



Keep your
military moving



Trust your foreign military sales shipments to UPS



A proven leader

- United Technologies Corporation (UTC) Supplier Gold
 - Pratt & Whitney USA, Distribution, 2009-2013
 - Pratt & Whitney Canada, Brokerage, 2013
- Rockwell Collins — 2012 Supplier of the Year, Indirect Operations

U.S. Foreign Military Sales (FMS) demand complex logistics. When selecting a freight forwarder as your country representative for these shipments, you need a partner you can rely on to deliver at a mission-critical level.

At every stage of your purchase, from defining the Letter of Request (LOR) to executing the Letter of Offer and Acceptance (LOA) to closing the sale, you need a logistics expert by your side who can advise and act based on worldwide experience and a proven, reliable global network. You need a specialist in international compliance and export documentation. You need a forwarder you can trust, and one that's ready when you are.

Simple. You need UPS.

As an integral part of your team, we offer global end-to-end efficiency and expertise, an advantage that you can only find when you leverage the world's largest integrated transportation network as your FMS freight forwarder.

“The line between disorder and order lies in logistics...”

— Sun Tzu

A trusted service provider

Registered with the U.S. Department of State's Directorate of Defense Trade Controls (DDTC), UPS is licensed to support authorized LOAs. UPS's established relationships with all affiliated government agencies and contractors and a track record for operational excellence give you the clear FMS advantage.

Early in the LOR process UPS will determine your needs and how best to meet them.

We foster a relationship built on collaboration and experience that can solve today's challenges, while anticipating tomorrow's changes.

From night-vision goggles to armored personnel carriers to aircraft engines, our expertise in defense logistics has you covered globally. We simplify the shipping, storing and staging of your purchases, with worldwide capabilities that save you time and money:

- Global network serving more than 220 countries and territories
- One of the largest airlines in the world
- Coordination of transportation, warehousing, distribution and reporting
- Extensive experience in defense documentation and clearance
- Approved ITAR carrier
- Complete in-transit visibility, including email notifications of shipment status to control inbound planning and the audit trail

- Shipment consolidation to reduce costs and speed customs clearance
- Export/import processing from one of the world's largest customs brokers, including for items returned to the U.S. for repair, return or exchange
- Insurance coverage available to help reduce your risk while materiel is in UPS custody

Enhanced security

For sensitive shipments, security must be maintained at all times. From our people to our processes, we work to ensure that all is secure to give you the peace of mind you deserve.

- Personnel — Corporate Facility Security Officer (FSO) and support resources to carry out classified shipping requirements
- Compliance — Adherence to Cognizant Security Agencies (CSA) and National Industrial Security Program (NISP) protocols
- Information — Secure internal processes in accordance with National Industrial Security Program Operations Manual (NISPOM) and Department of Defense directives
- Premises — Secure systems and protection processes for warehouses, storage areas and cargo; restricted areas clearly identified and monitored
- Financial — A sound financial history and strong credit rating



Experience counts

UPS has provided critical defense and humanitarian support, shipping wherever the need arises.

- To Afghanistan — 126 million pounds of supplies from the U.S., including a 44-ton crane
- To Australia — Small arms from Hawaii for a U.S. Army training exercise
- To Germany and Japan — More than 12 million pounds of Class VIII medical supplies from the U.S.
- To Iraq — 70 million pounds of supplies from the U.S. and Europe
- To Libya — 193,000 pounds of Class 1 halal meals from the Department of State
- To the Republic of Korea — P-3 Orion patrol and reconnaissance aircraft from Texas
- To Texas — 555,000 pounds of helicopter blades and other equipment from Kuwait



On-Demand Freight Quote Desk

Experienced in shipping critical, oversize and out-of-gauge equipment, our dedicated quote desk is ready with rates when you're ready to ship. To learn more or to request a quote, contact:

1-888-830-3570 • govsupport@ups.com • ups.com/defense

Want to learn more about UPS's FMS service?

Contact Rich Wegner at **618-406-3543** or rwegner@ups.com.

UPS Foreign Military Sales

Experience. Speed. Security.

*Specials – Corporate Responsibility Magazine's "The Best Corporate Citizens in Government Contracting." Corporate Responsibility. n.d. Web. August 13, 2012. <<http://www.thecro.com/files/Bestcontractors.pdf>>.

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