



# 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

- End items and components
- Fire resistant items
- Body Armor
- Testing and evaluation...



# Class II Products & Services



Ecclesiastical Items



Flight Suits



Class A Uniforms



Go-to-War Camouflage



Body Armor



Chem Suits



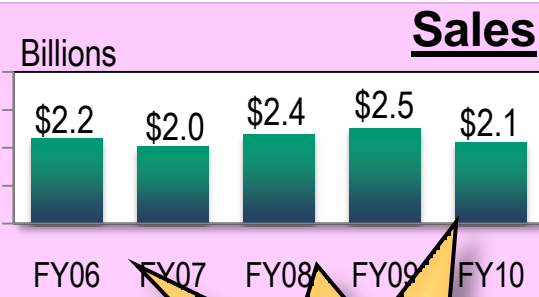
Tents



# Clothing & Textiles

## Customers / Items

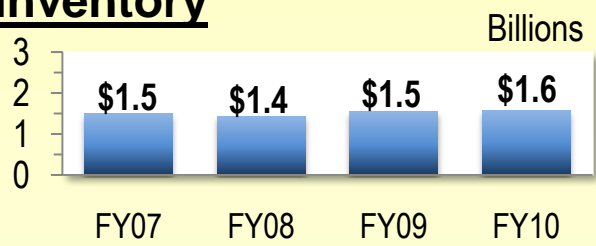
Customers: 20,000  
 Orders: 7.3M annually  
 average 600k monthly  
 Items: 48,000



# The Big Picture

**FY11 Forecast  
\$2.479B**

## Inventory



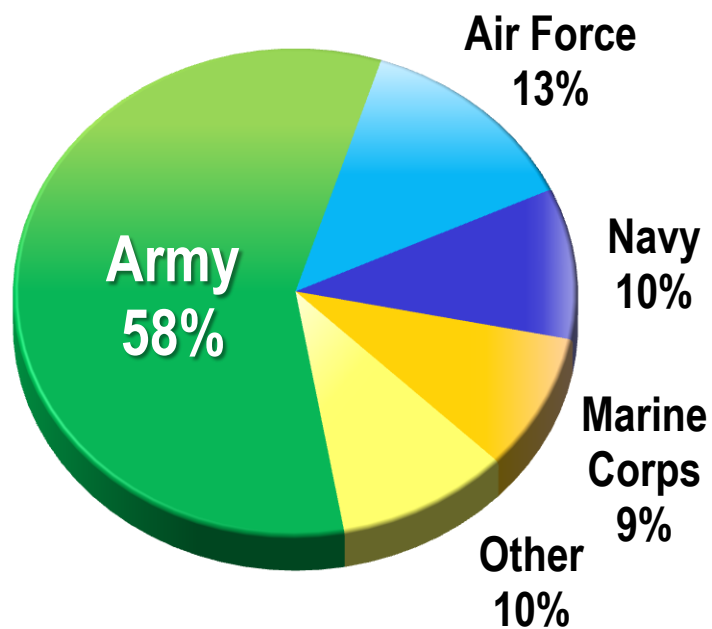
## Personnel / Vendors

Employees (auth): \*333 civilian  
 + 10 military  
 Suppliers: 604  
 \*includes 2 DLA Troop Support Europe & Africa positions

