

MIBTF

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THE MUNITIONS INDUSTRIAL BASE TASK FORCE

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AEROJET
ATK/ALLIANT TECHSYSTEMS
AMRON
AMTEC
BAE ORDNANCE SYSTEMS
CHEMRING GROUP
DAY & ZIMMERMANN
DSE, INC.
ENSIGN-BICKFORD
ESTERLINE DEFENSE
GENERAL DYNAMICS
GLOBAL TUNGSTEN & POWDERS
L-3 FUZING & ORDNANCE SYSTEMS
MEDICO INDUSTRIES
NAMMO TALLEY
NI INDUSTRIES
OLIN-WINCHESTER
PACIFIC SCIENTIFIC
STRESAU LABORATORY

ADEQUATE FUNDING AND
POLICIES TO SUSTAIN A
RESPONSIVE CAPABLE U.S.
MUNITIONS INDUSTRIAL BASE
TO DEVELOP, PRODUCE, AND
SUPPORT SUPERIOR MUNITIONS
FOR THE U.S. AND ITS ALLIES.

SOFT LANDING

Presented to ICAP

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SOFT LANDING



-- BRIEFINGS

-- ARTICLES

-- EXPLORE IDEAS

-- RECOMMENDATIONS

-- INITIATIVES

- HISTORY

- COORDINATION OF SERVICES' PROCUREMENT BUDGETS

- MIBTF BUDGET ANALYSES

- » FY1992 – 1994

- » \$1.9 – \$2.1B (FY94 \$)

- DEVELOPMENT OF IBAT

- » MSR DEVELOPMENT

- MIBTF DECISION TO ADVOCATE FOR A PROTOCOL REQUIRING USE DURING BUDGET DEVELOPMENT

- » OBJECTIVES:

- SERVICES KNOW IMPACT OF THEIR BUDGET DECISIONS ON THE BASE
- SERVICES HAVE OPPORTUNITIES TO ADJUST BUDGETS TO MITIGATE IMPACTS
- SERVICES KNOW IF CAPABILITIES IN BASE CAN SUPPORT THEIR COLLECTIVE REQUIREMENTS

- » ISSUE PAPER

- » BRIEFINGS

IBAT / MSR

- **STATUS**

- COMPANIES PROVIDED OPPORTUNITY TO REVIEW DATA BASE DOWNLOAD FOR THEIR FACILITIES (MIBTF REQUEST)
- DEMONSTRATION OF DATA BASE TO SERVICES, PM'S, AND OSD
- MIBTF PROVIDED INPUT FOR SUGGESTED REGULATORY GUIDANCE

- **THE WAY AHEAD**

- JOCG AGENDA ITEM
- NEXT ANNUAL DATA CALL TO INDUSTRY IS FORTHCOMING
 - » BEHOOVES INDUSTRY TO RESPOND FULLY

INTERNATIONAL SALES

- EXPORT CONTROL REFORM
 - TIERS OF CONTROLS
 - INPUT FROM INDUSTRY RE: CONTENT OF TIERS
- LICENSE PROCESS IMPROVEMENTS
 - AVERAGE DOS PROCESSING TIME: 19 DAYS !
- AVERSION WITHIN DOD FOR DIRECT COMMERCIAL SALES
- STRATEGIC CONTINGENCY FUND
 - SDAF
 - SMALL IMPACT FOR AMMO
 - LARGER IMPACT FOR MISSILES

INTERNATIONAL SALES COMMITTEE MEETINGS

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YEAR	MONTH	GUEST ORG	TOPIC	GUEST REP
2010	DECEMBER	INTERNTL TECH SALES	GUIDANCE TO GOV PROCESS	PATTERSON
	OCTOBER	HERITAGE FOUNDATION	ARMS TRADE TREATIES	BROMUND
	SEPTEMBER	DICKINSON WRIGHT PLLC	FOREIGN CORRUPT PRACT	VOLKOV
	AUGUST	CANADIAN EMBASSY	BUYING FROM U.S.	STEWART
	JULY	USASAC	USASAC ORGANIZATION	DORNBLASER
	MAY	M & LONG LLP	BROKER REGISTRATION	SILVERMAN
	MARCH	HQDA	INVENTORY SALES	CARLSON
	FEBRUARY	PAK REP/DASA-DEC	PAK SALES/BROKERING	ZAFIR/SCHIMPP
	JANUARY	SAM-D/PEO AMMO	FMS/BROKERING	McCARTER/DIONISIO
2009	DECEMBER	DSCA	BROKERING/FMS FINANCING	HOTOP
	NOVEMBER	DSCA	AFGHANISTAN/IRAQ	BURNS/LONTOS
	OCTOBER	DSCA	LEGISLATION ON IRAQ	JONS
	SEPTEMBER	DOC/HERITAGE FOUNDAT.	FOREIGN PARTNER/ARMS TREATY	CLEASBY/BROMUND
	JULY	DSCA/ALESA	IRAQ/LEGISLATION	LONTOS/ROTH
	MAY	AIA	ITAR/ISSUES	HUNT

