PMA-201G1 Cartridge Actuated Devices/
Propellant Actuated Devices
(CAD/PAD) International Logistics Review (ILM)

Letters of Request (LORs)
For
Letters of Offer and Acceptance (LOAs)

26-27 June 2018
United States Navy (USN) forecasts CAD/PAD out-year requirements in advance

PMA-201 issues a “Call Letter” annually to Foreign Partners

Country requests LOR for LOA through Navy International Programs Office (NIPO) based on Call Letter information
  - Multi-year cases are encouraged
    - Planning for out-year requirements
    - Amended each year as necessary if requirements change

PLANNING: FMS customer will determine their CAD/PAD out years requirements and provide a LOR based on their long term plans
Country requests LOR for LOA through NIPO based on Call Letter information (cont.)

- Urgent Requirements Lines (URLs)*
  - Change in policy
    - Can no longer have separate line on the case for URL
  - FMS partner may include additional dollar amount or percentage of case value to defined order line for emergency situations
    - This is the line in the case in which your DODICS are listed
  - Requirement must be submitted to NIPO
  - Subject to full procurement lead time
  - Not intended to accelerate or circumvent procurement cycle – only to add quantities of items already identified in the case to be placed on next available procurement
  - USN recommends 20 percent to be added based on Foreign Military Sales (FMS) partner’s potential usage

*Does not affect existing cases with URLs, however, once funding is utilized the new policy will be in effect.
PMA-201 has released the 2018 CAD/PAD Call Letter

FMS customers must have a signed and implemented Letter of Offer and Acceptance (LOA) by 1 Mar 19 for Calendar Year 2021/2022 (CY21/22) deliveries

- If signed and implemented LOA is not received by 1 Mar 19, requirement will slip to next calendar year - 1 year resulting slippage of all milestones

Important to plan 4 years out for CAD/PAD procurements!
Questions?