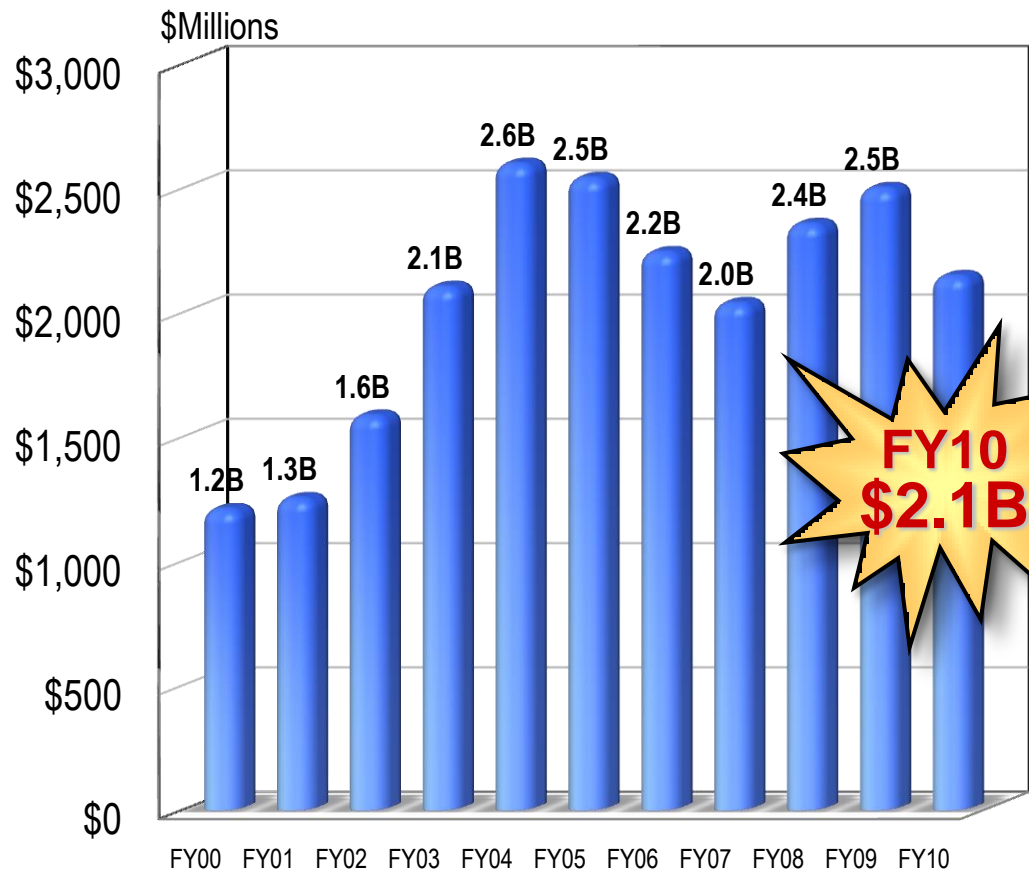


# Clothing & Textiles Sales

## FY10 Service Breakout



## Historical Trend





# Clothing & Textiles Strategic Conditions

## Current State

Service spiral development strategies supporting Service-specific requirements



## Mitigation Actions

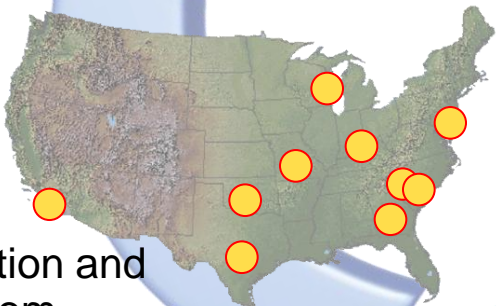
Early involvement in product life cycle to enhance a **balanced program mgmt focus**



