



DEPARTMENT OF THE AIR FORCE
WASHINGTON DC

Office Of The Under Secretary

MEMORANDUM FOR SEE DISTRIBUTION

28 OCT 1999

FROM: SAF/IAX
1080 Air Force Pentagon
Washington, DC 20330-1080

SUBJECT: Preparation of Foreign Military Sales "Training" Cases/ Training Letter of Offer and Acceptance (LOA) Data (SAF/IA #99025)

Our current policies direct the preparation of "blanket order" training cases and establish a \$20,000 minimum case value to reduce the workload associated with the preparation of amendments. However, we need to improve the flexibility of these blanket order training cases by insuring that they are broadly written and include all training related notes. For example, a blanket order training case should include the following training notes as a minimum: Blanket Order Training, Security Assistance Team/Non-System Sale, Contractor (Type 1) Training, Training Exercise. In this way, training services in CONUS or overseas, by DoD or contractor personnel can be provided within case value without amendment. Training LOA data for D, S, N, and Y cases should include all potentially required training notes; in addition, the training line description should be caveated with the phrase "for planning purposes."

We often receive questions on what changes can/should be made to these supplemental conditions/notes. We also receive LOA data to D, S, N, and Y cases with training notes which have been "tailored" without prior coordination. To facilitate the preparation of FMS training (T) cases and LOA data, we have reviewed the training notes and have included instructions for their use (Attachment 1). While it is not possible to anticipate every change that may be warranted, changes to paragraphs other than those identified with an asterisk require prior SAF\ IAX coordination. Our overall goal is to provide the customer with a flexible document which accommodates the various types of training without amendment, to standardize and facilitate training cases and LOA data preparation, and to minimize the number of case amendments.

Please contact Mrs Sparkman, DSN 425-8905, if you have questions on this memo.

A handwritten signature in black ink, appearing to read "Terry Bates".

TERRY L. BATES
Acting Chief, Policy Division
Dep Under Secy, Int'l Affairs

Attachment:
Training Notes w/Instructions

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BLANKET ORDER TRAINING

a. Tuition rates indicated herein are best estimates only. Initial billing will be at the tuition rate, which is current at the time the student enters training. Tuition costs for flying courses are estimates based on a syllabus designed to meet entry level skill of the average student. Tuition rates will be adjusted, when required, based on student proficiency advancement or student non-progression. All prices are subject to adjustment during the final cost reconciliation of the case.

b. If clothing and equipment required for training are issued to students, the full replacement price of such issue will be charged to the Purchaser under this case. The Purchaser understands that such costs of issue will increase the "Estimated Costs" and be documented on a Modification. No clothing or equipment will be issued to students if it is needed for USAF Peacetime Operating Stocks or War Reserve Material requirements.

c. The following cancellation requirements are effective 1 August 1998:

(1) Training Contracted/Dedicated for International Customers - Once a contract is let or a quota is confirmed, a 100% penalty fee will apply if Purchaser fails to send a student to the training, unless the quota is filled by another international student. Dedicated/contract training includes courses that rely on contract support and courses that are designated for international students only.

(2) Training Contracted for a Single International Customer - Under USG direct contract, all costs incurred up to the point of contract cancellation shall be paid. This could include total cancellation charges or partial cancellation charges. Each element of cost will be reviewed and negotiated for a final settlement cost by appropriate USG contracts personnel and the contractor.

