owned property will be charged to MAP General Costs under Generic Code L4A, Storage and Maintenance of MAP Owned Materiel.

5. Programming of Transferrable Assets

a. Authority

DOD Directive 4100.37 provides for non-reimbursable delivery to MAP recipients of materiel in long supply or excess to DOD requirements. All quantities of items over and above Approved Forces Acquisition Objectives in the stratification of Military Department inventories are termed "transferable assets" and are available to the Military Assistance Program at no cost; that is, no reimbursement for the procurement costs of the items themselves. However, current legislation requires reimbursement of MAP funds to the U.S. Treasury if:

(1) U.S. domestic EDA is generated, MAP funds for actual value (but less R&R) must be returned to Treasury. R&R costs will be a MAP

reimbursement to the Military Department.

- (2) EDA is generated overseas, up to \$150 million can be provided without cost to MAP except for R&R. Over \$150 million, the charge is the same as for U.S. domestic-generated excess.
- (3) EDA delivered from either U.S. domestic or overseas sources under orders which, when issued, called for nonexcess defense articles to be delivered, then the actual value of those articles should neither be counted against the \$150 million overseas ceiling nor be paid from MAP funds to the Treasury. The savings from EDA non-reimbursable issues will revert to the MAP or MASF account.

The MAP appropriation or MAP recipient country budget must finance packing, crating, handling and transportation costs, as in the case of reimburseable items, and must finance any major item reconditioning or rebuild prior to delivery.

b. Types of Procedures

- (1) The procedure for programming major items to be supplied from inventories of transferable assets is described in paragraph 5d and has been given the short title "MIMEX" to facilitate identification in messages and correspondence. The procedure for programming items that become excess to MAP recipients (redistributable) is the same as for "MIMEX" (see paragraph 5d(3) below). The procedure for programming items that become excess for

Southeast Asia is described in paragraph 5f below, which has been assigned the short title "MAPEX".

- (2) Following procedures apply equally to MAP and MASF countries and programs. However, the acronym "MASFEX" should be used instead of "MAPEX" in release to MASF countries.

c. Statement of Requirements

- (1) In order to establish an ADP record of defined unprogrammed MAP requirements for use in planning, programming and allocating transferable assets, Unified Commands will submit to DSAA, by April 1 each fiscal year, validated requirements for major items that will be unprogrammed at the end of the budget year program. For example, submission on 1 April 1973 will contain major items that could not be accommodated within the FY 1975 MAP country levels. Item content will be based on documented requirements for MAP supported forces as authorized by POM guidance. Requests for including requirements not authorized by POM guidance will be submitted to DASD(SA) for approval on a case-by-case basis. Submission will be in MASL detail and will be limited to major items required to meet the following objectives:
 - (a) Defense articles needed to complete unit equipping of MAP supported forces in being or scheduled for activation during the two-year period following the

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II. COUNTRIES IN ALPHABETICAL ORDER (CONT)