*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





# Clothing & Textiles... A Unique Commodity

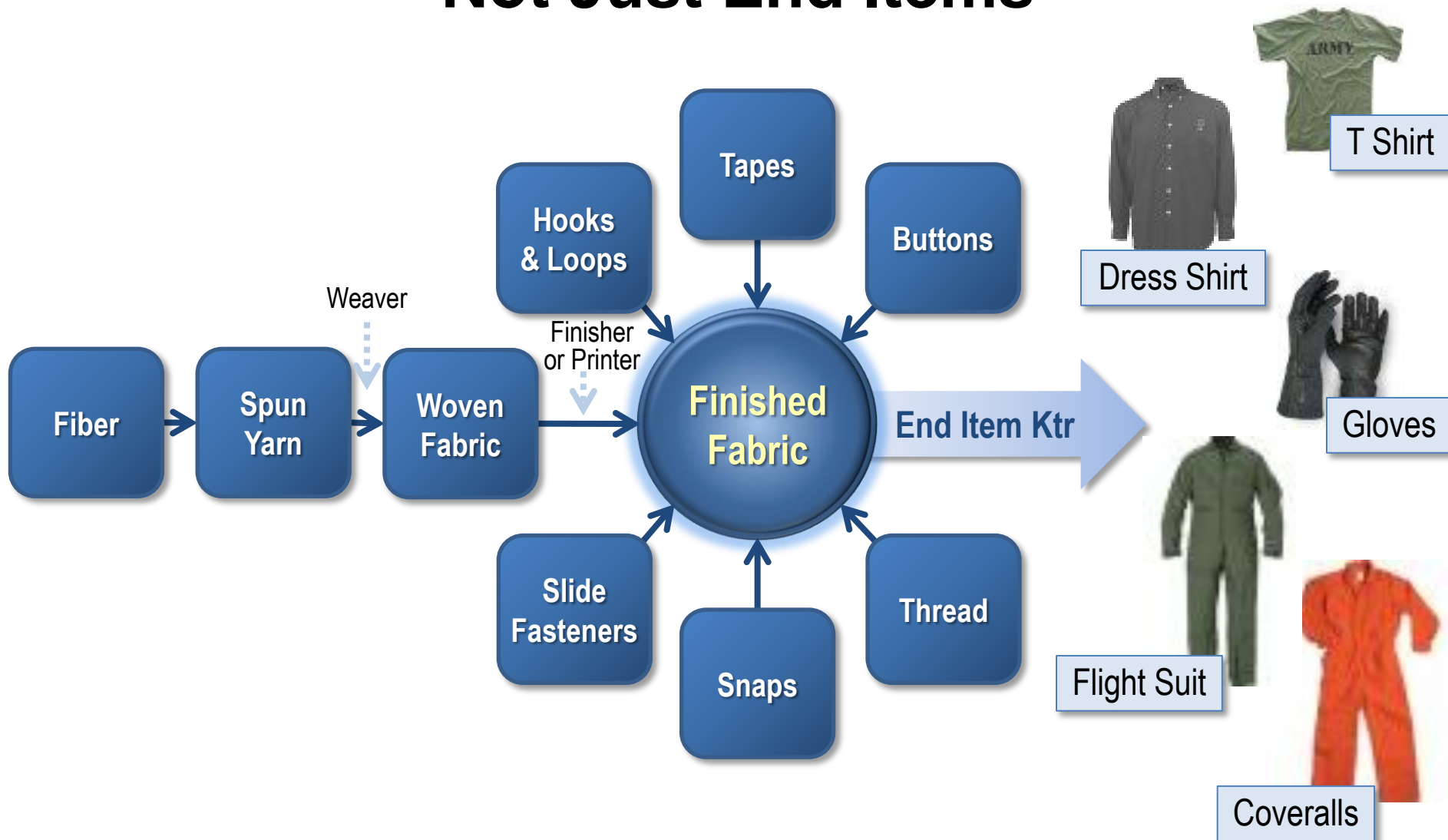
- Sized items
  - Combat boot... 140 sizes
  - Men's Army dress coat... 65 sizes
  - Airman battle uniform... 155 sizes
- Military unique
  - Most clothing on a specification
  - Service driven requirements
  - Simple garments to complex protective clothing (e.g., chem suits)
- Industrial base... strategic 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







