

**FORECAST OF SALES REQUIREMENTS -  
MISSILE PROPELLANTS AND PRESSURANTS**

**REPORT CONTROL SYMBOL**

**1. REPORTING ACTIVITY/DFSP NAME AND DODAAC**

a. OFFICE:			e. REPORTING ACTIVITY CODE:		
b. ADDRESS:			f. PHONE:		
c. CITY:			g. FAX:		
d. APO-FPO/COUNTRY - STATE/ZIP			h. POC:		
i. E-MAIL:					

**2. PROGRAM DATA**

a. PROGRAM NAME:			f. PROGRAM ACRONYM:		
b. PROGRAM OFFICE:			g. PHONE:		
c. ADDRESS:			h. FAX:		
d. CITY:			i. PROGRAM MANAGER:		
e. APO-FPO/COUNTRY - STATE/ZIP			j. E-MAIL:		

**3. FUNDING DATA**

a. P.O./MIPR:	b. CIC:	c. SC:
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**4. SHIPMENT DATA**

a. SHIP TO:			f. RECEIVING ACTIVITY CODE:		
b. BUILDING/SITE:			g. PHONE:		
c. ADDRESS:			h. FAX:		
d. CITY:			i. POC:		
e. APO-FPO/COUNTRY - STATE/ZIP			j. E-MAIL:		
k. MARK FOR:					
l. PRODUCT NOUN:		m. NSN:		n. UNIT OF ISSUE:	

o. AVAILABLE STORAGE:

p. PACKAGING REQUIREMENT(S)/CONTAINER(S) SIZE/CAPACITY/TURN AROUND:

**5. SALES FORECAST**

<input type="checkbox"/>	POTENTIAL
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a. METHOD OF COMPUTATION:

<b>b. YEAR</b>				
JAN				
FEB				
MAR				
APR				
MAY				
JUN				
JUL				
AUG				
SEP				
OCT				
NOV				
DEC				
<b>c. TOTALS</b>				

<b>6.a. PREPARED BY:</b>	b. PHONE:	c. DATE (YYYYMMDD)
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<b>7.a. APPROVED BY:</b>	b. PHONE:	c. DATE (YYYYMMDD)
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## INSTRUCTIONS FOR PREPARING FORECAST OF SALES REQUIREMENTS

Forecast of Sales Requirements will be prepared on DD Form 2916. This form is designed to be self-explanatory. Unless otherwise designated, contact DESC-MIC at (210) 925-4842 for general guidance. Additional information and explanations for certain segments follow.

### GENERAL INFORMATION REQUIRED

Every data block provided should be filled in to give as complete a picture of your sales requirements as possible. Annotate with a TDB if you will have details to supply later, or just leave blank and we will contact you later if needed. Completion and submission of this form does not constitute a request for delivery of product. Data provided will be used in a forecast model for planning purposes only.

### SPECIAL INSTRUCTIONS TO CONTROLLED STORAGE POINTS

Do not forecast for replenishment inventory, rather forecast anticipated usage (sale or issue) of product.  
Do provide your storage capacity for the product being forecasted, minimum and maximum levels included.

### ITEM DESCRIPTIONS

**1. REPORTING ACTIVITY (DFSP).** This is the office from which the forecast is prepared and submitted. Data provided in this segment will be used to address all future correspondence issued by this Directorate and is viewed as the primary point of contact for all support issues.

d. APO-FPO/COUNTRY - STATE/ZIP CODE. This format will allow overseas customers the ability to complete their mailing address. Example: APO AE 08645-4900 vs. US customer - CA 92518.

e. REPORTING ACTIVITY CODE. This block is reserved for your four letter Reporting Activity Code, or DODAAC.

f. PHONE. The format will allow 800, DSN or Commercial numbers. Example: (800) or (DSN) or (210) 999-9999.

**2. PROGRAM DATA.** This information is commonly used to validate the customer as one in which we can legally support with product and service assets procured with Air Force Working Capital Funds.

a. PROGRAM NAME. Identify the Program, Project, or Application for the product.

f. PROGRAM ACRONYM. Identify the Program, Project, or Application acronym.

i. PROGRAM MANAGER. Identify the Program or Project Manager.

**3. FUNDING DATA.** Product and/or services provided will be reimbursable to the Air Force Working Capital Fund. Data supplied in this segment is usually for an existing or newly established program.

a. P.O./MIPR. When known, provide Purchase Order or Military Interdepartmental Purchase Request from which you plan to order product and/or services.

b. CIC. The Customer Identification Code is issued prior to customers ordering product and services. Issuance of a CIC occurs after receipt of a P.O. or MIPR.

c. SC. Sales Code identifies the funding organization. Example: Army, Navy, or NASA. Fill in if known.

**4. SHIPMENT DATA.** Supply the location data where the product will be issued or consumed.

f. RECEIVING ACTIVITY CODE. This block is reserved for your four letter Reporting Activity Code or DODAAC.

k. MARK FOR. Supplemental delivery instructions for shipment processing and notifications.

o. AVAILABLE STORAGE. Provide your storage capacity for the product being forecasted, minimum and maximum levels included.

p. PACKAGING REQUIREMENT(S)/CONTAINER(S) SIZE/CAPACITY/TURNAROUND. Provide the type of container you will require. This will include any special fittings or adapters for transfer of product. The turnaround applies to your anticipated time that a container will be in your possession.

**5. SALES FORECASTS.** Forecasts provided are for Sales only.

All forecasts will be considered Firm unless the box next to "Potential" is marked.

a. METHOD OF COMPUTATION. This is an optional text field to be completed with mathematical computations, which will add value and comprehension to your forecasts.