Country	Code	Unified Command Cognizance	Congressional Grouping	Country	Code	Unified Command Cognizance	Congressional Grouping
				Panama	PN	SO	AR
				Paraguay	PA	SO	AR
Guyana	BG	SO	AR	Peru	PE	SO	AR
Haiti	HA	SO	AR	Philippines	PI	PA	EAP
Honduras	HO	SO	AR	Portugal	PT	EU	EUR
Iceland	IL	EU	EUR				
India	IN	PA	NESA	Rwanda	RW	EU	AFR
				San Marino	SM	EU	EUR
Indochina	IC	PA	EAP	Saudi Arabia	SR	EU	NESA
Indonesia	ID	PA	EAP	Senegal	SK	EU	AFR
Iran	IR	EU	NESA	Sierra Leone	SL	EU	AFR
Iraq	IQ	EU	NESA				
Ireland	EI	EU	EUR	Singapore	SN	PA	EAP
				Somalia	SO	EU	AFR
Israel	IS	EU	NESA	South Africa	UA	EU	AFR
Italy	IT	EU	EUR	Southern Yemen	YS	EU	NESA
Ivory Coast	IV	EU	AFR	Spain	SP	EU	EUR
Jamaica	JM	SO	AR	Sri Lanka (Ceylon)	CE	PA	NESA
Japan	JA	PA	EAP	Sudan	SU	EU	AFR
				Swaziland	WZ	EU	AFR
Jordan	JO	EU	NESA	Sweden	SW	EU	EUR
Kenya	KE	EU	AFR	Switzerland	SZ	EU	EUR
Korea (Seoul)	KS	PA	EAP	Syria	SY	EU	NESA
Kuwait	KU	EU	NESA				
Laos	LA	PA	EAP	Tanzania	TZ	EU	AFR
				Thailand	TH	PA	EAP
Lebanon	LE	EU	NESA	Togo	TO	EU	AFR
Lesotho	LT	EU	AFR	Tonga	TN	PA	EAP
Liberia	LI	EU	AFR	Trinidad & Tobago	TD	SO	AR
Libya	LY	EU	AFR				
Lichtenstein	LS	EU	EUR	Tunisia	TU	EU	AFR
				Turkey	TK	EU	NESA
Luxembourg	LX	EU	EUR	Uganda	UG	EU	AFR
Malagasy Rep.	MA	EU	AFR	United Kingdom	UK	EU	EUR
Malawi	MI	EU	AFR	Upper Volta	UV	EU	AFR
Malaysia	MF	PA	EAP				
Maldive Islands	MV	EU	NESA	Uruguay	UY	SO	AR
				Venezuela	VE	SO	AR
Mali	RM	EU	AFR	Vietnam (Saigon)	VS	PA	EAP
Malta	MT	EU	EUR	Western Samoa	WS	PA	EAP
Mauritania	MR	EU	AFR	Yemen	YE	EU	NESA
Mauritius	MP	EU	AFR				
Mexico	MX	SO	AR	Yugoslavia	YU	EU	EUR
				Zambia	ZA	EU	AFR
Monaco	MN	EU	EUR	Zaire (formerly Congo-Kinshasa)	CX	EU	AFR
Morocco	MO	EU	AFR				
Nepal	NP	PA	NESA				
Netherlands	NE	EU	EUR				
New Zealand	NZ	PA	EAP				
Nicaragua	NU	SO	AR				
Niger	NK	EU	AFR				
Nigeria	NI	EU	AFR				
Norway	NO	EU	EUR				
Pakistan	PK	PA	NESA				

Note:

- EU —European Command
- PA —Pacific Command
- SO —Southern Command
- AFR —Africa Region
- AR —American Republics Region
- EAP —East Asia & Pacific Region
- EUR —European Region
- NESA—Near East & South Asia Region

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11. CRA Code

All program lines must contain a CRA code. The CRA codes listed below indicate that amount of "Continuing Resolution" funds required to preclude disruption of essential activities of a continuing nature. These codes are used in conjunction with Funding Priority Codes to determine: (a) the Program lines to be funded, and (b) the percentage of each line to be funded. Materiel lines will not be divided by the Unified Commands for the purpose of expressing incremental CRA requirements. Training "each" lines must contain the code Ø.

Code	Amount Required
Ø	None
1	10%
2	20%
3	30%
4	40%
5	50%
6	60%
7	70%
8	80%
9	90%
T	Total

12. Customer Within Country Code

A one-digit alphabetic or numeric MILSTRIP code that identifies the final recipient and port of discharge within the country. The current listing contained in the following Military Department implementations of MILSTRIP will be used:

Department	Directive
Army	Army Regulation No. 725-50
Navy	NAVSUP Publication 437 "MILSTRIP/MILSTRAP"
Air Force	DOD 4140.17-M

This code is not required in program data for those program lines for which requisitions will be submitted by the recipient country/MAAG. It is essential that it be entered for all other materiel line items to ensure shipment to the proper in-country destination.

13. Funding Priority Code

The Funding Priority code identifies the order in which items and services (or groups

of interrelated items and services) are to be funded in the event limited funds are available. All program lines other than training and supply operations must contain this code. The code consists of two alphabetic characters indicating the sequence of funding, for example:

Funding Priority	Code
1	AA
2	AB
3	AC
26	AZ
27	BA

14. End Use Code

The following codes identify (where applicable) end uses for which the articles and services are programmed:

Code	Description
A	Naval Defense Forces (CINCSO only)
B	Civil Action
C	Internal Security
E	Western Hemisphere Defense

15. Excess Offer Number Code

This code is used to identify MIMEX and MAPEX transactions in the MAP Order-Program directive documents and other EDP listings provided by DSAA. The code is punched in Card Columns 60-64 by Unified Commands to identify the military department 'MIMEX offer number, Defense Property Disposal Service (DPDS) listing or flyer number, and MAPEX project numbers when submitting program card formats 3 and 5. Codes are as follows:

Card Col	Codes
60	Punch "A" for Army "N" for Navy "F" for Air Force "D" for DPDS Flyer "L" for DPDS Listing "X" for MAPEX
61-64	Punch serial number of offer by military department, flyer/listing number assigned by DPDS, or MAPEX numbers by CINCPAC. Right Justify; zero fill the card field.