(3) All Other Training - There will be a 50% charge for all confirmed training canceled or rescheduled with less than 60 days notification unless the quota is filled by another international student. The penalty will be applied to all confirmed training within the 60-day window. Additionally, the penalty will be applied to all training that falls within and outside the 60-day window if the training is part of a sequential pipeline that a student would attend as part of a complete curriculum. AFSAT will identify training that is part of a sequential pipeline by message to the in-country U.S. Security Assistance Organization on an annual basis. Any cancellation or reschedule of training that was scheduled at the request of the Purchaser, without the required lead-time to cancel/reschedule similarly will incur a cancellation charge.

d. Student(s) must adhere to DoD regulations and publications concerning the administration of international students, including compliance with procedures for safeguarding information and prerequisites for training. Students not adhering to regulations or publications may be eliminated from training.

e. The Purchaser will be responsible for any loss of damage of USG aircraft or other property resulting from training and related activities, and will indemnify the USG against any such loss or damage.

f. Purchaser will be responsible for all student transportation, pay and allowances.* On-base quarters will be provided at Purchaser's expense to unaccompanied students attending DoD courses to the extent feasible. Maid fees and services charges, as appropriate, will be billed directly to the student. No on-based dependent housing will be provided, except for students attending the USAF Test Pilot School.

g. Medical charges indicated on the Letter of Offer are for medical services at DoD facilities for students under this case.** Final billing for services at USG facilities will be based on actual services rendered, at the rates determined by the Assistant Secretary of Defense/Comptroller. Treatment at private facilities may be required when students are undergoing training at a contractor location and other locations where no DoD facilities are available, or on an emergency, as needed, basis. Such treatment will be charged to this LOA based on actual costs incurred. All medical bills should be sent to AFSAT/FM, 315 J Street, W., Randolph AFB, TX 78150-4354.

h. Tuition pricing under this case will be pursuant to STANAG 6002.***

* If transportation and/or travel and living allowances are to be paid under the FMS case, change this paragraph to reflect Purchaser's responsibilities, e.g., "Purchaser will be responsible for all student pay. Student transportation and travel and living allowances will be paid from case funds in accordance with paragraphs 100111, 100112 and 100113, Chapter 10, DoD 5105.38-M. On-base quarters will be provided at Purchaser's expense to unaccompanied students attending DoD courses to the extent feasible. Maid fees and service charges, as appropriate, will be billed directly to officer students. Maid fees and services charges for enlisted students will be charged to the case."

** This medical statement must be tailored for NATO countries, PfP countries with the PfP SOFA in force, for countries with a Reciprocal Health Care Agreement (RHCA), and for countries with medical care insurance or alternate payment procedures, as indicated below.

(1) Students from certain NATO countries and PfP countries with the PfP SOFA in effect:

Replace first sentence of paragraph g. with: "Medical charges indicated on the Letter of Offer are for in-patient medical services at DoD facilities and medical care at civilian facilities." Continue with paragraph as currently written.

NATO SOFA countries for which this statement should be used are: Belgium, Czech Republic, Denmark, France, Greece, Hungary, Iceland, Luxembourg, Netherlands, Norway, Poland, Portugal, Spain, and Turkey. PfP countries for which this statement should be used are: Albania, Bulgaria, Estonia, Macedonia, Finland, Georgia, Kazakhstan, Latvia, Lithuania, Moldova, Slovak Republic, Slovenia, Sweden, and Uzbekistan. [Romania and Ukraine have RHCA.]

(2) Students covered under a RHCA. [All the RCHA include dependents.] Replace para g. to read:

“Medical care will be provided to students and their dependents under this case in accordance with the Reciprocal Health Care Agreement between the US DoD and the (Country) MoD. If medical services are provided which are not covered under the RHCA, final billing for services at DoD facilities will be based on the actual services rendered at the rate determined by the Assistant Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

Countries with RHCAs and their expiration dates are: Bolivia (13 Sep 00); Colombia (8 Apr 02); Ecuador (27 Jan 00); El Salvador (6 Feb 01); Germany (7 Jul 02); Guatemala (24 Apr 00); Romania (25 Apr 01); Tunisia (12 Oct 99); Ukraine (30 Apr 00); UK (26 Aug 04); Uruguay (8 Feb 00); and Venezuela (22 Sep 00). Although Canada has an RHCA with the US, it does not cover FMS students; therefore, use language in (4) below.

