



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

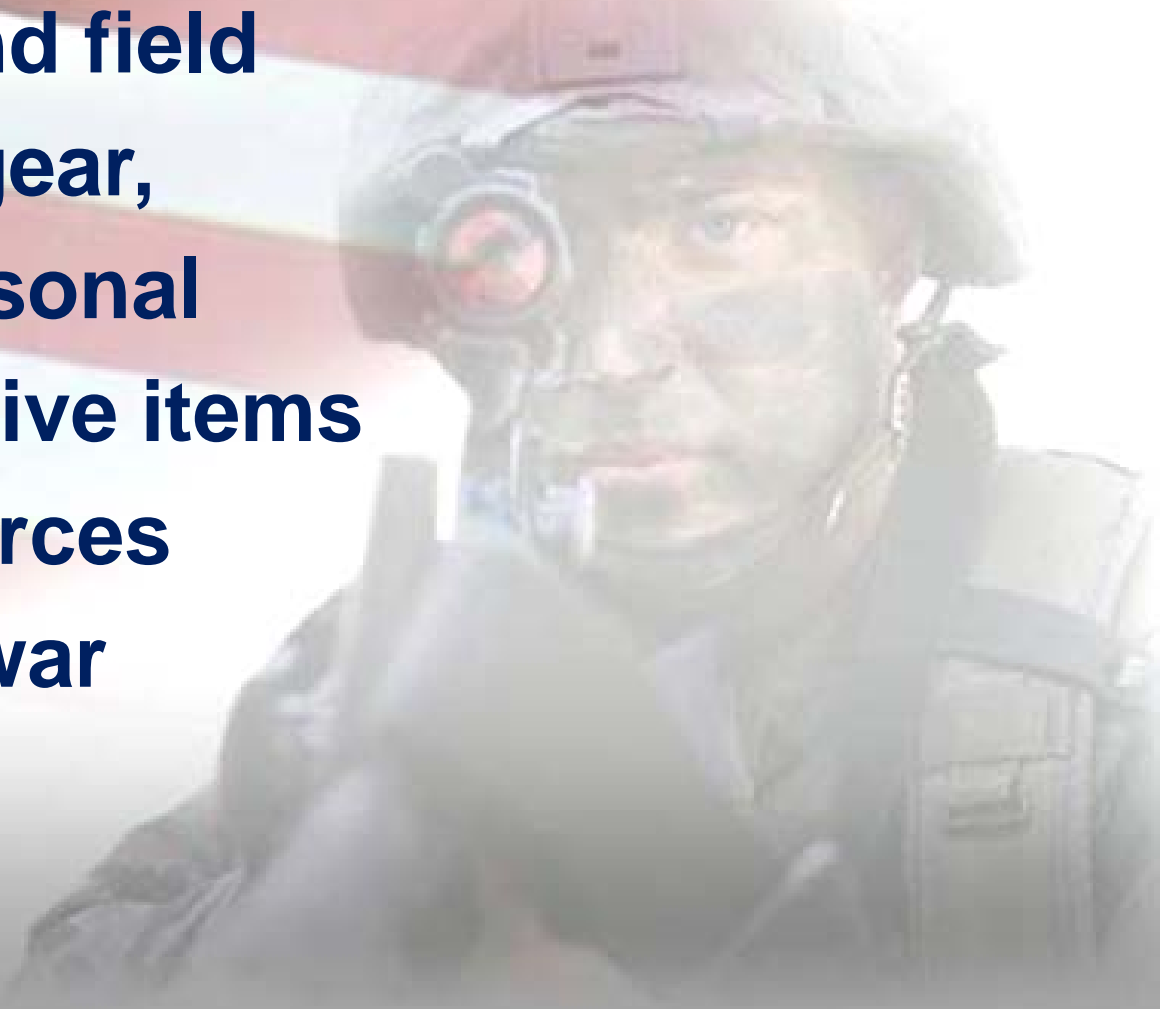


DLA Troop Support Clothing & Textiles Supply Chain



Clothing & Textiles Mission

Provide dress and field uniforms, field gear, tentage, and personal chemical protective items to the Armed Forces in peace and in war





