



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Troop Support Construction & Equipment Supply Chain

WARFIGHTER SUPPORT ENHANCEMENT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT



Construction & Equipment

A Unique DLA Supply Chain

...effective and efficient logistical support

Three Types of Tailored Programs

Prime Vendor / Tailored Logistics Support

- ✓ Maintenance, Repairs and Operations Supplies (MRO)
- ✓ Special Operations
- ✓ Metals
- ✓ Lumber
- ✓ Fire Fighting & Emergency Services
- ✓ Tentage

Long Term Contracts

- ✓ Heavy Equipment Procurement Program

Traditional

- ✓ Safety & Rescue Equipment
- ✓ Containers & RFID Tags
- ✓ Lighting
- ✓ Material Handling Equipment

Executive Agency for Class IV



Variety of Products

Light Bulbs to Bulldozers



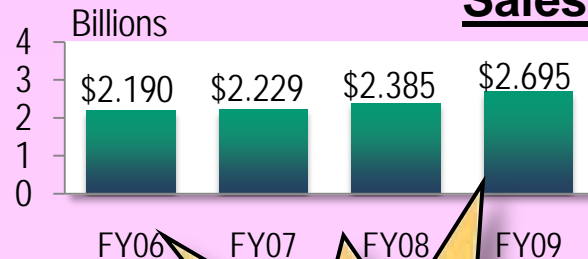


Construction & Equipment

Customers / Items

Customers: 26,197
 Orders: 1.4M per year
 Items: 386,000
 301 Federal Stock Classes

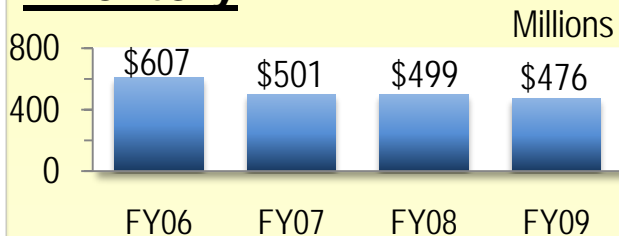
Sales



The Big Picture

FY10 sales forecast
\$2.949B

Inventory



Personnel / Vendors

Employees (auth): 414 civilian
 4 military

Suppliers: 2,980



Construction & Equipment Supply Chain

WEBSITE: <http://www.dscp.dla.mil/gi/general/prodgrps.htm>



Barrier Material



Concertina Wire



Diving Equipment



Metals



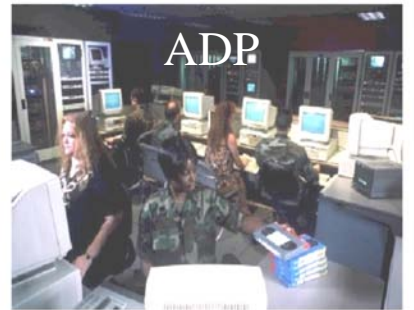
AM2 Matting



Sandbags



Lumber



ADP



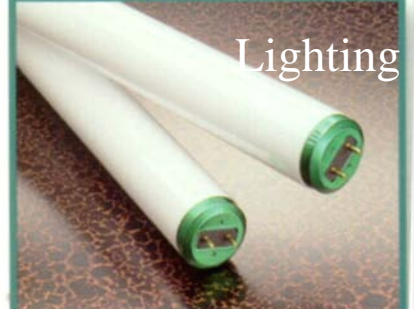
Forklifts



Containers



Fire Trucks



Lighting



Maintenance Repair & Operations (MRO) Supplies Prime Vendor

- Regional prime vendor / integrated supplier
- Products and services including, but not limited



- Electrical
- Plumbing
- HVAC
- Paint
- Lumber

- Tools
- Hardware
- PVF
- Building Supplies
- Incidental Services

- Graybar
- SAIC
- Supply Core
- Theodor Wille Intertrade
- Universal Sodexho

Benefits

- Infrastructure savings
- Inventory cost reductions
- Leveraged buying
- Storefront capability



Special Operations Equipment

Traditional and PV Support

Major customers include:

