

MUNITIONS EXECUTIVE SUMMIT

PEO Cross-Service Panel

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- **Production Pipeline:**
 - 300 open USMC orders = \$1.7B
- **Risk Mitigation - LSAAP BRAC:**
 - DZI/KDI under contract for 650K M935 PD fuzes
 - Supports all USMC FY08/FY09 81MM HE mortar buys
 - Stellar collaboration
- **Industry Responsiveness:**
 - 7.62MM 4&1 f/M240G MG
 - Surged 11,000,000 ctgs. at a critical time
 - Urgent manufacture of M72A7 LAAW and SMAW-NE





- **Cooperation:**

- Willingness of industry
- Industries tolerance for risk and flexibility
- Focus on the War Fighter

- **Performance:**

- No Issues
- This is the true gauge of your success



• Partnering (ATK/USG 120mm HEAT-MP-T):

- M74 Proximity Switch Improvement Initiative
- Problem:
 - Ballistic performance
 - Parts Obsolescence
 - Producibility Issues
- Solution:
 - Flight telemetry
- Results:
 - Reduced Manufacturing Costs, Increased reliability, Better understanding, Reduced complexity, Reduced touch labor, Reduced material costs
- SATISFIED CUSTOMER
- WAR FIGHTER NEEDS MET



#120mm203_7



- **Leveraging:**

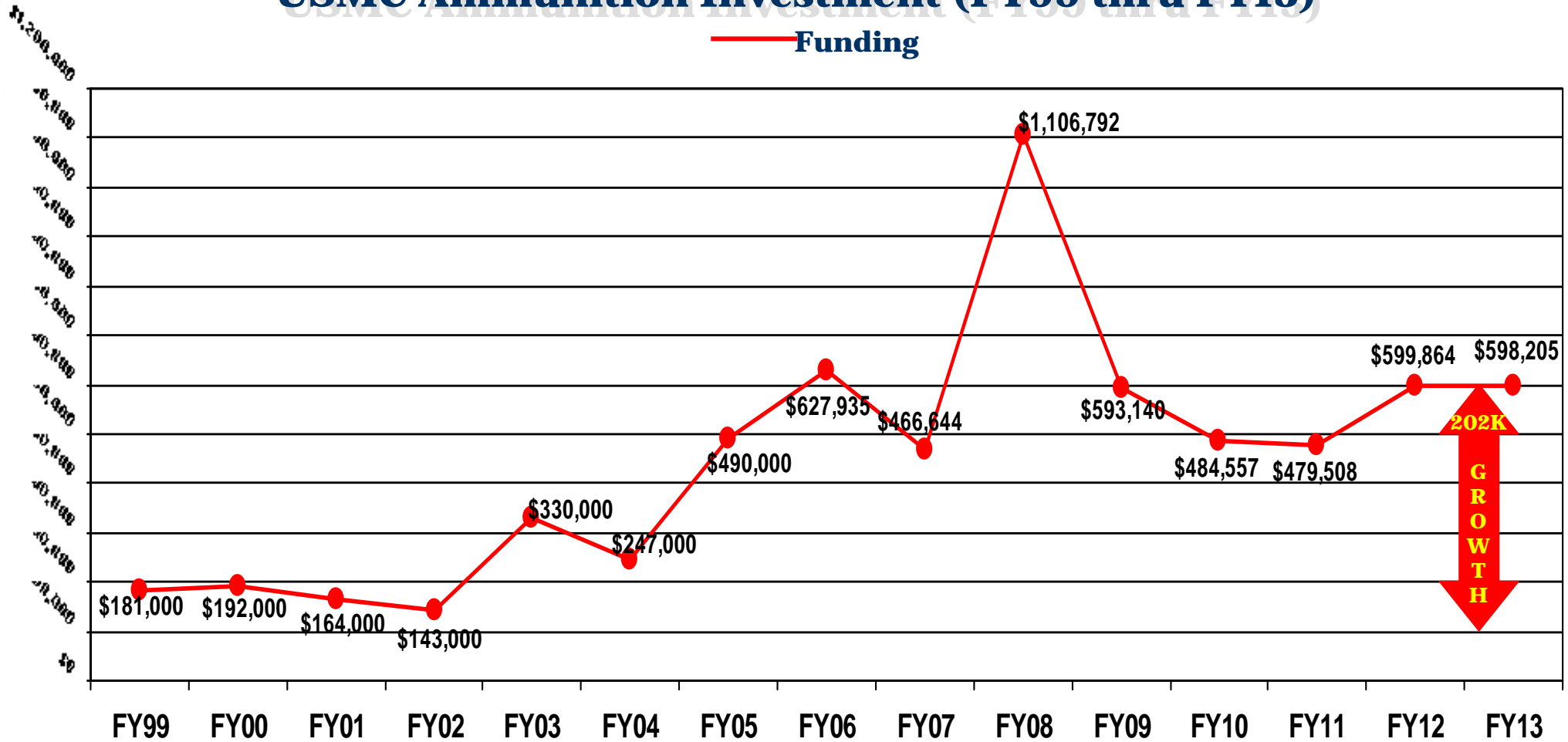
- Use of foreign sources for a “win-win”
- 2004 USMC FCT 40MM Practice Cartridge
 - Intent: Provide a “non-dud” producing solution
 - Results: MK 281 40MM Practice Cartridge f/MK19 GMG
 - US Army and USMC procurements on contract Through FY08 approximately 3 million ctgs. @ \$72.3M