(3) Students from Australia: “Charges for medical services at DoD facilities and medical services at civilian facilities for students under this case will be submitted to the Embassy of Australia, 1601 Massachusetts Avenue. N.W., Washington, DC 20036. Final billing for services at DoD facilities will be based on actual services rendered, at rates determined by the Assistant Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

(4) Students from Canada: “Charges for inpatient medical services at DoD facilities and medical services at civilian facilities for students under this case will be billed to Canadian Defence Liaison Staff/CFMLO, 501 Pennsylvania Avenue, N.W., Washington DC 20001. Final billing for services at DoD facilities will be based on actual services rendered, at rates determined by the Assistant Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

(5) Students from Netherlands: “Charges for inpatient medical services at DoD facilities and medical services at civilian facilities for students under this case and their dependents will be billed to the student. Final billing for services at DoD facilities will be based on actual services rendered, at the rates determined by the Assistance Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

(6) Students from Norway: “Charges incurred for inpatient medical services at DoD facilities and medical services at civilian facilities for personnel under this case will be billed to: Embassy of Norway, Office of the Air Attaché, 2720 34th Street, NWS, Washington, DC 20008. Rates for services at DoD facilities will be determined by the Assistance Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

(7) Students from Italy: “Students undergoing training in CONUS are covered by medical insurance by Blue Cross/Blue Shield.”

(8) Students from Japan: “Charges incurred for medical services at DoD and civilian facilities for students under this case will be billed to the individual if he has sufficient funds to pay the bill. In case the individual has returned to Japan or is not capable of paying for medical costs, the bill will be forwarded to the Embassy of Japan, 2520 Massachusetts Ave. NW, Washington DC 20008. Final billing for services at DoD facilities will be based on actual services rendered at rates determined by the Assistant Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

(9) Students from Kuwait: “Charges for medical services at DoD and civilian facilities for students under this case will be billed to the Kuwait Liaison Office, 3500 International Dr, NW, Floor 3, Washington DC 20008. Final billing for services at DoD facilities will be determined by the Assistant Secretary of Defense/Comptroller. Billing for care provided at civilian facilities will be based on the actual costs incurred.”

*** Include this statement only for training LOAs/training line items for Belgium, Canada, Denmark, France, Germany, Italy, Luxembourg, Netherlands, Norway and the United Kingdom which include USAF off-the-shelf, nondedicated training. Do not include for training LOAs/training line items that are dedicated training, contractor training, or training provided in country by Security Assistance Teams (SATs), i.e., MTTs, ETSSs. If there is more than one type of training under the case (e.g. USAF off-the-shelf, nondedicated training and contractor training), the different types of training must be grouped into two or more line items to properly charge admin to all training that is dedicated, contractor, or provided by SATs. In this case, the statement with respect to the STANAG 6002 or other pricing agreements reflected below will apply to USAF off-the-shelf training at DoD establishments and the supplemental conditions will state so (e.g., “Tuition pricing for training under Line 999 will be pursuant to STANAG 6002.”) The same procedures apply to training LOAs/training line items for other countries which include USAF off-the-shelf, nondedicated training and have signed reciprocal training pricing agreements with the US (see countries/statements below). FOR ALL OTHER COUNTRIES, DELETE THIS STATEMENT.

(1) Australia: “Tuition pricing for training at DoD establishments under this case (*or*

Line 999) is pursuant to the United States and Australia Agreement in the Pricing of Military Training, November 1, 1985.”

(2) Israel: “Tuition pricing for standard training at DoD establishments under this case (*or Line 999*) is pursuant to the United States-Israel Agreement on the Pricing of Military Training, June 16, 1988.”

(3) Japan: “Tuition pricing for training at DoD establishments under this case (*or Line 999*) is pursuant to the Memorandum of Understanding between the Japan Defense Agency and the United States Department of Defense for the Pricing of Training of Defense Services Personnel and Defense-Related Civilian Personnel, 21 January 1986.”

(4) New Zealand: “Tuition pricing for training at DoD establishments under this case (*or Line 999*) is pursuant to the United States-New Zealand Agreement on the Pricing of Military Training, April 19, 1982.”

