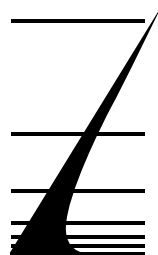


The Market for Light Wheeled Vehicles

Product Code #F652

A Special Focused Market Segment Analysis by:



FORECAST INTERNATIONAL

Analysis 3

The Market for Light Wheeled Vehicles

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PROGRAMS

The following reports are included in this section: (**Note:** a single report may cover several programs.)

ACMAT Armored Personnel Carriers
Akrep and Cobra
Al-Faris AF Series
B1 Centauro
Boxer
BTR-80
BTR-90
Bushmaster
Dingo (All-Protected Carrier Vehicle)
Dragoon Family of Armored Vehicles
Eagle
Fahd
M11/Véhicule Blindé Léger
M998 Series HMMWV
MRAP Vehicles
Pandur
Piranha/LAV/Stryker
Puma (Type 6634 AVL)
RAM
Shorland S Series
TPz Fuchs/M93A1 Fox
Type WZ 551
V-150 and M1117 Armored Security Vehicle
Véhicule Blindé de Combat d'Infanterie
XA-Series

Introduction

The concept of the light wheeled combat vehicle is hardly new, tracing its lineage back over 2,000 years to the armored chariot. However, the light wheeled vehicle has now matured into a significant modern combat asset. In addition to dedicated wheeled armored combat vehicle designs, armored variants of light utility vehicles are currently expanding the role of the light wheeled vehicle on the asymmetric battlefield.

In From the Cold

The modern light wheeled combat vehicle is a creature of the Cold War. In the 1950s, the BTR series in the Soviet Union blazed the trail for all others to follow. While the BTR series has amassed a somewhat checkered operational history, European light wheeled vehicle designs (notably the Piranha series, the Pandur, and the XA series) have amassed proven operational records. The General Dynamics LAV and Stryker (both derivatives of the 8x8 Piranha) can both boast of proven combat performance in Iraq.

Impact on Force Transformation

In the United States and the United Kingdom, ground combat doctrine remains in a state of flux. The U.S. Force Transformation concept and the U.K. Future Rapid Effects System (FRES) program each envision fielding a medium force of rapidly deployable and highly mobile ground combat platforms, based on common chassis designs.

The U.K. Ministry of Defence has selected a wheeled design – the Piranha V – for the FRES utility variant, clearly demonstrating that the light wheeled vehicle concept remains in play as a viable option. Indeed, the combat-proven Stryker remains well placed possibly to supplant the canceled FCS Family of Manned Ground Vehicles.

With the demise of the FCS Family of Manned Ground Vehicles program, the U.S. Army might be well served by intensifying its efforts to spiral whatever FCS technologies it can into the current force.

Future force structures will likely feature a mix of wheeled and tracked light armored vehicles. While light wheeled vehicles lack the armor protection of their tracked cousins, such vehicles offer levels of mobility and flexibility far beyond the capabilities of the heavier tracked vehicles.

The Evolving HMMWV

Prior to 2005, the Forecast International Weapons Group had not included the AM HMMWV in its analysis of the international light wheeled vehicle

market. The basic M998 series HMMWV is essentially an unarmored utility vehicle, not a dedicated combat vehicle. However, circumstances are forcing the HMMWV to evolve into a light armored vehicle.

The AM General HMMWV remains in serial production to meet U.S. DoD demand resulting from the intense operational tempo of Operation Enduring Freedom and Operation Iraqi Freedom. Despite the current frenzy over the Mine Resistant Ambush Protected (MRAP) program – and the growing anticipation concerning the Joint Light Tactical Vehicle (JLTV) – it is clear the HMMWV will remain a major U.S. Army procurement program through 2019.

Unprecedented Procurement

In early 1999, the U.S. Army envisioned a service life for most HMMWVs extending through 2020. However, the increased operational tempo and losses associated with Operation Enduring Freedom (2001-present) and Operation Iraqi Freedom (2003-present) have prompted the Army to increase its active HMMWV inventory objective several times.