- Army
- Special Forces
- Naval Special Warfare
- Explosive Ordnance Disposal
- Marine Expeditionary Units
- Naval Coastal Warfare

- Sights and Mounts
- Assault Ladders
- Breaching Tools
- Rifle Slings
- Tactical Lights
- Knives

- Compressors
- Life Vests
- Life Rafts
- Liters
- Ring Buoys
- Boats
- Sonar Devices
- ROVS
- LRADS
- Search Lights
- Eyewear

- Masks
- Fins
- Diving Helmets
- Gloves
- Regulators
- Dry/Wet Suits
- Cylinders
- Umbilical Lines

- ADS, Inc
- Source One Distributors
- Tactical & Survival Specialties
- W.S. Darley & Co.



Tactical



Safety/SAR



Diving



Metals Program

Supported through both prime vendor and traditional means

- All Metals
 - Ferrous, Non-Ferrous & Specialty
- All Items
 - Angle, Bar, Extrusions, Sheet, Strip, Screen, Plate
- All Related Services
 - Cutting, Shearing, Testing, Scrap Removal, Salvage, Technical Support available through PV



- Benefits
 - Infrastructure savings
 - Inventory cost reductions
 - Leveraged buying



- ✗ Regional supplier
- ✗ Tailored support

- Metals USA
- TW Metals



Wood Products

- Supported through both Prime Vendor and traditional means

Diversified Product Line

- Softwood
- Hardwood
- Plywood
- Treated
- Fire retardant
- Poles
- Pilings
- Crossarms & ties
- Bulk lumber

- ✗ Dedicated European sources
- ✗ Reduced leadtimes
- ✗ Reduced costs

- BlueLinx
- Buie Forest Products
- Dooley Lumber Company
- Pelican Lumber
- Sylvan Industries, LLC





Fire & Emergency Services Safety & Rescue Equipment

Supported through TVR

- Breathing Apparatus
- Hoses
- Nozzles
- Regulators
- Thermal imaging equipment
- Ladders

- Extinguishers
- Rope
- Fire alarm systems
- Suppression systems
- Related services and training needs

Major Customers:
Coast Guard, FISCs,
Naval Shipyards, Tinker
& Travis Air Force Base

Working closely with
elements of Homeland
Security and FEMA





Tent / Shelter Tailored Logistic Support Program (TLS) Program

- New initiative will supply all customers with mobile, non-permanent shelters and soft-sided tents which can be readily assembled and disassembled in the field
 - Projected award December 2010
- Currently support urgent tent / shelter orders and orders for deployed / deploying troops thru Special Operational Equipment TLS Program





Heavy Equipment (HEPP)

Supported through long term contracts

- ✗ Supports the acquisition of over 2,400 “commercial type” heavy equipment products
- ✗ Focus: tailored customer support

- Construction Equipment
- Material Handling Equipment
- Fire Fighting/Rescue Vehicles & Environmental Products

- Bobcat
- Caterpillar
- John Deer
- Link-Belt
- Terex



- 10 Year Contracts
- OEMs
- Customization
- Full Range of Options
- Add/Delete Clause
- Leveraged Buying



Technology & Information Equipment

Supported through Long Term Contracts and Special Programs

- ✗ 80,000 NSNs managed
- ✗ State of the art equipment
- ✗ Multi-level systems support

- ADP Equipment & Supplies
- Imaging
- Telecommunications
- Training Devices – Targets
- Administrative Products
 - dog collars to books

- LTCs for both COTS and military specific products
- Brands include HP, Sony, Ricoh and Kodak

Special program contracts:

- ✗ DAPS Agreement for Targets
- ✗ North Central Sight Services
- ✗ Priority One (JWOD) Award Winner





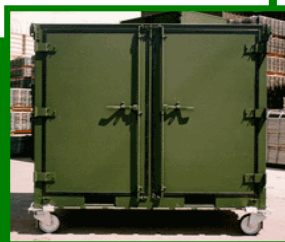
Containers

Traditional Support

✘ Containers range from small oil sample bottles to 20' and 40' dry freight, steel cargo containers

- Customization services include:
 - racks
 - shelving
 - kits
 - A/C
 - dehumidifiers
 - accessory configuration kits for a variety of material weapons