DEFINED ORDER TRAINING

a. Tuition rates indicated herein are best estimates only. Initial billing will be at the tuition rate, which is current at the time the student enters training. Tuition costs for flying courses are estimates based on a syllabus designed to meet entry level skill of the average student. Tuition rates will be adjusted, when required, based on student proficiency advancement or student non-progression. All prices are subject to adjustment during the final cost reconciliation of the case.

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h. Tuition pricing under this case will be pursuant to STANAG 6002.****

* Where preparation of defined order training cases is authorized, include only the applicable subparagraph(s) that applies to the training defined (e.g. para c(1) for ENJJPT cases).

** If transportation and/or travel and living allowances are to be paid under the FMS case, change this paragraph to reflect Purchaser's responsibilities, e.g., "Purchaser will be responsible for all student pay. Student transportation and travel and living allowances will be paid from case funds in accordance with paragraphs 100111, 100112 and 100113, Chapter 10, DoD 5105.38-M. On-base quarters will be provided at Purchaser's expense to unaccompanied students attending DoD courses to the extent feasible. Maid fees and service charges, as appropriate, will be billed directly to officer students. Maid fees and services charges for enlisted students will be charged to the case."

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SECURITY ASSISTANCE TEAMS (SAT)
SYSTEM SALES LOAs

a. The Long-term objective, SAT mission, team composition, and type/length of tour for the SATs to be provided in support of this system sale will be addressed at the post-LOA acceptance refinement conference identified in Note __*__ page __*__. A pre-SAT survey is required to properly identify SAT objectives, mission, composition, type/length of tour, and team personnel support services.

b. Team members may operate equipment only to the extent required to perform services within the scope of the LOA, including equipment maintenance checks (such as functional check flights) that are necessary to ensure performance of such services. All associated costs are borne by the Purchaser.

c. Training conducted by SAT personnel will be conducted using the performance objectives and standards of the USAF. Exceptions to USAF standards may be considered on a case-by-case basis.

d. Students to be trained by SAT personnel will meet the course prerequisites established for CONUS training. Exceptions to meeting course prerequisites may be considered on a case-by-case basis.

e. In the absence of a standardization agreement or other written arrangement on ground and aircraft accident investigation procedures between the United States and Purchaser, the following procedures will be followed:

(1) Class A and B mishaps involving USAF persons, aircraft or property will be investigated by a combined board of officers from the USAF and Purchaser.

(2) A Class A mishap will have occurred whenever a person's life is lost, an aircraft is destroyed, or an event takes place involving an aircraft in which more than \$1 million total damage is suffered to the aircraft, surrounding property, or a combination of the two.

(3) A Class B mishap will have occurred whenever a person suffers a permanent partial disability, or an event takes place involving an aircraft in which more than \$200,000, but less than \$1 million total damage is suffered to the aircraft, surrounding property, or a combination of the two.

f. Team personnel will not engage in or provide assistance or advice to Purchaser in a combat or potential combat situation.

g. Team personnel will not be used to augment the Security Assistance Office (SAO).

h. The Chief of the US Diplomatic Mission will exercise general supervision over the in-country operations and activities of the team through the SAO. Implementation of the LOA will be in accordance with the International Program Directive (IPD), and instructions from the Line Manager, and DoD Security Assistance directives, guidance, and procedures.

i. The senior member of the team will be designated as team commander/chief. At each location where a functional unit of the team is established, one member of the unit will be designated as the deputy team commander/chief.

j. Team personnel will be assigned duties and responsibilities by the team commander/chief required to meet the mission. Team mission will not be expanded or changed without written permission of the case manager and must be within the scope of the LOA.

k. The members of the team will be responsible to the Line Manager through the designated team commander/chief and the SAO for the duties and activities required to meet the team mission.