From an original procurement objective of 102,822 vehicles, the U.S. Army now anticipates an objective of 175,000 vehicles. And with continuing procurement through both the regular budget and supplemental spending measures, even that revised inventory objective has become a moot point. HMMWV procurement has effectively become an open-ended proposition for the U.S. Department of Defense.

A New Generation of HMMWVs

The M1151A1 and M1152A1 represent the current generation of the HMMWV line, featuring enhanced automotive performance, carrying capacity, and protection. AM General builds the armored M1151A1 (which replaces the M1025A2) and the armor-ready M1152A1 vehicles on the M1113 ECV chassis.

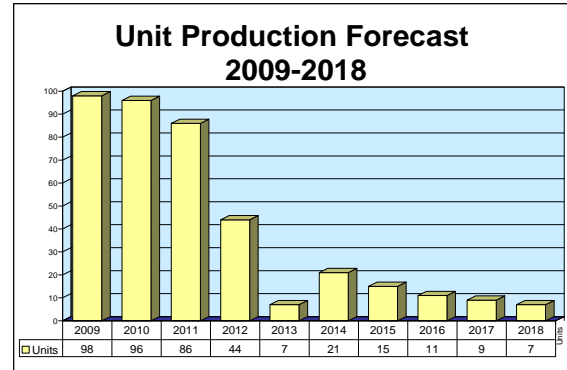
In addition, the U.S. Army intended to begin procuring the next-generation ECV II vehicles in FY09. The ECV II vehicles – specifically, the XM1211A1, XM1212A1, XM1213A1 and XM1214A1 – provide payload, protection and performance improvements, in accordance with the U.S. Army's HMMWV Operational Requirements Document (ORD). The Army intends to use the ECV II vehicles as substitutes for the M1151A1, M1152A1 and M1165 where full payload and armor considerations are mission-critical factors.

Continued...

Dingo (All-Protected Carrier Vehicle)

Outlook

- Serial production of Dingo 2 ongoing; development continues
- In 2008, the Czech Republic and Luxembourg became the latest Dingo 2 users
- Production forecast reflects ongoing additional Bundeswehr procurement, as well as existing active export orders



Orientation

Description. A wheeled armored personnel carrier.

Sponsors. The German Federal Ministry of Defense, through the Bundeswehr, sponsors the development and Bundeswehr procurement of the Dingo all-protected carrier vehicle (APCV).

Status. Development through serial production.

Total Produced. Through 2008, we estimate KMW produced 757 Dingo vehicles.

Application. A multipurpose wheeled armored vehicle, optimized for transporting infantry during offensive and defensive operations.

Price Range. In 2009 U.S. dollars, the Dingo 2 reportedly maintains a unit price range of between \$908,000 and \$1.65 million.

Contractors

Prime

Krauss-Maffei Wegmann GmbH & Co KG	http://www.kmweg.de , August-Bode-Strasse 1, Kassel, 34127 Germany, Tel: + 49 561 105 0, Fax: + 49 561 105 2208, Email: info@kmweg.de, Prime
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Subcontractor

Daimler AG	http://www.daimler.com , Epplestrasse 225, Stuttgart, 70567 Germany, Tel: + 49 711 17 0, Fax: + 49 711 1722 244 (Euro 3 Diesel Engine)
European Aeronautic Defence and Space Co (EADS) NV	http://www.eads.com , Mendelweg 30, Leiden, 2333 Netherlands, Tel: + 31 71 52 456 00, Fax: + 31 71 52 328 07 (BUR Ground Surveillance Radar System)

Comprehensive information on Contractors can be found in Forecast International's "International Contractors" series. For a detailed description, go to www.forecastinternational.com (see Products & Samples/Governments & Industries) or call + 1 (203) 426-0800.