Examples:

Army MIMEX offer 194—Key Punch A0194
DPDS Listing 71/D-11—Key Punch L0011
DPDS Flyer IDF-0398—Key Punch D0398

This card field is used in the EDA money value card to cross reference the RCN number of the quantity EDA card.

ever, that the President may waive the provisions of this sentence when he determines that the waiver of such provisions is in the national interest." This waiver authority has been delegated in succession to the Secretary of Defense and to the Director, Defense Security Assistance Agency. Chapter H, describes the DOD policy and procedures applying to Commercial Sales of military export articles and services.

The Defense Department preference, therefore, is to use commercial channels as much as possible. Nevertheless, some two-thirds to three-fourths of all U.S. military exports actually pass through government-to-government channels for one or more of the following reasons:

- a. Major weapons systems involve substantial amounts of Government Furnished Equipment (GFE). Since the U.S. Government is not authorized to sell military equipment to private parties, such GFE can only be sold to foreign governments or international organizations. This GFE likewise cannot be sold to U.S. prime manufacturers for incorporation in weapons systems and onward sale to foreign buyers. Our practice, therefore, is to use the FMS channel.
- b. For some special situations, the U.S. Government wishes to exercise the control that is more easily achieved with the FMS channel.
- c. Classified equipment, which must in any event be delivered through government channels, is often easier to sell through the government channel.
- d. Sales made under supply support arrangements and similar logistics sales arrangements are handled through the FMS channel as the only practicable way of permitting the armed forces of friends and allies to "buy into" the U.S. logistics system and to obtain support therefrom under the same procedure as do using U.S. units.

Direct contact between MAAGs and Military Departments is authorized to provide information to host countries concerning technical advice, data on item configuration

and availability, cost factors, and other essential technical and supply data.

6. Basic FMS Sales Procedures

Eligible countries and international organizations authorized to procure military equipment and services from the United States are listed in Chapter A. Special approval requirements are prescribed for major capital end-items, maintenance support items, and where emergency procedures or special instructions apply, as shown in Chapter A, Table A-2.

Following are the prescribed procedures and administrative channels for implementing FMS requests:

a. Normal Sales Channels

(1) Cash Sales.*

Category A Countries—For major end-item or maintenance support items: At the discretion of the requesting country, FMS requests will be submitted either through the country's representatives in the United States, such as the Purchasing Missions, Embassies, or Military Attaches in Washington, or through the United States Country Team located in the foreign country, such as the U.S. Embassy, Military Assistance Advisory Group, U.S. Military Mission, or U.S. Defense Attache's Office. Such requests for cash sales will be submitted directly to the appropriate U.S. Military Department concerned with the FMS request.

All African and Inter-American nations, where regional ceilings are imposed by statute, shall provide information copies of their FMS requests to the State Department.

Category B Countries—For major end items or maintenance support items: At the discretion of the requesting country, FMS

* Some countries are listed as Category A for major end-items but Category B for maintenance support items.

Special Conditions: Sale of electronic warfare (EW) equipment to NATO countries will, for the most part, follow normal FMS channels. However, special coordination and review by USEUCOM will be required to assure that the equipment to be purchased by one NATO country is compatible with the overall NATO EW concept.

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requests will be submitted either through the country representatives in the U.S., e.g., Purchasing Mission, Embassy, or Military Attaches in Washington, or through the U.S. Country Team, e.g., U.S. Embassy, MAAG/Mission, or Defense Attache directly to the State Department. Such requests to State can take the form of a diplomatic note or letter request. Information copies of such requests shall be submitted to DSAA, Directorate of Sales Negotiations, as well as to the appropriate MAAG/Mission or DAO.

(2) FMS Credit Sales. Requests for FMS credit sales will be submitted in conformance with Chapter E, Credit Management. Once the credit program has been approved by the State Department, DOD and Treasury, implementing letters of offer or commercial contracts can be executed by the buying country directly with the supplier, i.e., the Military Departments or commercial contractor.