Clothing & Textiles

Class II Products & Services



Ecclesiastical Items



Flight Suits



**Class A
Uniforms**



**Go-to-War
Camouflage**



Body Armor



Chem Suits



Tents

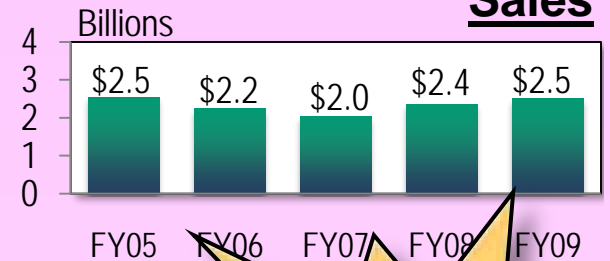


Clothing & Textiles

Customers / Items

Customers: 20,600
Orders: 5.9M annually
 average 489k monthly
Items: 45,500

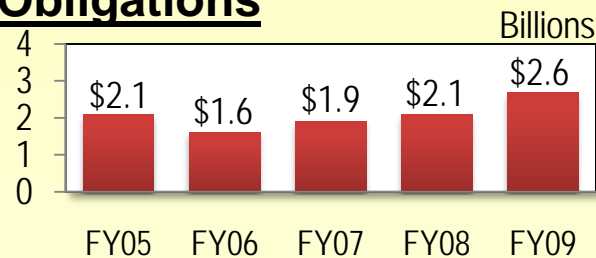
Sales



The Big Picture

FY10 Forecast
\$2.454B

Obligations



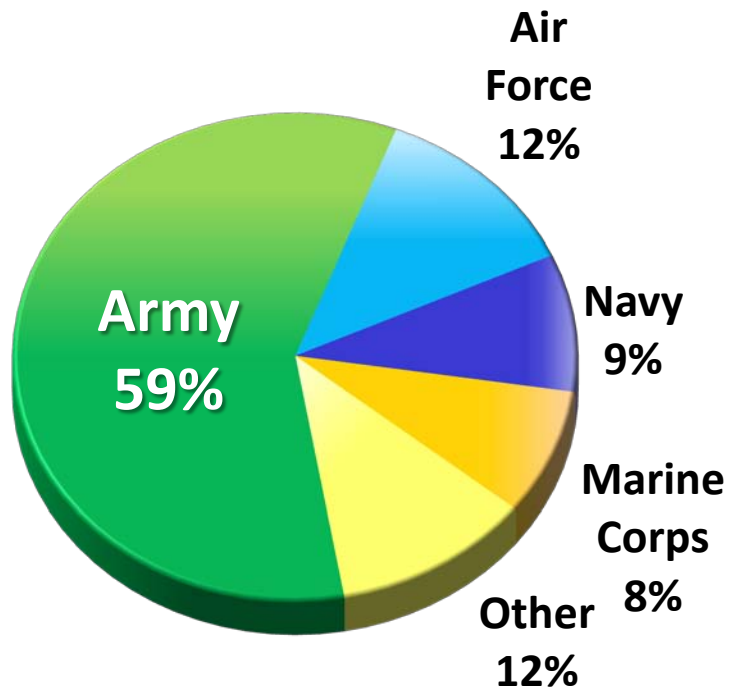
Personnel / Vendors

Employees (auth): *374 civilian
 + 10 military
Suppliers: 595
 *includes 2 DSCP Europe positions

