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# The Defense Institute of Security Assistance Management Sends a Mobile Education Team to Thailand

By  
**Craig M. Brandt**

**Defense Institute of Security Assistance Management**

At the invitation of the Thai Armed Forces, Defense Institute of Security Assistance Management (DISAM) was invited to send a mobile education team to Bangkok from March 7 through 11, 2005. The requested course consisted of executive and program manager level presentations to upper level management of the Thai military, including the Ministry of Defense, the Royal Thai Supreme Command, and the individual services. DISAM faculty members Frank Campanell and Craig Brandt provided an overview of the entire life cycle of a defense sale from the purchaser's request through the development, release and acceptance of the DoD offer and continuing through the delivery of the material and services and the closing of cases.

Executive level instruction focused on the comparison between foreign military sales and direct commercial sales and the circumstances which might dictate the use of either method.

Photos by Craig M. Brandt



**A Thailand Lieutenant General, the Deputy Director of the Office of Policy and Planning, led the class given to members of the Ministry of Defense.**

Also of interest was the discussion of offsets and counter trade in an acquisition of a defense system.

The presentations were conducted at various venues throughout the Bangkok area. Lieutenant General Pongsak Eakbannasingh, Deputy Chief of Staff, welcomed the DISAM team on behalf of the Royal Thai Army while Colonel Chalermkiat Poethongnark, Deputy Commandant, hosted the Army's course at the Army Logistics School. After a courtesy call on Air Chief Marshall Kongsak Vantana, Commander-in-Chief, Royal Thai Air Force, the DISAM team conducted two sessions with personnel of the Air Force Headquarters. Admiral Surin Reong-Arom, Chief of Staff, Royal Thai Navy, greeted the delegation from JUSMAG and DISAM before the start of the course for Navy

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FMS managers. During the course conducted the following day at the headquarters of the Supreme Command, the DISAM team was greeted by an old friend, Group Captain Manu Katemane, who has long been associated with the school since his tour as the Thai liaison officer with the Air Force Security Assistance Center at Wright-Patterson. On the final day of



**A DISAM instructor was pleased to encounter two former students who were in the DISAM class of January 1980. One former student is now the Director of Finance for the Royal Thai Air Force, and the second former student is in the J7 of the Supreme Command Headquarters.**

instruction, the team called on the Minister of Defense H.E. General Sumpun Booyanun, General Oud Buangbon, Defense Permanent Secretary and General Apichart Penkitti, Director, Office of Policy and Planning, both of MOD. LTG Nipat Thonglek, Deputy Director of the Office of Policy and Planning hosted the actual class.

DISAM has had an association with Thailand for many years. One of DISAM's first METs was to Bangkok in January, 1980. Then-LCDR Craig Brandt was a member of that team. At the close of the course, the team and

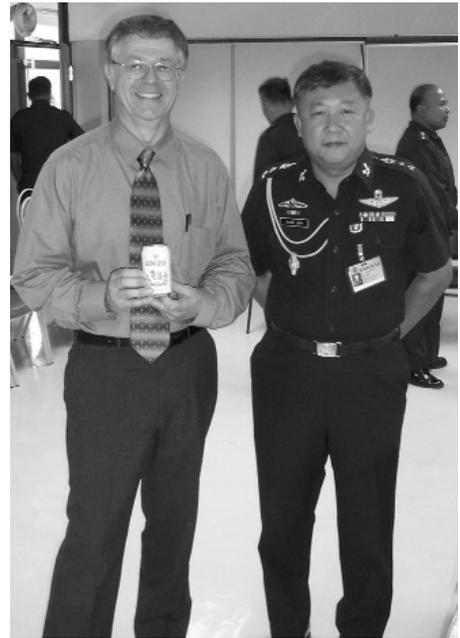
students were presented with a photograph of the entire class. Twenty-five years later, armed with this same photograph, Dr. Brandt queried some of the more senior class members of the recent MET to see if any of the former students were still on active duty. It turned out two of them were available to meet with the DISAM instructors. Air Vice Marshall Surapol Imsang, the current director of finance for the Royal Thai Air Force, was again a student in the Air Force's executive session. Colonel Eua-aree Maneekhao did not attend the class but her office was nearby, and she came to talk to the team. After her first DISAM course twenty-five years ago, she has spent much of her career in security assistance and was often one of the Supreme Command's representatives for the U.S. and Thai Security Assistance Program Reviews.

Because this class was taught on five different installations, the coordination required for the DISAM visit was extraordinary. Captain Craig Nordskog, USAF, the JUSMAG training officer and his training division assistants Khun Baew and Khun Swiss as well as the Navy section's Khun Pichit were invaluable in shepherding the DISAM team from venue to venue.

The close association between the Thai Armed Forces, JUSMAG and DISAM will continue. Already in the works is a planned one-week executive MET in 2006 that will focus on FMS logistics and finance.



**The training assistant of the JUSMAG, at the headquarters of the Supreme Command. She was responsible for arranging the myriad details of the courses presented six times in five days.**



**A Colonel of the Security Assistance Coordinating Division of The Royal Thai Army and a DISAM instructor discuss the course.**