Contractors are invited to submit updated information to Editor, International Contractors, Forecast International, 22 Commerce Road, Newtown, CT 06470, USA; rich.pettibone@forecast1.com

Dingo (All-Protected Carrier Vehicle)

Technical Data

Crew

Dingo 1. Two: commander and driver, plus three infantrymen.

Dingo 2. Two: commander and driver, plus 10 infantrymen in the armored personnel carrier configuration.

Armor. Steel alloy armor providing protection against 7.62mm projectiles and ballistic fragments, as well as land mines.

Configuration. 4x4

Dimensions. The following data reflect the production-standard Dingo 2 (short) with a pintle-mounted 7.62mm machine gun. Data for the All-Protected Carrier Vehicle model 1 (Dingo 1) are in parentheses, where different.

	SI Units	U.S. Units
Length	5.50 (4.29) m	17.75 (14.07) ft
Width	2.31 (1.92) m	7.58 (6.29) ft
Height	2.38 (2.14) m	7.81 (7.02) ft
Combat weight	10.71 (6.20) tonnes	11.8 (6.83) tons
Fuel capacity	160 l	42.55 gal

Performance. The speed and range data reflect Dingo 2 use on a paved road. The data for the Dingo 1 are generally similar.

	SI Units	U.S. Units
Maximum speed	90 kmph	62 mph
Maximum range	1,000 km	621 stat mi
Step	59 cm	1.93 ft
Trench	80 cm	2.62 ft
Slope	30%	30%
Gradient	60%	60%
Fording	1.2 m	3.93 ft

Engine

Dingo 1. OM 366 diesel engine. This powerplant generates 90.22 kilowatts (121 hp), with a power-to-weight ratio of 14.55 kilowatts per tonne (17.71 hp per ton).

Dingo 2. DaimlerChrysler (Mercedes-Benz) Euro 3 six-cylinder liquid-cooled diesel engine. This powerplant generates 176.73 kilowatts (237 hp) with a power-to-weight ratio of 20.36 kilowatts per tonne (18.48 hp/ton).

Both engines are standard DaimlerChrysler commercial components facilitating maintenance support worldwide. The 12-volt electrical system features two 12-volt batteries.

Gearbox

Dingo 1. An unspecified DaimlerChrysler manually operated gearbox with eight forward and eight reverse gear ratios.

Dingo 2. DaimlerChrysler UNIMOG Electronic Quick Reverse transmission with eight forward and six reverse gear ratios.

Suspension and Running Gear. Twin three-point suspension with double-acting hydraulic shock dampers at each wheel station. The vehicle features a central tire pressure regulation system and 365/80R20 run-flat tires. The brake system is an air-assisted, dual-circuit, self-cleaning type.

Armament. The Krauss-Maffei Wegmann weapons mount on the vehicle roof and can accommodate a wide range of armament options, such as a 7.62x51mm NATO (.308 Winchester) MG3 machine gun, a 12.7x99mm (.50 caliber) M2HB machine gun, or a 40mm Mk 19 automatic grenade launcher. The gunner can fire the weapons from within the vehicle.

Dingo (All-Protected Carrier Vehicle)

Variants/Upgrades

Variants. To date, the prime contractor has produced the three basic personnel carrier versions of the Dingo (see below). Krauss-Maffei Wegmann will likely develop other Dingo variants for combat and combat-support roles. In December 2005, the Bundeswehr ordered a prototype Dingo 2 GFF (command and mission carrier) for testing.

<u>Designation</u>	<u>Description</u>
Dingo APCV	Basic 4x4 all-protected carrier vehicle, based on the UNIMOG U-100 chassis. See Technical Data , above.
Dingo 2 APCV (Short)	Large version of the Dingo, based on the long wheelbase of the UNIMOG U-1550L chassis, equipped with air conditioning, anti-skid braking system, heating system, and other improvements. Features a 3.25-meter (10.76-ft) wheelbase. See Technical Data , above.
Dingo 2 APCV (Long)	Stretched version of the Dingo 2, capable of seating up to 10. Features a 3.7-meter (12.13-ft) wheelbase.