l. The members of the team may not exercise command, functional authority, or responsibility over personnel of the host armed services, and personnel of the host armed services may not exercise command, functional authority, or responsibility over members of the team. With respect to academic and training matters, team personnel will exercise functional supervision over host country personnel receiving instruction, in coordination with the host armed service leadership.

m. The military team members will perform the duties of their office with the title and rank that they hold in their US service and will wear corresponding uniform and insignia or civilian clothing, as prescribed by the senior US military officer in country; civilian members will hold the precedence assigned by the team commander/chief in accordance with Civil Service regulations.

n. The Purchaser shall pay all appropriate US Government costs which may include costs for personnel pay and allowances, special training of personnel required to qualify them for unique SAT duties, transportation, and support costs, including International Cooperative Administrative Support Services (ICASS). The level of support provided under this LOA will not exceed that authorized for other DoD personnel in country.

o. The Purchaser shall provide, at no cost to team members or the USG, support services (to be arranged and verified by the SAO prior to the arrival of team members in country) to include, but not limited to:

(1) Adequate office space and administrative support for team members in their primary work areas to include desk, chair, filing cabinet, telephone, general office supplies, and cleaning.

(2) Travel clearance documents for all team members valid for the duration of the assignment (to include appropriate base passes and clearances). The Purchaser will ensure immediate customs clearance for all items of equipment and supplies required for the accomplishment of the mission. The team commander/chief will provide a detailed list of supplies and equipment at least fifteen (15 days) prior to arrival of the supplies and equipment in country.

(3) Household goods (HHG) shipment authorization in accordance with applicable US regulations, up to full JTR allowance, as required to meet in-country requirements. **

(4) Dedicated vehicle(s) for official use, (with/without driver). Purchaser will provide and fund fuel, maintenance, insurance, and other expenses for these vehicles. Eligible team members will be provided valid driving licenses. **

(5) Other required support IAW AFMAN 16-101 and AFJI 16-105 (housing, medical, messing, etc.).

(6) Quality of Life (QOL) items. QOL items become the property of the host country when no longer required to support SAT personnel. **

p. Case funds will be used for all TDY expenses of team members, related to travel on or before training, and during the period of execution.

** INCLUDE THE APPROPRIATE REFERENCE IN THE LOA (E.G., A STATEMENT IN THE LINE ITEM DESCRIPTION FOR THE SYSTEM) WHICH STATES THAT A DEFINITIZATION CONFERENCE WILL BE HELD AFTER LOA ACCEPTANCE.*

***THESE PARAGRAPHS MAY BE TAILORED OR DELETED DEPENDING ON THE SPECIFIC TYPE TEAM/ITEMS COUNTRY PLANS TO PROVIDE IN LIEU OF BEING CHARGED TO THE CASE. FOR EXAMPLE, SHIPMENT OF HOUSEHOLD GOODS APPLIES TO PCS TEAMS ONLY; RENTAL CARS OR POV MAY BE USED WHEN AUTHORIZED BY DOD PUBLICATIONS IN LIEU OF VEHICLES/DRIVERS PROVIDED BY COUNTRY; QUALITY OF LIFE ITEMS ARE NOT ALWAYS PROVIDED UNDER THE CASE BY ALL COUNTRIES OR FOR TDY PERSONNEL. IF THESE DETAILS ARE UNKNOWN AT THE TIME THE LOA IS PREPARED AND WE HAVE NO PRIOR EXPERIENCE WITH SUPPORT PROVIDED BY COUNTRY, INCLUDE PARA 15.C. BUT DELETE PARA 15.D. AND 15.F.*

TRAINING NOTE
SECURITY ASSISTANCE TEAMS (SAT)
NON-SYSTEM SALES LOAs

a. Long-term Objective: *

b. SAT Mission: **

c. SAT Composition: For planning purposes, this LOA provides for the following personnel:

<u>Grade</u>	<u>Specialty</u>	<u>Position</u>
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d. For planning purposes, team personnel will serve **** year(s) accompanied/unaccompanied tours.

