



**The Bukkehave Team is your partner for fleet solutions to the
Department of Defense (DoD) Foreign Military Sales (FMS)
Program.**

Presented By: Mark Combs, International Sales Manager



Bukkehave FMS Awarded Contracts

- 14 x FMS cases since 2008.
- Large one-time contract for 300 x Toyota Land Cruisers for Iraq.
- Recently, two 3-year contracts for commercial vehicles and trucks.



Bukkehave Foreign Military Sales (FMS) Experiences

- Understanding the chain of events.
- Request For Information (RFI) Phase.
- Source of requirements and end-users (foreign customers).
- Agencies involved (TACOM, DCMA, AFRICOM, USASAC, DFAS...).
- Order fulfillment, Inspections, Shipping.



FMS Lessons Learned

- Constant communication.
- Understanding of the FMS Process.
- Most importantly, Be of Value.



**Bukkehave is your trusted source to
help execute your FMS Case.**



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