
JUNK OR TREASURE*

By

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So, they have a forecasted requirement for another generator. Where will they find \$140,000.00 for it? What? -- It's only available through procurement with a new price of \$850,000.00! Let's see what's left in their fiscal year Foreign Military Sales (FMS) credit allocation. Hmmm -- 1513-1's, 1513-2's, quantity increases, price increases, etc., etc., uncommitted FMS credits available, less than \$100,000.00. It will never stretch. Sound familiar? Well, what about reviewing the Excess Personal Property Listing (EPPL)? Is the item on the Interrogation Requirements Information System (IRIS) "Want List"? EPPL, IRIS "Want List?" What are they, what can they do for me?

The IRIS program, although known, is not usually utilized by eligible countries to its fullest potential, even when its value -- primarily cost savings -- is emphasized by the Security Assistance Organization (SAO). The primary entry vehicles for access to the Defense Logistics Agency's (DLA) Excess Property Program are the EPPL, a weekly catalog which advertises the availability of selected excess items, and the IRIS "Want List," a list of anywhere from one to 10,000 or even more items submitted by the country by National Stock Number (NSN) for definite requirements which are not needed immediately. The Defense Property Disposal Service (DPDS) maintains the list on file for one year and screens it weekly. If material is located, the customer country is notified. Both methods -- EPPL and IRIS -- are used in obtaining new/used excess material at a fraction of the acquisition cost, based on the condition of the item offered. For example, if the generator mentioned above were obtained in A2 condition, the price would be 30 percent of the acquisition cost or \$42,000.00, perhaps even less. Quite a savings, not to mention it's easier to locate \$42,000.00 than \$850,000.00. Screening of the weekly EPPL and submission of an IRIS "Want List" to DPDS, Battle Creek, Michigan could save the host country thousands of scarce FMS dollars.

The initial step in obtaining these savings is to have a Blanket Order case or a Defined Item Order case with DPDS. The next important step is the submission of a meaningful "Want List," containing items which fully identify the country's requirements. This might be an obstacle the SAO will encounter, as the host country might be reluctant to invest the time required to prepare a comprehensive list of requirements. Also, past experience or prior dissatisfaction with the excess programs of other Department of Defense (DOD) components might hinder participation.

***Author's Note:** This article is written in hope of stimulating interest within the SAO community of eligible countries in utilizing the Defense Logistics Agency's FMS Defense Property Disposal Service. It by no means provides all the details but only attempts to highlight the program advantages.

Granted there is no guarantee that all your requirements will be filled. However, the excess property avenue is certainly a street to be travelled for saving those much-needed FMS credits and possibly obtaining items more quickly than by procurement.

Detailed information on this program can be found in DOD 5105.38-M, Security Assistance Management Manual (SAMM), Chapter 8, and in DLA's DPDS FMS Customer Information Booklet. [Editor's Note: A listing of countries authorized to receive the DLA excess property listing (EPPL) can be found on Table 8-III-1 of the SAMM.]

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