e. Team members may operate equipment only to the extent required to perform services within the scope of the LOA, including equipment maintenance checks (such as functional check flights) that are necessary to ensure performance of such services. All associated costs are borne by the Purchaser.

f. Training conducted by SAT personnel will be conducted using the performance objectives and standards of the USAF. Exceptions to USAF standards may be considered on a case-by-case basis.

g. Students to be trained by SAT personnel will meet the course prerequisites established for CONUS training. Exceptions to meeting course prerequisites may be considered on a case-by-case basis.

h. In the absence of a standardization agreement or other written arrangement on ground and aircraft accident investigation procedures between the United States and Purchaser, the following procedures will be followed:

(1) Class A and B mishaps involving USAF persons, aircraft or property will be investigated by a combined board of officers from the USAF and Purchaser.

(2) A Class A mishap will have occurred whenever a person's life is lost, an aircraft is destroyed, or an event takes place involving an aircraft in which more than \$1 million total damage is suffered to the aircraft, surrounding property, or a combination of the two.

(3) A Class B mishap will have occurred whenever a person suffers a permanent partial disability, or an event takes place involving an aircraft in which more than \$200,000, but less than \$1 million total damage is suffered to the aircraft, surrounding property, or a combination of the two.

- i. Team personnel will not engage in or provide assistance or advice to Purchaser in a combat or potential combat situation.
- j. Team personnel will not be used to augment the Security Assistance Office (SAO).
- k. The Chief of the US Diplomatic Mission will exercise general supervision over the in-country operations and activities of the team through the SAO. Implementation of the LOA will be in accordance with the International Program Directive (IPD), and instructions from the Line Manager, and DoD Security Assistance directives, guidance, and procedures.
- l. The senior member of the team will be designated as team commander/chief. At each location where a functional unit of the team is established, one member of the unit will be designated as the deputy team commander/chief.
- m. Team personnel will be assigned duties and responsibilities by the team commander/chief required to meet the mission referenced in para 1 above. Team mission will not be expanded or changed without written permission of the case manager and must be within the scope of the LOA.
- n. The members of the team will be responsible to the Line Manager through the designated team commander/chief and the SAO for the duties and activities required to meet the team mission.
- o. The members of the team may not exercise command, functional authority, or responsibility over personnel of the host armed services, and personnel of the host armed services may not exercise command, functional authority, or responsibility over members of the team. With respect to academic and training matters, team personnel will exercise functional supervision over host country personnel receiving instruction, in coordination with the host armed service leadership.
- p. The military team members will perform the duties of their office with the title and rank that they hold in their US service and will wear corresponding uniform and insignia or civilian clothing, as prescribed by the senior US military officer in country; civilian members will hold the precedence assigned by the team commander/chief in accordance with Civil Service regulations.

q. The Purchaser shall pay all appropriate US Government costs which may include costs for personnel pay and allowances, special training of personnel required to qualify them for unique SAT duties, transportation, and support costs, including International Cooperative Administrative Support Services (ICASS). The level of support provided under this LOA will not exceed that authorized for other DoD personnel in country.

r. The Purchaser shall provide, at no cost to team members or the USG, support services (to be arranged and verified by the SAO prior to the arrival of team members in country) to include, but not limited to: *****

(1) Adequate office space and administrative support for team members in their primary work areas to include desk, chair, filing cabinet, telephone, general office supplies, and cleaning.

(2) Travel clearance documents for all team members valid for the duration of the assignment (to include appropriate base passes and clearances). The Purchaser will ensure immediate customs clearance for all items of equipment and supplies required for the accomplishment of the mission. The team commander/chief will provide a detailed list of supplies and equipment at least fifteen (15 days) prior to arrival of the supplies and equipment in country.

(3) Household goods (HHG) shipment authorization in accordance with applicable US regulations, up to full JTR allowance, as required to meet in-country requirements.

(4) Dedicated vehicle(s) for official use, (with/without driver). Purchaser will provide and fund fuel, maintenance, insurance, and other expenses for this vehicles.***** Eligible team members will be provided valid driving licenses.

