

RECORD OF DISCUSSION
DEFENSE MOU ATTACHÉS GROUP MEETING
Thursday, December 13th 2018 10:00-12:00
Embassy of Switzerland

ATTENDEES

Mr. Pieter-Henk Schroor	Chairman
Ms. Nicole Herzog	Secretary
Dr. Karl-Heinz Seekatz	Financial Officer
Mr. Peter Jenni	Switzerland
Mrs. Francesca von Grebmer	Switzerland
Mr. Terry Davis	Guest Speaker
Mr. Roger Grose	Australia
Mr. Adam Culley	Australia
Col. Leo Radlingmayer	Austria
Col. Stephen MacDonald	Canada
Maj. Kathie O'Brien	Canada
Ms. Melissa Fuerth	Canada
Lt Col. Janne Jokinen	Finland
Col. Emilie Tota	France
Mr. Matthias Balthasar	Germany
Lt Col. Emmanouil Stefanakis	Greece
Lt Col. Apostolos Chatzistavrou	Greece
Cdr. Erik Looman	Netherlands
Mr. Håkan Söderstedt	Sweden
Mr. Nils Johansson	Sweden
Mr. Ola Alfredsson	Sweden
Miss Lois Nicholson	United Kingdom

1. OPENING / INTRODUCTION BY THE CHAIRMAN AND HOST

- Peter Jenni, Defense Procurement Counselor, welcomed the DMAG to the Embassy of Switzerland.
 - The Chair thanked Switzerland for hosting the DMAG meeting.
- The Chair welcomed the following new members, who introduced themselves:
 - Col. Stephen MacDonald
 - Defense Cooperation Attaché – Canada
 - Ms. Melissa Fuerth
 - Senior Analyst, International Procurement and Relations – Canada
 - Lt Col. Apostolos Chatzistavrou
 - FMS Officer – Greece

2. REVIEW OF THE RECORD OF DISCUSSION OF THE PREVIOUS DMAG MEETING

- No changes.

3. FOLLOW-UP ITEMS FROM THE PREVIOUS DMAG MEETING

- DMAG Finances:
 - Dr. Seekatz informed the members that the invoices for the annual membership fee 2019 have been sent out this morning.
- DMAG Website:
 - Lt Col. Emmanouil Stefanakis informed the members that the domain name <http://www.dmag.info> is not available.
 - The members agreed on the new domain name <http://www.dmagdc.info>
 - Lt Col. Stefanakis will arrange everything regarding the payment for the new website with the Financial Officer.
 - Lt Col. Stefanakis informed the members that already 20 persons have registered for the website and that already 10 registered for this DMAG meeting via the website.
 - He explained in detail how to register for DMAG meetings and encouraged everybody to register for the website so that the registration process for future DMAG meetings can be done only via the website.
 - Furthermore, Lt Col. Stefanakis asked the members to fill out the first and last name on “My Account” after registration for the website, so that the email address can better be connected to the corresponding person.
 - After the upgrade, Lt Col. Stefanakis will fill in the contact page.
 - Regarding Col. Nicolas Tessaud’s question during the last meeting if there is a possibility for a backup of the website Lt Col. Stefanakis informed the members that this is not possible.
 - Instead he has created a personal backup folder for the website.
 - Lt Col. Stefanakis informed the members that he has adapted the website also for cell phones and asked the members to check it via their phones.
 - Col. Emilie Tota confirmed that the website runs on her cell phone perfectly.
 - Lt. Col. Stefanakis informed the members that the website, respectively DMAG, cannot be found on Google at the moment.
 - After the upgrade he will inform the members what has to be done that this will be the case.

4. U.S. EXPORT CONTROL ISSUES

- Roger Grose proposed to think about some questions to ask the guest speaker Mr. Terry Davis.
 - Peter Jenni suggested that it would be better to listen first to Mr. Davis’ presentation so that afterwards he might be questioned.
- Miss Lois Nicholson proposed to develop a strategy and a vision for DMAG as a group so that the members can give DMAG a voice / DMAG itself has a voice.