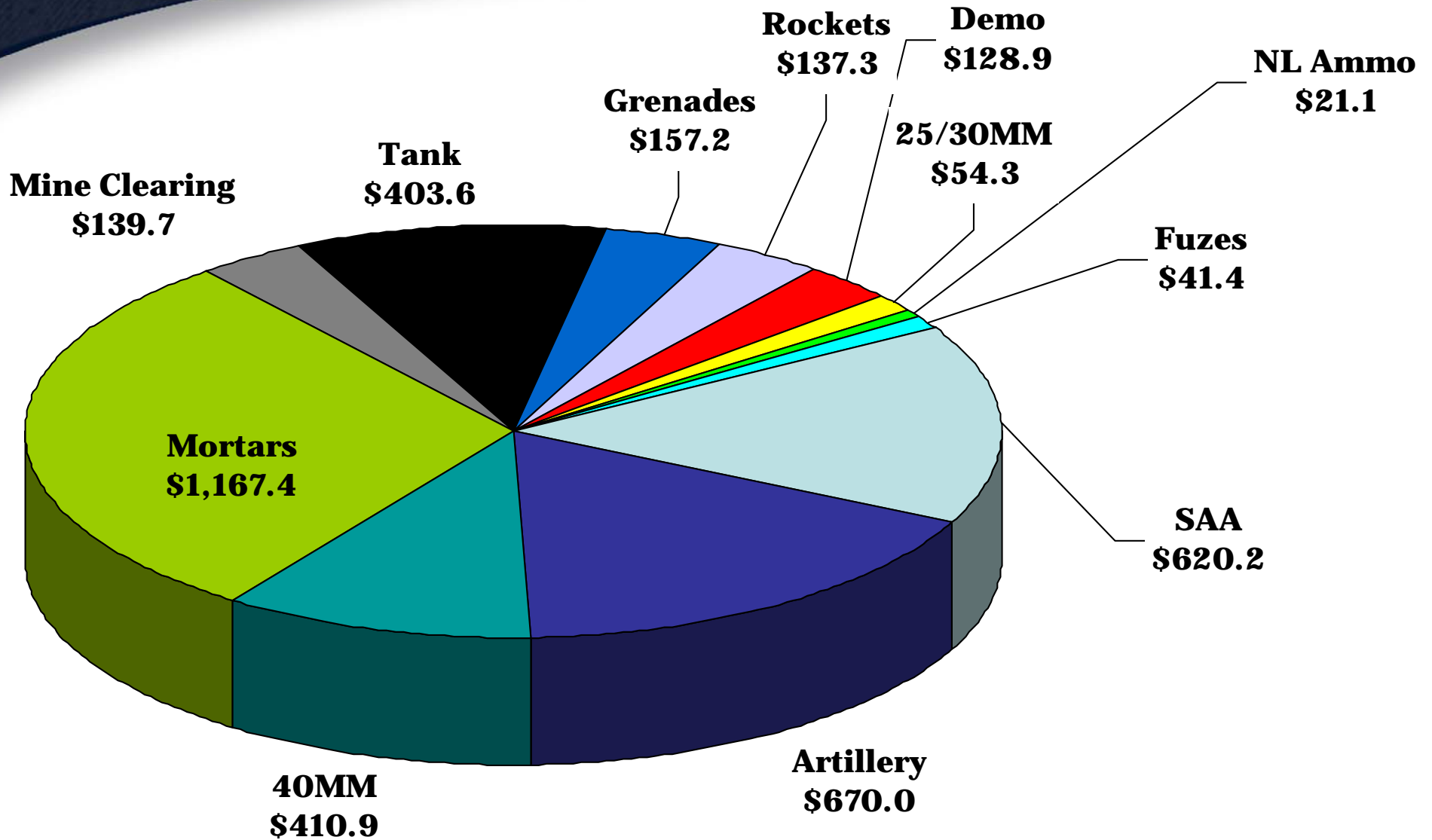
EQUIPPING THE WARFIGHTER TO WIN

USMC Ammunition Investment (FY99 thru FY13)





(millions)



FY08-FY13 Procurement Breakout = \$3.6B



- Unstable funding profiles
- Requirements fluctuation
- Better alignment of DoD Procurements & Requirements
 - Example: Success in aligning Army/Marine Corps Artillery and Mortar buys
- Profit is not a bad thing



- Know when “No” means “No”
- The Little Things Count
- Trust the SMCA
- NTIB vs. Individual Organizations



- USMC continued reliance on Industry
- USMC Growth may soften the post-conflict landing