(5) Other required support IAW AFMAN 16-101 and AFJI 16-105 (housing, medical, messing, etc.).

(6) Quality of Life (QOL) items. QOL items become the property of the host country when no longer required to support SAT personnel.

s. Case funds will be used for all TDY expenses of team members, related to travel on or before training, and during the period of execution.

** THIS PARA APPLIES TO PCS TEAMS AND SHOULD IDENTIFY THE LONG-TERM OBJECTIVE, I.E., WHAT IS EXPECTED TO BE ACCOMPLISHED THROUGH USE OF THE TEAMS AND WHETHER IT IS A ONE-TIME REQUIREMENT OR WILL REQUIRE FOLLOW-ON TEAMS TO COMPLETE THE GOAL OVER AN EXTENDED PERIOD OF TIME.*

*** THIS PARA APPLIES TO ALL SATs AND SHOULD IDENTIFY THE MISSION OF THE PARTICULAR TEAM TO BE PROVIDED UNDER THIS LOA. USE THE INFORMATION PROVIDED IN THE SAT DATA SHEET REQUIRED IAW ATTACHMENT 33, AFMAN 16-101, AND CHAP 13, AFJI 16-105. THE PURPOSE/MISSION DESCRIPTION SHOULD NORMALLY BE ONE-THIRD TO ONE-HALF PAGE.*

**** IF THE LOA IS FOR A FOLLOW-ON TEAM, IDENTIFY THE TEAM MEMBERS BY RANK/AFSC/POSITION. IF THE LOA IS BLANKET ORDER AND TEAM REQUIREMENTS HAVE NOT BEEN IDENTIFIED, ANNOTATE "TO BE DETERMINED" IN THIS PARAGRAPH.*

***** STATE DURATION IN MAN-WEEKS OR MAN-MONTHS IF TDY TEAM IS BEING PROVIDED UNDER THE CASE.*

****** THESE PARAGRAPHS MAY BE TAILORED OR DELETED DEPENDING ON THE SPECIFIC TYPE TEAM/ITEMS COUNTRY PLANS TO PROVIDE IN LIEU OF BEING CHARGED TO THE CASE. FOR EXAMPLE, SHIPMENT OF HOUSEHOLD GOODS APPLIES TO PCS TEAMS ONLY; RENTAL CARS OR POV MAY BE USED WHEN AUTHORIZED BY DOD PUBLICATIONS IN LIEU OF VEHICLES/DRIVERS PROVIDED BY COUNTRY; QUALITY OF LIFE ITEMS ARE NOT ALWAYS PROVIDED UNDER THE CASE BY ALL COUNTRIES OR FOR TDY PERSONNEL. IF THESE DETAILS ARE UNKNOWN WHEN THE LOA IS PREPARED AND WE HAVE NO PRIOR EXPERIENCE WITH SUPPORT PROVIDED BY COUNTRY, INCLUDE PARA 18.C. BUT DELETE PARA 18.D. AND 18.F.*