Modernization and Retrofit Overview. Not applicable at this time.



Dingo 2 All-Protected Carrier Vehicle

Source: German Army (www.deutschesheer.de)

Dingo (All-Protected Carrier Vehicle)

Program Review

Background. In 1993, the Federal Republic of Germany's Bundesamt für Wehrtechnik und Beschaffung (Federal Office for Military Technology and Procurement) funded the Krauss-Maffei Wegmann effort to develop a new light-armored vehicle, optimized for peacekeeping missions.

Proven Components

In order to produce a highly cost-effective, rugged, and reliable vehicle, KMW based its new vehicle on the immensely popular Universal Motor Gerät (UNIMOG) heavy-duty truck.

Krauss-Maffei Wegmann manufactured the initial demonstrator vehicle in 1995. In mid-1996, KMW delivered the definitive all-protected carrier vehicle (based on the 4x4 UNIMOG U-100 chassis) for Bundeswehr evaluation. In 1997, KMW produced the APCV model 2 (based on the larger UNIMOG U-1550L chassis) in response to Bundeswehr's desire for a larger, more powerful vehicle with a greater capacity.

Bundeswehr Procurement

Following evaluation of this newer version of the APCV, the Bundeswehr placed an order for the model 2 in late 1999. Initial Dingo 2 deliveries occurred in August 2000; KMW completed the initial order by the end of that year. Bundeswehr placed a second order for the Dingo 2 in July 2001, and a third in March 2002.

On June 28, 2006, the Budget Committee of the German Bundestag approved the Bundeswehr procurement of an additional 149 Dingo 2 vehicles. In July 2008, the Bundeswehr placed an order for an additional 50 Dingo 2 and four Dingo 2 GSI (battle damage repair) vehicles, with an option for 44 more Dingo 2 vehicles.

The Bundeswehr remains the primary customer for the Dingo 2.

Description. The APCV is a simple, yet effective, vehicle, making maximum use of off-the-shelf DaimlerChrysler UNIMOG truck components.

Reflects Bundeswehr Needs

The modular nature of the design makes the Dingo particularly adaptable to a number of roles. Reflecting Bundeswehr tactical requirements, the Dingo is not amphibious. However, the vehicle exhibits a high degree of protection against the effects of land mines, in response to the demands of German peacekeeping missions.

Conventional Layout

The basic vehicle features a conventional layout. The engine compartment occupies the front of the chassis; the engine mounts on shock-absorbing suspension points. Behind the engine compartment, the driver sits at the left front; the commander sits to the right. Both positions feature side doors and bulletproof windows.

The heavily armored troop compartment occupies the middle of the vehicle; the cargo area is to the rear. In the current-production Dingo 2, the center of the vehicle roof features a pintle-mounted machine gun, accessible from within the vehicle. Each side of the troop compartment features a door with bulletproof glass; the passengers and crew sit on shock-absorbing seats.

Optional equipment for the Dingo includes:

- Air conditioning
- Additional heating equipment
- Various nuclear, biological, and chemical (NBC) protective suite options
- Various radios
- Night vision devices
- A winch
- A vehicle intercommunications set

Krauss-Maffei Wegmann continues to develop various options for the basic Dingo 2 vehicle.

Related News

Czech Light Armored Cars Still Not Deployed in Afghanistan – Armored vehicles purchased under urgent orders by the Czech Defense Ministry in 2008 still remain in the Czech Republic rather than in use by Czech forces deployed in Afghanistan. The light armored vehicles, both IVECO LMV and Dingo II 4x4s, are still being fitted out with additional equipment, including radio secure radio transmitters and IED jamming devices. This has caused consternation among some members of the Czech military leadership, noting the experience shows the need to reexamine the procurement process.

