

U.S. Department of State
Instructions for Projected Sales of Major Weapons in
Support of Section 25(a)(1) of the Arms Export Control Act
(Form DS-4048 - “Javits” Form)

The DS-4048 is an Excel spreadsheet-based form. Copy the form to your computer before inputting information.

Form DS-4048 contains text boxes and/or drop-down lists for each line item entry. The table below contains a listing of the columns and the data required for each field. Please be as informative as possible in describing each proposed transaction. Do not leave any field blank.

Column	Definition/Details
Country	Select the country from the drop-down list. If the transaction has more than one country, pick one of them from the drop-down list, and list the others in the “Additional Comments” box. If need be, you may type in an entry not on the drop-down list. Do not use terms such as “NATO” or “various.”
Category	Select the general category of the item to be sold to the country. If need be, you may type in a category not on the list. Please use “Other/Undefined” only as a last resort.
Item/Model #	Select the appropriate item from the list, or type in the item/model number if it is not listed.
LOA	Select the asterisk if the sale is most likely to occur during the calendar year. If selected, you must provide a justification in “Additional Comments” box.
Sale Type	Enter whether the line item is a FMS (Foreign Military Sales) or DCS (Direct Commercial Sales) transaction.
Val \$M	Enter the estimated dollar amount in millions. For example, a proposed sale of \$43 million dollars should have “43” in this box. Round amounts to the nearest whole number. For example, \$43.4 million should be reported as “43.”
Qty	Enter the estimated quantity. If not applicable (because of the provision of defense services, for example), please indicate “N/A.”
General Description	Enter a description of the proposed sale. Please use simple language in describing the transaction. All items listed in your report MUST have a simple description.
Additional Comments	Enter any additional information that you believe is relevant to the line item, including justification required for LOA block if filled in with the asterisk.

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OMB Approval No. 1405-0156
E XPIRATION DATE: 08/31/2013
STIMATED BURDEN: 60 hours

* Public reporting burden for this collection is estimated to average 60 hours per response, including time required for searching existing data sources, gathering the necessary data, providing the information required, and reviewing the final collection. Send comments on the accuracy of this estimate of the burden and recommendations for reducing it to: Department of State (A/RPS/DIR) Washington, DC 20520.