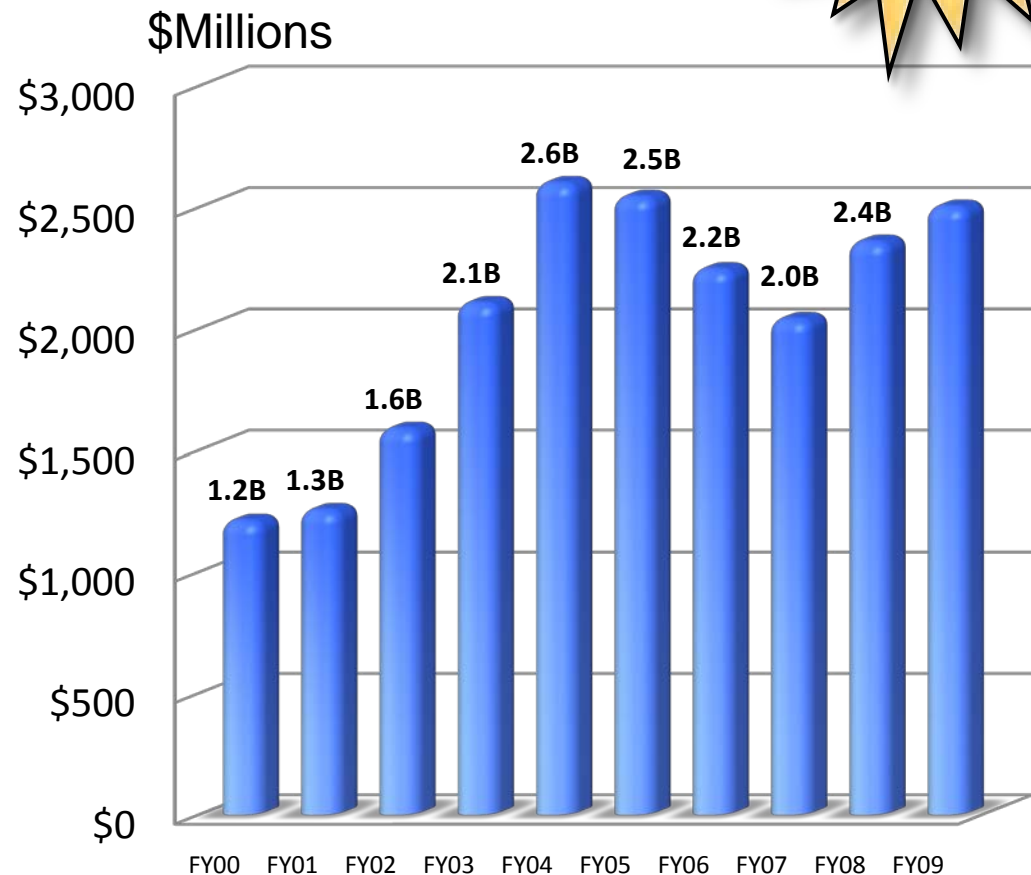


Clothing & Textiles Sales

FY09 Service Breakout



Historical Trend





Clothing & Textiles Strategic Conditions

Current State

Service spiral development strategies supporting Service-specific requirements



Mitigation Actions

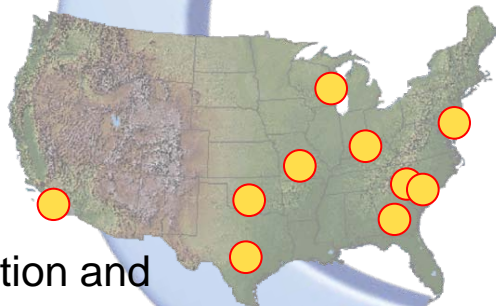
Early involvement in product life cycle to enhance a **balanced program mgmt focus**



challenging industry

Strategic presence

Ensures communication and execution from Service concepts thru warehousing and distribution



Way Ahead

Timely funding process that minimizes impacts on Services, DLA and our industry partners