INTERNATIONAL SALES COMMITTEE MEETINGS



YEAR	MONTH	GUEST ORG	TOPIC	GUEST REP
2009	APRIL	FPG/DMAG	EMBASSY PROCUREMENTS	STEWART
	MARCH	USASAC	IMO, IRAQ, AFGHAN, PAKISTAN	DORNBLASER
	FEBRUARY	DTSA	DOD LICENSE REVIEW	MERRYMAN
	JANUARY	PEO AMMO	NON-STANDARD AMMO	SANVILLE
2008	DECEMBER	DSCA	AFGHANISTAN	FLORO
	NOVEMBER	ALESA/CREIGHTON	LEGISLATION/UK-AUS TREATIES	ROTH/SUCHAN
	OCTOBER	DSCA	AFGHANISTAN	FLORO
	SEPTEMBER	DSCA	IRAQ	LONTOS
	AUGUST	NO GUEST	PSEUDO FMS, ARMY IB PLAN	
	JULY	JMC	FMS AMMO SALES	STACKWICK
	MAY	HQDA	INVENTORY SALES	CARLSON
	APRIL	NO GUEST	BROKER REGISTRATION/CLUSTER WPNS	
	MARCH	BATF	BATF UPDATE	BOYDSTON
	FEBRUARY	DASA-DEC	FUZE EXPORTS POLICY	WRAY
	JANUARY	USASAC	IRAQ (MNSTC-1)	DORNBLASER

INTERNATIONAL SALES COMMITTEE MEETINGS



YEAR	MONTH	GUEST ORG	TOPIC	GUEST REP
2007	DECEMBER	POWELL & GOLDSTEIN	EXPORT LICENSING ISSUES	BURNS
	NOVEMBER	NIPO	USN EXPORT LICENSING	BOELLING
	SEPTEMBER	SAFIA	USAF EXPORT POLICY	SZADAI
	AUGUST	USASAC	FMS IRAQ, AFGHAN, PAKISTAN	BIEVER
	JUNE	USASAC	FMS IRAQ, AFGHAN, PAKISTAN	BIEVER
	MAY	IDA	EXPORT CONTROL IMPACT	VAN ATTA
	APRIL	AIA	PROPOSED EXPORT LEGISLATION	ESPER
	MARCH	USASAC	USASAC ORGANIZATION	NORFOLK /BRIESKE
	FEBRUARY	STATE DEPARTMENT	EXPORT POLICIES	GANZER
	JANUARY	DSCA	LEBANON & ISRAEL	ROWE
2006	NOVEMBER	NO GUEST	REVIEW OF ISC ISSUES/PLANS	
	OCTOBER	FPG	FOREIGN COUNTRY PERSPECTIVE	KAELIN
	SEPTEMBER	USN (NIPO)	NAVY INTERNATIONAL PLAN	FISHER/POPPE
	AUGUST	POWELL & GOLDSTEIN	REGISTRATION OF AGENTS	CLIF BURNS
	JUNE	COMMERCE/DSCA	EXCESS DEFENSE ARTICLES	ISELL/SANDBORN

CHALLENGES OF AN UNCERTAIN BUDGET ENVIRONMENT

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- FACILITY OVERHEAD
- FACILITY EQUITY VERSUS REVENUE
- LOSS OF SKILLED WORKERS ?
- LOSS OF VENDORS ?
- LOSS OF RESPONSIVENESS ?
- LOSS OF DCS INTERNATIONALLY ?
- SINUSOIDAL DEMAND ON BASE ?
- INDIVIDUAL ITEM COST GROWTH ?

G O S T E E L E R S

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