- Tom Skorinsky informed the members that there will be 1-day training with DDTC and RSAT in the upcoming week (51st week 2018) where the participants will be updated about the procedures and get new insights.
- The Chair welcomed the guest speaker Mr. Terry Davis.
- Guest Speaker Mr. Terry L. Davis (Deputy Director of Licensing – DDTC):
 - In his presentation (see “181213_PPT DDTC_2018”), Mr. Davis gave some information about the Directorate of Defense Trade Controls (DDTC), its tasks and the process of requests:
 - DDTC Organization – All Non-Political Professional Staff
 - Office of Licensing – Core Responsibilities
 - DDTC Licensing Divisions
 - Case Assignment
 - Referral Process
 - Purpose of Controls
 - State vs. Commerce
 - FMS vs. DCS
 - Export Control Reform
 - Embassy Submissions
 - Retransfer / Re-export (General Correspondence)
 - Considerations
 - Contact Information

5. EXECUTIVE ORDER

- Roger Grose informed the members that Ms. Brennan Hogan Grignon, Director, Policy and Industry Outreach in the Office of the Deputy Assistant Secretary of Defense for Industrial Policy, within the Under Secretary of Defense for Acquisition and Sustainment (A&S), who was part of the report working group to the Executive Order on the Industrial Base, would like to speak as guest speaker at DMAG.
 - He promised to invite her to the next DMAG meeting in January.
 - Post-Meeting Note: Ms. Brennan Hogan Grignon will be the guest speaker at the next DMAG meeting in January at the Canadian Embassy.
- The Chair informed the members that he attended a discussion meeting hosted by the Atlantic Council regarding the Executive Order on the Industrial Base.
 - In his opinion the Executive Order is an interesting policy document since it reflects the tendencies in the US government and the industry.
 - Furthermore, the Industrial Base is no longer solid enough to produce all components that are necessary for warfighting so that it has to rely more and more on partners especially when it comes to the regular supply chain.
 - The Chair thinks that it would be interesting to discuss that issue with Ms. Brennan Grignon.

- Adam Culley and Matthias Balthasar are of the opinion that an overall strategy / policy is missing in the Executive Order especially when it comes to the questions how to get rid of the problem and what can be done.
 - Adam Culley outlined that also the Buy American, Hire American Executive Order is not closed for other nations so that the industry has to be part of the strategy for both Executive Orders.
- Post-Meeting Note: Col. Stephen MacDonald provided the hyperlinks both for the report itself and President Trump's Executive Order directing the study:
 - Both documents can also be found in the attachment:
 - 1. "Assessing and Strengthening the Manufacturing and Defense Industrial Base and Supply Chain Resiliency of the United States"
<https://media.defense.gov/2018/Oct/05/2002048904/-1/-1/1/ASSESSING-AND-STRENGTHENING-THE-MANUFACTURING-AND-DEFENSE-INDUSTRIAL-BASE-AND-SUPPLY-CHAIN-RESILIENCY.PDF>
 - 2. "Presidential Executive Order on Assessing and Strengthening the Manufacturing and Defense Industrial Base and Supply Chain Resiliency of the United States"
<https://www.whitehouse.gov/presidential-actions/presidential-executive-order-assessing-strengthening-manufacturing-defense-industrial-base-supply-chain-resiliency-united-states/>

6. DMAG COIN

- Peter Jenni provided the members a PowerPoint (see "181213_Presentation_DMAG Coin") presentation that included the following topics:
 - Presentation (Sample 1-5)
 - Survey (Conclusion)
 - Quote
 - Discussion
 - Decision
 - Number
 - Order
- Presentation (Sample 1-5):
 - Peter Jenni presented the front and back sides of the potential DMAG Coin.
 - Regarding the back side of the coin most of the members voted for the samples 1 and 4
 - Since sample 1 got 15 votes, the members agreed on choosing sample 1 for the back side of the coin.