- CMCI
- Wel Fab Inc
- AAR Mobility Systems
- BOH





Lighting

Traditional Support

Commercial Lighting Products

- Compact Fluorescent Lamps
- LEDs
- Electronic Ballast
- Low Mercury Lamps
- High Pressure Sodium Lights
- Solar/Wind Powered Lighting Fixtures





Material Handling Products

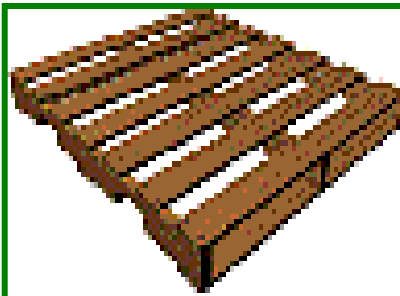
Traditional Support

- ✘ Major customers include DDC, DDD Europe & Susquehanna, Navy Base San Diego, Dover AFB, Norfolk Navy Shipyard & Base
- ✘ RFID Tags provide global asset visibility from vendor to war fighter

- Aircraft Servicing Equipment
- Dehydrators and Desiccants
- Portable MHE Scales, Ramps
- Tie Downs & Load Binders
- Pallets & Pallet Covers
- Boxes, Tote, Shipping
- Specialized Warehouse Shelving
- Radio Frequency (RFID) Tags

Federal Stock Classes

1730, 1740, 3910, 3920, 3930, 3960,
3990, 4430, 4440, 4460, 6350





Executive Agent for Class IV Construction & Barrier Material

- DLA provides E2E support to the customer
- Oversight of Construction & Barrier material
- OSD approval received July 16, 2005
- Rehearsal Of Concept (ROC) Drill
- Bi-annual EA Council

- Construction Material
 - Lumber/Plywood
- Barrier Material
 - Concertina/Barbed Wire
 - Fence Posts (Pickets)
 - Revetments
 - Sandbags
- Ground Stabilization Material
 - AM2 Landing Mat
 - Sand Grids





C&E Humanitarian Assistance

Inquiries were received and/or support provided for the following items:

Tents

Cargo Nets

Rebuilding Materials

Cots

Reefers

Lumber

Fire Buckets

Generator sets

Slings

Sandbags

Bobcat Wheel Loader

Chemlights

Tarp

Latrine Units

Shower Units





Achievements

- Over 1.7M Storage and Shipping Containers for troop deployments throughout the US... many required in 7-21 days
- Over 437,000 fire extinguishers and 671,000 gallons of fire extinguishing liquid foam in support of CENTCOM
- Over 838,000 life-preservers for the Navy, Marines and Air Force
- Over 1.3M RFID tags in support of DoD shipments
- Over 20.4 million targets for training... US & Iraqi troops
- Over 1.1M cots for CENTCOM
- Over 3.9 million rolls of concertina wire used in support of CENTCOM



What We Want to Leave You With

Actively Engaged in Warfighter Readiness

- Understanding Warfighter Requirements
- Knowledge of customer's needs for continual improvement
- Looking for Industry's support in meeting the requirements of the Service customer



From Logistics *Mass*
To Logistics
Velocity & Visibility



Providing the **Right Item** @ the **Right Time** in the **Right Place** for the **Right Price, Every Time**



Business Development Opportunities

The following items represent those areas where C&E is looking to expand industrial support/participation. The information provided below is preliminary data for suppliers to identify potential areas to initiate/expand their business base with the Department of Defense.

Item Description	Federal Stock Class	POC	Office	Phone
5 Gallon Fuel Cans	7240	Bill Austin	DSCP/Metals IST	215-737-2877
Labels/Markers	7690 9905	Tom Pawlowski	DSCP/Fire & Emergency Services Equipment IST	215-737-3771
Welding, Soldering and Brazing Supplies	3439	David Katz	DSCP/Building Materials IST	215-737-8636
Aircraft Ground Support Equipment	1730 1740	Mark Scott	DSCP/Ground Support IST	215-737-7531
Forgings	3940	Lou Cooker	DSCP/Miscellaneous Construction IST	215-737-0342