C&T Life Cycle Management

High Level View





Clothing & Textiles... A Unique Commodity

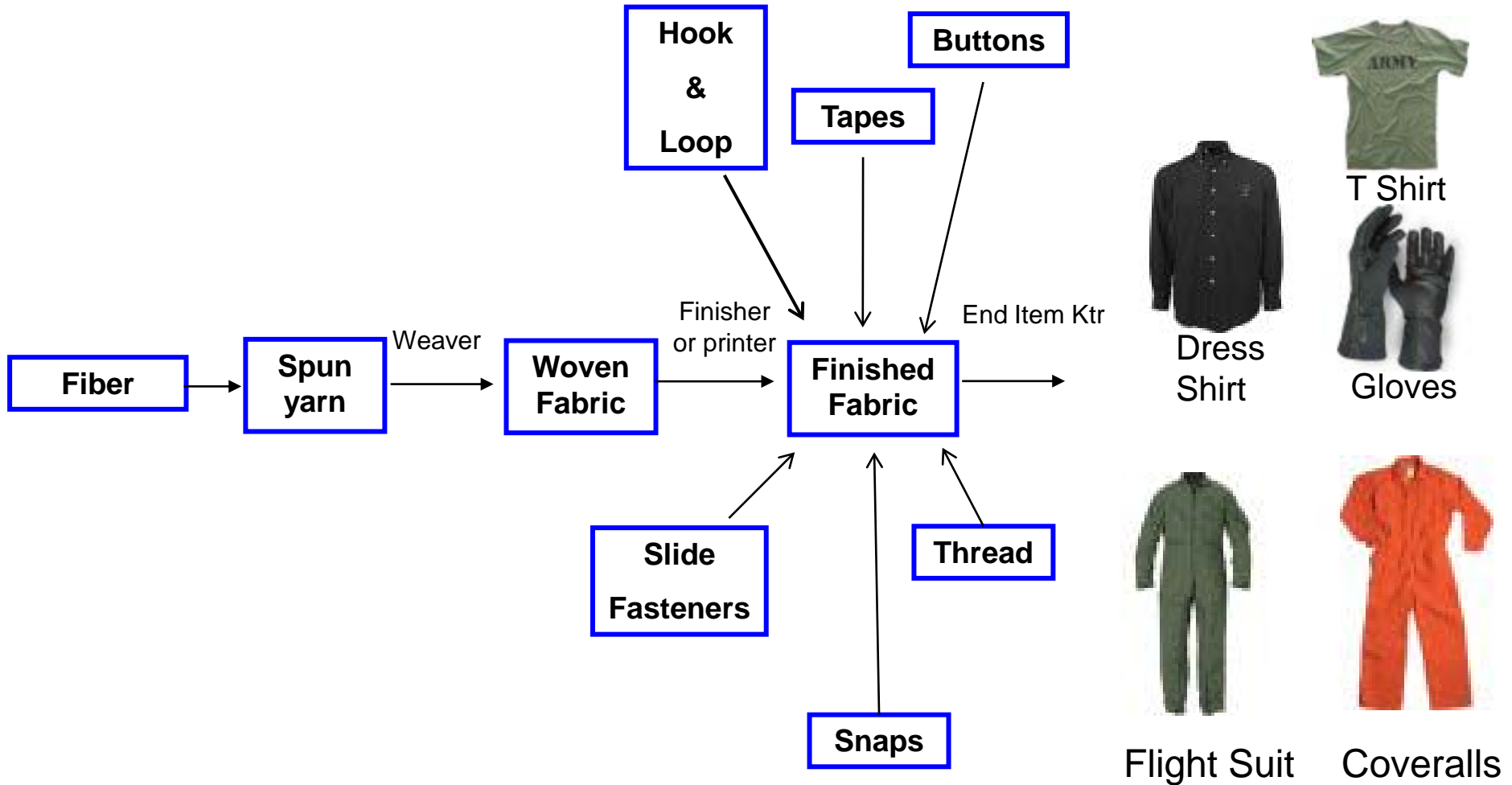
- Sized items
 - Combat boot... 140 sizes
 - Men's Army dress coat... 65 sizes
 - Airman battle uniform... 155 sizes
- Military unique
 - Most clothing on a specification
 - Service driven requirements
 - Simple garments to complex protective clothing (e.g., chem suits)
- Industrial base... strategic supplier issues
 - Small Business driven
 - Socioeconomic obligations
 - Mandatory sources... National Industry for the Blind (NIB), National Industry for the Severely Handicapped (NISH), Federal Prisons (UNICOR)
- Best value long term contracts
 - Over 95% of our contracts during peacetime