Dingo (All-Protected Carrier Vehicle)

With Czech soldiers exposed to landmines and improvised explosive devices (IEDs) in Afghanistan, the Defense Ministry attempted to act quickly to provide its soldiers with a more protective armored vehicle than the U.S.-supplied Humvees. In response to the rising threat to its soldiers' lives, the MoD went ahead with the urgent purchases without going through the normal process of putting out a tender in order to attract competing offers.

The Czech MoD placed an Urgent Operational Requirement (UOR) order for 15 IVECO light multirole vehicles (LMVs) in October 2008. An order for 15 KMW Dingo II 4x4s was placed in the fall of 2008 as a UOR. This contract was estimated at CZK449 million (\$23 million) and, when combined with the IVECO purchased, brought the total bill to more than CZK1 billion (\$52 million). Military authorities say that if a tender process had been pursued, the price would have been driven down and the vehicles delivered with all the necessary electronic components in place, thus arriving into service in Afghanistan at the same time as the current order. In their eyes, complicating matters further was that the U.S. offered advanced versions of its Eagle armored vehicle at a lesser price and were turned down by the Czech MoD.

The Ministry of Defense insists that the purchased vehicles will be in service with Czech forces in Afghanistan by the end of June – almost a year after the first roadside bombs began to inflict casualties on Czech patrols. (iDnes.cz, 6/09)

Market Intelligence Service Subscribers: For additional news, go to the on-line E-Market Alert page located in the Intelligence Center at www.forecastinternational.com and click on the links to the products you subscribe to.

Funding

The German Federal Ministry of Defense, Rüstungsabteilung (Armament Department) – through the Bundesamt für Wehrtechnik und Beschaffung (Federal Office for Military Technology and Procurement), funds the development and Bundeswehr procurement of the Dingo. The prime contractor, Krauss-Maffei Wegmann, has also contributed some developmental funding.

Contracts/Orders & Options

Krauss-Maffei Wegmann GmbH has secured the following Dingo 2 production contracts. All amounts are in U.S. dollars.

<u>Date</u>	<u>Amount</u>	<u>Description</u>
1999	\$19.4 million	Initial Bundeswehr Dingo 2 production contract for 56 Dingo APCV.
2001/07	\$25.6 million	Bundeswehr orders 57 additional Dingo APCV.
2002/03	Unknown	Bundeswehr orders 34 additional Dingo APCV.
2004/06	\$50 million	Israel orders 100 Dingo 2 vehicles. Textron was to have built the vehicles under license in the U.S., under auspices of the U.S. Foreign Military Sales (FMS) program. KMW will execute the order.
2004/09	Unknown	Austria orders 20 Dingo 2 vehicles for delivery through 2005.
2004/11	\$45.6 million	Bundeswehr orders 55 additional Dingo 2 vehicles for delivery through 2005.
2005/01	\$214.8 million	Belgium orders 220 Dingo 2 vehicles, with option for another 132 vehicles in two 66-vehicle batches. Deliveries will extend through 2011.
2005/12	Unknown	Bundeswehr orders prototype Dingo 2 GFF (command and mission carrier).
2006/06	\$138.7 million	Bundeswehr orders 149 additional Dingo 2 vehicles.

Dingo (All-Protected Carrier Vehicle)

<u>Date</u>	<u>Amount</u>	<u>Description</u>
2007/01	Unknown	Bundeswehr contract modification to increase 2007 deliveries to German units in Afghanistan from 33 Dingo 2 vehicles to 100 vehicles.
2007/12	Unknown	Bundeswehr orders 4 Dingo 2 vehicles for delivery to the Czech Republic.
2008/03	Unknown	Luxembourg orders 48 Dingo 2 vehicles as basis for its Protected Reconnaissance vehicle (PRV) program.
2008/07	\$89.0 million	Bundeswehr orders 50 additional Dingo 2 and 4 Dingo 2 GSI (battle damage repair) vehicles, with an option for an additional 44 Dingo 2 vehicles.
2008/Fall	\$23.0 million	Czech MoD orders 15 additional Dingo 2 vehicles.