- Quote:
 - The questions were raised how many coins and what kind of coin should be ordered.
 - Dr. Karl-Heinz Seekatz stated that it is necessary that the expenses for the DMAG Coin should not exceed the group's budget and that it should also taken into consideration that a certain amount of the money is needed for other reasons like the farewell plates.
 - Since Dr. Seekatz asked about the quality of each sample coin, the members agreed on having a look into this issue and allowed the Financial Officer to get in contact with the respective company.
 - ✚ In his opinion, it would be better to buy the best one when it comes to quality and not necessarily the cheapest one.
 - Lt Col. Janne Jokinen and Cdr. Erik Looman are of the opinion that the DMAG Coin should only be handed over by the Chair.
 - Nils Johansson raised the question what happens with the front side of the coin if a new member nation joins the DMAG.
 - In his opinion this should also taken into consideration when it comes to the quantity of the coins.
 - Melissa Fuerth and Tom Skorinsky proposed that it would be better to order 100-200 coins for the first time to see if they all will be used.
 - The Chair wanted to know how much time it would take to reorder new coins.
 - Peter Jenni promised to ask the company regarding this issue.
 - At the end of the discussion the members agreed on ordering 100 coins either of RICK (2") for \$705.00 or WENDELLS (1-15/16") Nicodinium for \$780.00.
 - This depends on the negotiations about the quality with the company.

7. LEVEL OF AMBITION / WORK PLAN 2017

- A discussion paper, drafted by the Chair, the Vice-Chair and the Financial Officer, has been sent out to all members before to meeting:
 - Adam Culley is missing concrete examples in the paper.
 - Roger Grose is missing the relationship with FPG.
 - He likes to make sure that DMAG and FPG align but are also separate groups.
 - In his opinion the cooperation is important.
 - The Chair promised to include the comments and considerations in the version of the paper and to distribute it then.
 - Furthermore, the Chair stated that the level of ambition emerges depending on how much more the members would like to act as DMAG.
 - He raised the questions where the objections are and how DMAG as a group might get there.
 - ✚ In his opinion this has to be worked out.
 - Miss Lois Nicholson raised the questions if we really want to be more proactive and give DMAG a voice as a group and what it takes to do that.
 - She is missing an answer to these questions both in "DMAG's mission, vision and priorities" and the "Lines of engagement".
 - ✚ She is of the opinion that DMAG as a group is more than each member nation on its own.

- Cdr. Erik Looman thinks that the time is right for being more proactive as DMAG and that DMAG as a group should reach out more.
- Peter Jenni suggested to organize a ½-day-workshop where all these points can be discussed in more detail since the DMAG meeting itself is too short for doing so.
- Dr. Seekatz suggested to use different strategies.
 - With regard to Peter Jenni's proposal, each working group might elaborate these strategies.
- The Chair thinks that Peter Jenni's idea of creating working groups is a good one.
 - He sees a necessity in identifying member nations that are able to lead such a working group since it requires time and effort.
 - The Chair offered to organize such a workshop at the Dutch Embassy if there are no other volunteers.
 - He encourages each member nation to take part in it.
 - Post-Meeting Note: Canada offered to host the rooms for the workshops after the regular DMAG meeting on 24 January 2019.

8. OTHER ISSUES AFFECTING MEMBERS

- Adam Culley proposed to get Ms. Heidi Grant, Director, Defense Technology Security Administration (DTSA), as a guest speaker.

9. UPCOMING DMAG MEETINGS and EVENTS

- Since the meeting with NDIA on 15 November 2018 had to be postponed due to snowy weather conditions, Mr. Joseph P. Welsh and the Chair agreed on a new meeting on 17 January 2019, starting at 11am.
 - The purpose of the visit is to discuss possibilities for setting up a joint international event in spring 2019, which would be in the interest of both the defense industries of participating DMAG countries and the members of the defense industry association in Philadelphia.
 - The Chair invited all interested members to take part in this meeting.

Month	Host	Details/Date	Guest Speaker
January 2018	Canada	Regular meeting January 24 th	Ms. Brennan Hogan Grignon
February 2019	Australia	Regular meeting February 28 th	TBD

10. DEFENSE COOPERATION EVENTS

- One-day training courses offered by the Embassy Guild (<http://www.embassyguild.org/>).
 - Courses are exclusively designed for Ambassadors, diplomats, military officers and foreign business leaders to get all necessary knowledge and tools to effectively navigate Washington and to deliver ones Embassy's message to those who matter.
 - In particular the course "The Politics of US Defense Policy" has been highly recommended by several DMAG members that already attended.
- The Society of International Affairs (SIA) offers training on a regular basis on export and import licensing. SIA interests cover the entire spectrum of licensing issues pertaining to the Department of Commerce, Defense, State and Treasury (<http://siaed.org/>).

11. ANY OTHER BUSINESS

- No updates.

Drafted by Nicole Herzog, Secretary of DMAG