Demand Planning
critical due to leadtime
and sizing issues



Not Just End Items





How to Do Business with C&T

- DSCP Web Site <http://www.dscp.dla.mil>
 - Points of Contacts
 - Product Lines
- C&T Web Site <http://dscp.dla.mil/clothingandtextiles/index.asp>
- DLA Internet Bid Board System (DIBBS)
 - <https://www.dibbs.bsm.dla.mil/>
 - Solicitations, Drawings, Specifications, and Standards listed
 - Can be downloaded
- Small Business Office Web Site
 - <http://www.dscp.dla.mil/sbo/index.asp>
 - General Guidance concerning how to do business with DSCP



Who To Contact ?

- **Clothing and Textiles contracting staff organized in Divisions by Product Group and Programs**
 - **Dress Clothing** (Dress Uniforms, Heraldics, Shirts, Headwear, Outerwear)
 - Sharon Piecyk 215-737-8043
 - **Field Clothing** (Footwear, Accessories ,i.e. T-Shirts, Fitness Uniforms, Utility Clothing)
 - Steve Merch 215-737-2401
 - **Organizational Clothing** (Cold Weather & Flight Clothing, Gloves, Chemical Protective Items)
 - Kevin Peoples 215-737-5657
 - **Equipment / Tentage** (Body Armor, Equipment, Tents, Helmets, Safety Items)
 - Terri Scheetz 215-737-3274
 - **Strategic Material Sourcing Group** (3PLs, Industrial Base Planning)
 - Donna Pointkouski 215-737-4290