Timetable

<u>Month</u>	<u>Year</u>	<u>Major Development</u>
	1993	KMW initiates development
	1995	First prototype rolled out
Mid	1996	Second prototype (U-100 chassis) rolled out
	1997	Third prototype (U-1550L chassis) rolled out
Late	1999	First Bundeswehr production order for 56 Dingo APCVs
Aug	2000	Initial production deliveries to Bundeswehr
Dec	2000	First production order complete
Jul	2001	Bundeswehr orders 57 additional Dingo APCVs
Feb	2003	Marketing/production agreement with Textron (Cadillac Gage)
Mar	2002	Bundeswehr orders 34 additional Dingo APCVs
Jun	2004	Israel orders 100 Dingo 2 vehicles to replace M998 series HMMWV in IDF service; Textron was to have produced vehicles under license for IDF order
Sep	2004	Austria orders 20 Dingo 2 vehicles
Nov	2004	Bundeswehr orders 55 additional Dingo 2 vehicles
Jan	2005	Belgium orders 220 Dingo 2 vehicles, with option for another 132 vehicles in two 66-vehicle batches through 2011
Dec	2005	Bundeswehr awards KMW a contract to provide a prototype Dingo 2 GFF variant for testing
Jun	2006	Bundeswehr orders 149 additional Dingo 2 vehicles
Jul	2006	BWB orders 2 demonstrators of the EADS Bodenüberwachungsradar (BUR) ground surveillance radar system for integration with the Dingo 2 under a \$92 million contract for Bundeswehr procurement of 78 BUR systems, beginning in 2012
Dec	2006	KMW and Textron Marine & Land terminate their licensed-production agreement
Jan	2007	Bundeswehr contract modification to increase 2007 deliveries to German units in Afghanistan from 33 Dingo 2 vehicles to 100 vehicles
Dec	2007	Bundeswehr orders four Dingo 2 vehicles for delivery to the Czech Republic
Mar	2008	Luxembourg orders 48 Dingo 2 vehicles as basis for its Protected Reconnaissance Vehicle (PRV) program
Jul	2008	Bundeswehr orders 50 additional Dingo 2 vehicles and 4 Dingo 2 GSI, with option for an additional 44 Dingo 2 vehicles
Fall	2008	Czech MoD orders 15 additional Dingo 2 vehicles
	2009	Serial production ongoing for Bundeswehr procurement and export; development continues

Dingo (All-Protected Carrier Vehicle)

Worldwide Distribution/Inventories

Export Potential. With the recent termination of the 2003 licensing agreement between KMW and Textron Marine & Land Systems for Israel's June 2004 order of 100 Dingo 2 vehicles, Krauss-Maffei Wegmann GmbH is now wholly responsible for executing what was the Dingo's first export order. By purchasing vehicles produced in the United States, Israel would have been able to utilize U.S. Foreign Military Sales (FMS) program funds for the procurement. Without such an arrangement, it remains to be seen whether Israel will follow through with its procurement of the Dingo APCV.

In September 2004, Austria placed an order for 20 vehicles. In January 2005, Belgium placed what is clearly the most significant Dingo 2 export order to date. With options leading to a potential procurement of 352 vehicles, the Belgian contract will be a major factor in the Dingo program throughout the forecast period. The 2008 orders by the Czech Republic and Luxembourg – like the earlier Austrian purchase – are more significant as representing an expansion of the Dingo customer base than in terms of production or profits for Krauss-Maffei Wegmann.

Countries. Austria (20); Belgium (220); Czech Republic (19); Federal Republic of Germany (498); Luxembourg (48 Dingo 2 on order).

Forecast Rationale

Serial production of the Dingo 2 APCV is ongoing. KMW reportedly completed deliveries for the initial Belgian order of 220 vehicles in 2007. In 2005, Krauss Maffei Wegmann reportedly completed production for the Austrian order of 20 vehicles.