CONTRACTOR (TYPE 1) TRAINING

- a. Cost of contractor training indicated herein is a best estimate based on information available at the time of offer. Actual costs will depend on factors such as the terms of the contract resulting from this LOA. *
- b. Cancellation of training, or parts thereof, will be governed by paragraph 2.1. of the Letter of Offer and Acceptance Standard Terms and Conditions. *
- c. Purchaser's students must meet the prerequisites for training specified by the contract implementing this LOA. *
- d. Purchaser will be responsible for all student pay and allowances, and all student housing, meals, and other support. No government quarters will be made available at contractor locations, even when in the vicinity. The contractor will make arrangements for housing unaccompanied students. Officers and enlisted personnel will occupy separate quarters. Costs of contractor-furnished housing and support will be charged to the training contract, and will be paid by Purchaser under this LOA. Dependent housing will not be provided. **
- e. Purchaser will be responsible for student transportation costs from country to CONUS contractor location and return. The contractor will provide any transportation between that location and other training locations. The contractor will provide local ground transportation for the students between their quarters and the training location. Such transportation will be provided only during the scheduled training days. Transportation costs incurred by the contractor will be charged to the training contract and will be paid by the Purchaser under this LOA. **
- f. Medical charges indicated on the Letter of Offer are for medical services at DoD facilities for students under this case. Final billing for services at DoD facilities will be based on actual services rendered, at the rates determined by the Assistant Secretary of Defense Comptroller. Treatment at private facilities may be required when students are undergoing training at a contractor location and no USG facilities are available or on an emergency, as needed, basis. Such treatment will be charged to this LOA based on actual costs incurred. All medical bills should be sent to AFSAT/FM, 315 J Street, W., Randolph AFB, TX 78150-4354. ***
- g. Purchaser will designate Country Liaison Officers (CLO) for all contractor training. The function of a CLO, as defined in AFR 50-29/AFJI 16-105, is to assist with the administrative details for foreign students in CONUS training from his or her country.
- h. In cases where production aircraft acquired by Purchaser under this case are used in a CONUS training program, title to aircraft will pass to Purchaser upon signature of the DD

Form 250 as provided in this case. The aircraft will then be provided by the Purchaser to the contractor for use in the training program. Purchaser will grant authorization to the contractor to use these aircraft for the purpose of furnishing training pursuant to this LOA. Aircraft will carry Purchaser markings during training. After training is completed and temporary USG markings are applied, custody of the aircraft will be given to the USG for ferrying. Purchaser will be liable for any loss, damage or injury to the aircraft and any other property or personnel of the Purchaser, USG, contractor and third parties occurring during the training and ferrying periods, regardless of aircraft custody or markings. ****

* If contractor training is provided in country, include only paragraphs 1 through 3 in this training note.

** Include these paragraphs only if contractor will arrange for student housing and local/ CONUS transportation (usually requested by and provided only for less-developed countries). If the contractor provides CONUS/local transportation, insure that the word "transportation" in paragraph f. of the "Blanket Order Training" note is deleted to preclude a contradiction.

*** Depending on the country, this paragraph may change (see instructions for para g, "Blanket Order Training" note). If "Blanket Order Training" note is included in the LOA, this paragraph should be deleted to preclude contradiction.

**** Use only for system sales cases.

US EXERCISES/COMPETITIONS (NON-FLYING)

- a. Exercise participation charges indicated in Line Item 001 are best estimates only. Any munitions, parts, supplies, maintenance, support or other articles or services furnished the Purchaser in connection with the exercise will be paid for by the Purchaser under this case.
- b. Pre-exercise/precompetition training charges indicated in Line 999 are best estimates only. Final costs will be based on consumables used and the number of actual practices by Purchaser personnel.
- c. Purchaser will be responsible for all transportation, pay and allowances for its personnel.* On-base quarters will be provided to unaccompanied students to the extent feasible. Maid fees and services charges, as appropriate, will be billed directly to the student. No on-base dependent housing will be provided.
- d. Medical services provided at DoD facilities will be billed to this case. Final billing for services at DoD facilities will be based on actual services rendered, at the rates determined by the Assistant Secretary of Defense/Comptroller. Treatment at private facilities may be required if not available at DoD facilities. Billing for services provided at private facilities will be based on actual costs incurred. All medical bills should be sent to AFSAT/FM, 315 J Street, W., Randolph AFB, TX 78150-4354. **

* If transportation and/or travel and living allowances are to be paid under the FMS case, change this para to reflect Purchaser's responsibilities (see instructions for para f, "Blanket Order Training" note). If the "Blanket Order Training" note is included in the LOA, this paragraph should be deleted.

** Depending on the country, this paragraph may change (see instructions for para g, "Blanket Order Training" note). If the "Blanket Order Training " note is included in the LOA, this paragraph should be deleted to preclude contradiction.