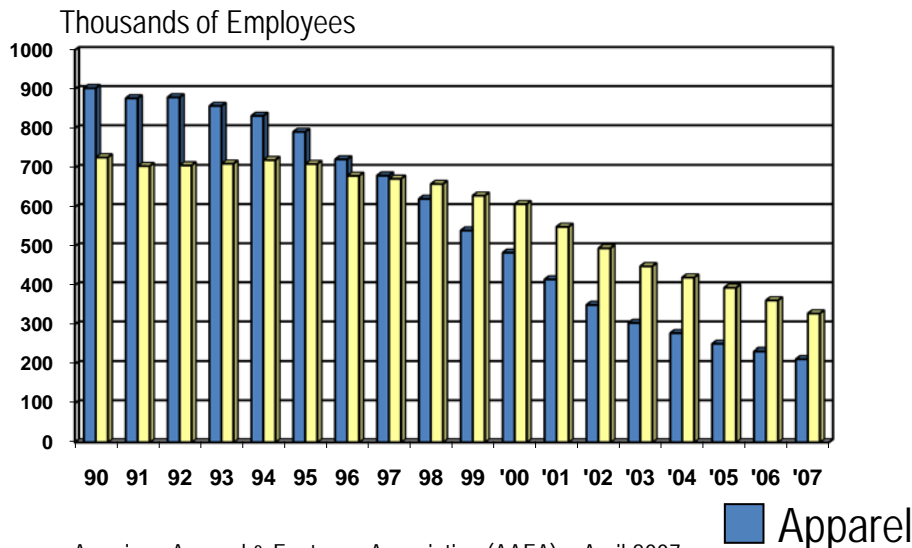
C&T Industrial Base Capacity

Berry Amendment and the Domestic Industry

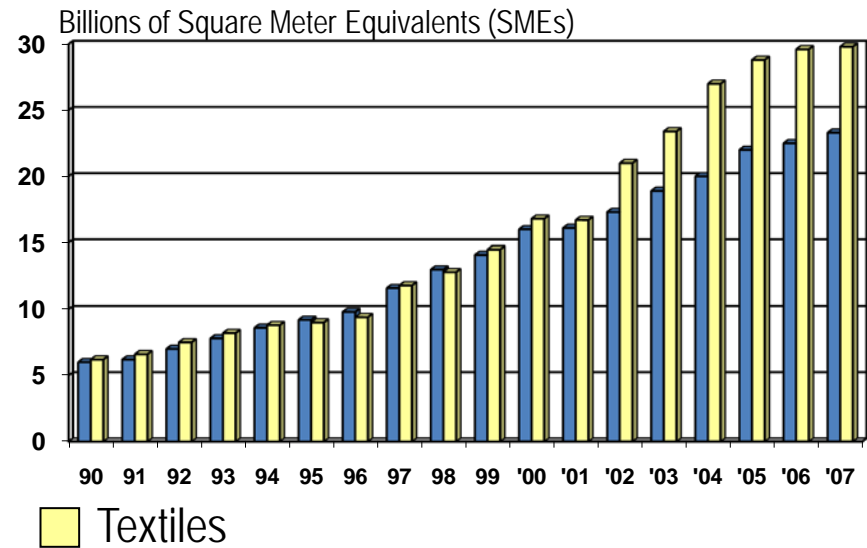
Berry Amendment...

- Restricts US DoD to domestic sources for C&T items
- In existence in some form since 1941
- 1994 permanent by Public Law 103-139
- Readiness concerns
 - Goes down to low level components & processes
 - Waiver requires Domestic Non-Availability Determination

Employment Levels*



Imports*



* Source: American Apparel & Footwear Association (AAFA) – April 2007



Logistics Challenges

Outfitting the Warfighter

1. New ACU
Army
Combat
Uniform



+ \$20



2. New ACH
Advanced Combat Helmet
+ \$182



3. New IBA
Interceptor Body Armor
+ \$1,038



4. New MOLLE
Modular Load ...
+ \$402



5. New JSLIST
Chem Protective Suit
+ \$45



6. New Boot
Tan Desert Boot
+ \$17

**Total increase
\$1,704**



RTC Fill Rates

8,717 Service People
284,813 Items

<i>RTC</i>	<i>Last Week</i>	<i>This Week</i>
Ft Jackson	99%	95%
Ft Benning	100%	100%
Ft Leonard Wood	100%	89.4%
Ft Sill	100%	100%
Ft Knox	100%	100%
MCRD Parris Island	100%	100%
Lackland AFB	100%	100%
Great Lakes	97.2%	97%



Supply Chain Management Virtual Prime Vendor - KYLOC



Unit	# of Svc Members
Army National Guard	360,000
Air National Guard	107,000
Navy Reserve	67,000
Marine Reserves	40,000
Navy Seabees	24,000
Navy Coastal Warfare	4,000
Navy Amphibs	3,000
Naval Special Warfare Command (SEALs)	4,000
Naval ELSF	10,000
Naval Installation Command	10,000
Army Direct Ordering	Over 130,000
Army Reserve	207,000



Customers don't have to carry inventory!

Kentucky Logistics Operation Center (KYLOC)

- Acts as DSCP's subcontractor
- DSCP pushes stock to KYLOC warehouse
- Customers order via web, email, phone, fax
- Patches and name tags are sewn on
- Orders are kitted & shipped direct to customer
- KYLOC electronically tied to DSCP

FY09 sales exceeded \$151M



Clothing & Textiles Supply Chain Management

Army Direct Ordering (ADO) Web-Based logistics

CSA Authorized



- Sustaining theater requirements for personal clothing (FR ACUs, boots, underwear, socks)
- New items added (IPFUs, FR ACUs, A2CUs)
- Military Personnel Appropriation (MPA) account added for billing clothing bag items (e.g., IPFUs, boots)