(3) Military Departments will submit all Letters of Offer for major end items and for those items or services of a critical or special nature to the Defense Security Assistance Agency (Attn: Director of Sales Negotiations) for approval prior to submission to the requesting country. Such Letters of Offer include but are not limited to:

(a) all letters of offer to Latin American and African countries;

(b) all letters of offer for sale of major weapon systems;

(c) all letters of offer for sale of end items when the value of the proposed sale exceeds \$5 million;

(d) all letters of offer for items containing a non-recurring surcharge as an element of cost of the items as prescribed in DOD Directive 2140.2;

(e) all letters of offer for items or services which are not standard in the DOD inventory and for which Research, Development, Test and Evaluation are included as an element to be procured; and,

(f) all letters of offer involving the sale of Technical Data Packages or similar data which could result in the establishment of a foreign production capability for an item.

b. Out of Channel Requests

When a Military Department receives a request for defense articles or services in a manner not specifically authorized as outlined above, or specified in Chapter A, Table A-2, the request should be forwarded to the DSAA. The DSAA will, in turn, seek State Department approval. With such approval, the DSAA will return the request to the appropriate Military Department for implementation and will advise the originator of this action as well as the proper channel for similar future reports.

7. Furnishing Information on Price, Availability and Condition of Military Equipment to Foreign Governments

a. Importance of Accurate Estimates

The terms and conditions of the DD Form 1513 stipulate that any prices and availability dates shown on the DD Form 1513 are estimates rather than fixed prices or firm commitments. This point continually must be stressed to foreign governments. Nevertheless, sudden and substantial price increases, delivery delays, or the receipt of equipment in poor condition can lead to a foreign government's disappointment or even disillusionment with the FMS system. It therefore is essential that Military Departments strive for a maximum of accuracy in the development of price and availability data, including the identification of contingencies which might cause the "best estimate" of price and availability to fluctuate beyond acceptable bounds. The nature of any such contingency or qualification as to the accuracy of estimates normally should be brought to the attention of the FMS customer during the offer and acceptance process, unless this would result in disclosure of classified information, U.S. force planning

information, or data which otherwise is sensitive to United States interests.

b. Country Team Discussions With Host Governments

Economic uncertainties, production cutbacks, and service budget uncertainties, all contribute to Military Department difficulties in making accurate price and availability estimates. The sheer volume of price and availability estimates which are processed also increases the likelihood of error. It is therefore imperative that the utmost discretion be exercised by members of the country team in discussions with host government officials of price, availability, and equipment condition. The military articles and services list (MASL) is intended for MAP (Grant Military Assistance Program) planning and should not be used even as a general guide for foreign military sales. Discussions of specifics related to FMS cash or credit sales should be based on current program data. Only specific data provided by the Military Departments or the Defense Security Assistance Agency (DSAA) should be used. In all discussions, it should be clearly noted that prices are estimates only and are subject to change. Prices charged to purchasers under Foreign Military Sales contracts are governed by United States legal requirements. Host Governments must recognize that prices contained in Letters of Offer are in reality estimates, the terms of which the United States must by law revise if necessary to reflect actual procurement costs.

c. Importance of Accurate Statements of Condition of Equipment

The condition of used equipment suggested for consideration should be ascertained, and any commitments made must be explicit in order to preclude misunderstandings. If data on equipment condition is not available in adequate detail, the military department concerned should obtain and provide specifics before commitments are made.

8. Pricing of FMS Transactions

Defense policy outlined in DOD Instruction 2140.1, 29 January 1970, calls for uni-

form DOD application of pricing and cost criteria for sales of Defense articles and services to eligible foreign governments and international organizations. In general terms, this means that DOD pricing and procedures will provide for the charging of all DOD direct and indirect costs, including those referred to as an "administrative charge" for the use of the DOD logistics system.

To assure that all such costs are covered in the DOD pricing, quotations or defense articles and services will be estimated and final adjustments will take place after delivery of the items or rendering of the services. DD Form 1513, Letter of Offer and Acceptance, provides for such estimated prices unless a waiver of this requirement is obtained from the Director, DSAA, in accordance with the national security interest.

a. Items from Defense Stocks

Pricing of defense items from stock inventories will be handled according to DOD Instruction 2140.1. For example, standard prices will govern when nonexcess materiel is to be sold. This includes all items in the United States military supply system, except such major items as complete ships, aircraft and missiles, space vehicles, and plant and production equipment.

Standard prices will include the current market or procurement cost of the item at the time the price is established or re-established. As a general rule, standard prices for items currently procured are reviewed once a year and revised when significant changes occur. Reductions in inventory standard prices may be made for sale of nonexcess materiel:

- (1) when material is in long supply, or
- (2) when there is a determination by the inventory manager that there is an actual difference in utility or desirability of an item due to age, condition or model. Sales of excess material will be priced as prescribed in DOD Instruction 2140.1.

b. Items from New Procurement

Prices of defense articles and services procured for eligible foreign governments or international organizations pursuant to Section 22 of the FMS Act, which require inventory replacement, will be cited to re-