Belgium's Export Bonanza

In January 2005, Belgium placed what is clearly the most significant Dingo 2 export order to date. With an initial order for 220 Dingo 2 vehicles and options leading to a potential procurement of 352 vehicles, the Belgian contract will be a major factor in the Dingo program throughout the forecast period.

Bundeswehr Procurement Continues

On June 28, 2006, the Budget Committee of the German Bundestag approved the Bundeswehr procurement of an additional 149 Dingo 2 vehicles, with deliveries completed in 2007. In July 2008, the Bundeswehr ordered 50 additional Dingo 2 vehicles and 4 Dingo 2 GSI, with option for an additional 44 Dingo 2 vehicles.

Attractive Option

The Dingo APCV, optimized for the evolving threat scenarios of the 21st century, is beginning to live up to its promise on the international light-wheeled vehicle market. The main attractions of the vehicle are its especially rugged and proven base chassis, its modular armor protection, and its attractive unit price. The Dingo is poised to become a legitimate player on the international market.

Short-Term Gains

Our 10-year production outlook reflects the continuing short-term impact of the Belgian contract on the Dingo program. In addition, ongoing Bundeswehr procurement continues to play a major role. Indeed, the Bundeswehr remains the primary customer for the Dingo 2.

The 2008 orders by the Czech Republic and Luxembourg – like the earlier Austrian purchase – are more significant as representing an expansion of the Dingo customer base than in terms of production or profits for Krauss-Maffei Wegmann.

Dingo (All-Protected Carrier Vehicle)

Ten-Year Outlook

ESTIMATED CALENDAR YEAR UNIT PRODUCTION												
Designation or Program	High Confidence					Good Confidence			Speculative			Total
	Thru 2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	
Krauss-Maffei Wegmann GmbH & Co KG												
Dingo 2												
	757	98	96	86	44	7	21	15	11	9	7	394
Total	757	98	96	86	44	7	21	15	11	9	7	394

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Card# _____ Exp. _____ csc# _____

Billing Address (if different from above) _____

- Check Enclosed
 Bill Company
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 Quotation Requested
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Name of Product/Service	Code	E-Mail Address	Qty.	Price

Please include your e-mail address to receive twice-weekly E-Market Alert Newsletters.



Subtotal _____
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Binder & DVD	\$95	\$180	Binder & DVD	\$590	\$1,115	Binder & DVD	\$590	\$1,115
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Worldwide Inventories			Basic Military Library			International Military Markets (A Subset of G&I above)		
Aerospace Systems (Pages 12-13)			Binder	\$315	\$595	Binder	\$270	\$510
CD	\$50	\$95	DVD	\$50	\$95	DVD	\$50	\$95
Weapons Systems (Page 22)			Binder & DVD	\$365	\$690	Binder & DVD	\$320	\$605
Hard Copy	\$45	\$85	Binder & RT	\$315	\$595	Binder & RT	\$270	\$510
CD	\$50	\$95	Civil/Commercial Library			Naval		
Power Systems (Page 25)			Binder	\$360	\$680	Binder	\$90	\$170
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Focused Market Segment Analyses (Pages 30-34)			Binder & DVD	\$410	\$775	Binder & DVD	\$140	\$265
Hard Copy	\$25	\$45	Binder & RT	\$360	\$680	Binder & RT	\$90	\$170
Market Intelligence Libraries (Pages 26-27)			Market Intelligence Group Libraries (Pages 28-29)			Power		
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Binder & RT	\$1,575	\$2,975	Electronics			Weapons		
Complete Military Library			Binder	\$360	\$680	Binder	\$180	\$340
Binder	\$1,440	\$2,720	DVD	\$50	\$95	DVD	\$50	\$95
DVD	\$50	\$95	Binder & DVD	\$410	\$775	Binder & DVD	\$230	\$435
Binder & DVD	\$1,490	\$2,815	Binder & RT	\$360	\$680	Binder & RT	\$180	\$340
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