Uniform Transition



2003

- First unique design
- Woodland and Desert patterns
- Permethrin added Apr 07



2005

- Roll out complete
- Mandatory wear date May 08



2006

- Roll out to deployers began Jan 07
- Recruit issue began Oct 07
- AAFES support ongoing



2007

- CNO approved Feb 06
- Work and Service uniform
- All items on contract



Organizational Clothing & Individual Equipment Management Challenge

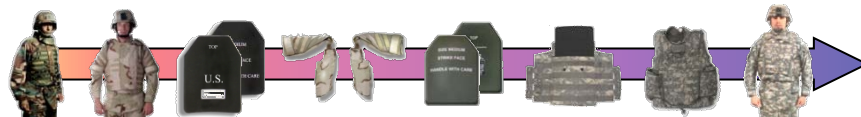


Examples

2001

2007

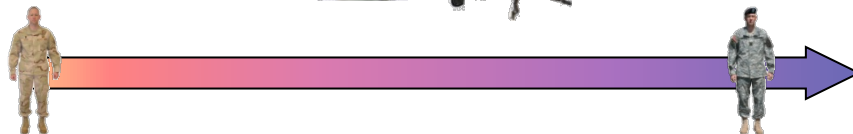
- Body Armor



- Helmets



- Uniforms



- Boots



- Fire Resistant Clothing



- Eye Wear



~\$4,000 OCIE per Soldier

Trend is toward a more complicated and expensive Kit with a rapid improvement cycle



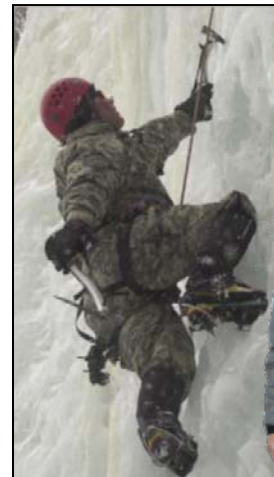
What's Coming Next ???



Glove Enhancement Initiative



Modular Boot System

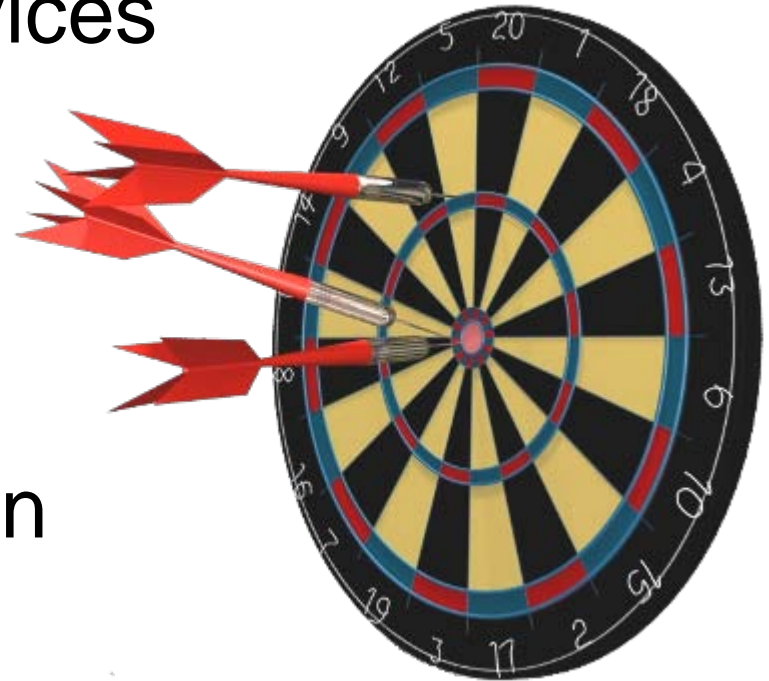




Clothing & Textiles

What We Want to Leave You With

- Collaboration with Services and industrial base
- Professional, dedicated workforce
- Aggressive supply chain execution



Focused on providing the war fighters what they need, when they need it, wherever they need it