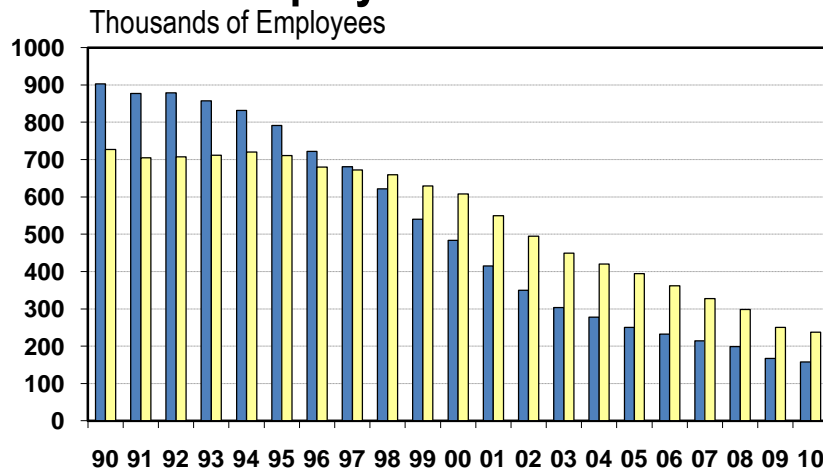
# C&T Industrial Base Capacity

## Berry Amendment and the Domestic Industry

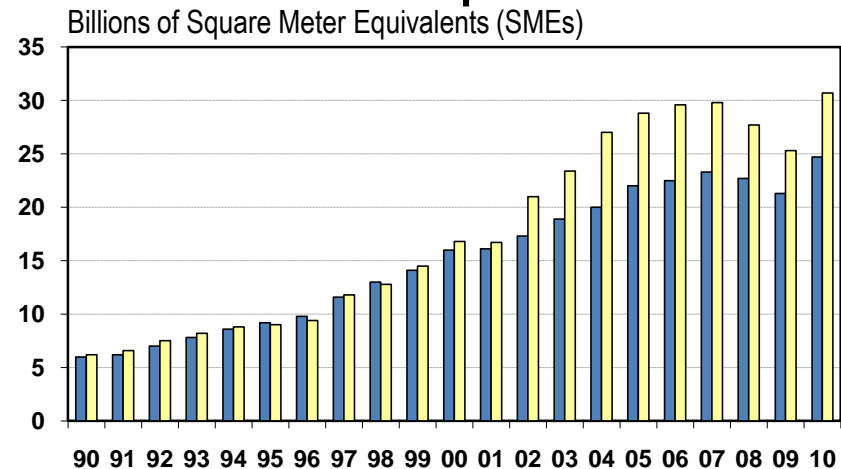
### Berry Amendment...

- 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 and processes
  - Waiver requires Domestic Non-Availability Determination

### Employment Levels



### Imports



■ Apparel ■ Textiles

\* Data source: American Apparel & Footwear Association (AAFA), May 2011



# Organizational Clothing & Individual Equipment Management Challenge

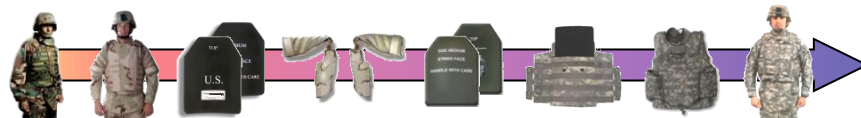


## Examples

## 2001

## 2011

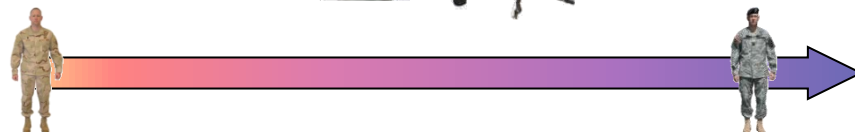
- Body Armor



- 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



# 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 DLA Troop Support's subcontractor
- DLA Troop Support 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 DLA Troop Support

**FY10 sales exceeded \$182M**



# How to do Business with Us

- DLA Troop Support Web site
  - <http://www.dscp.dla.mil>
  - Points of contact
  - Product lines
- Small Business Office Web site
  - <http://www.dscp.dla.mil/sbo/socio.asp>
  - General guidance concerning how to do business with DSCP
- Central Contract Registration (CCR)
  - <http://www.ccr.gov>
  - Required validation contractors working with Government
- Federal Business Opportunities (FEDBIZOPPS)
  - <https://www.fbo.gov>
- DLA Internet Bid Board System (DIBBS)
  - <https://www.dibbs.bsm.dla.mil>
  - Solicitations, drawings, specifications and standards listed... can be downloaded



# DLA Troop Support Small Business Office

- FY10... \$900M total small business contract dollars
  - HUBZone small business... \$260M
  - Women-owned small business... \$112M
  - Small Disadvantaged business... \$240M
  - Veteran-owned small business... \$103M
- Small businesses are vital components of the domestic industrial base
  - In 2010 over 49% of C&T items were from domestic small businesses (30% DLA Troop Support)
  - Many small businesses met the rapidly escalating demand for OIF/OEF

**Michael McCall**

Director, Small Business

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**Joann Gatica**

C&amp;T Small Business Rep

(215) 737-5910

Joann.Gatica@dla.mil



# Best Value Strategy

Evaluation of source(s) whose proposal offers the greatest (best) value to the Government in terms of quality, performance, risk management, cost or price and other factors

- Delinquencies reduced
- Long term relationships built
- Defaults virtually eliminated



95% of C&T contracts are awarded via Best Value



# Succeeding at Best Value

- Check your PDM against the patterns and specifications to ensure accuracy
- Your Past Performance rating is critical
- If issues arise, **seek** to mitigate quickly... you **can** recover
- Explain any problems in your proposal... including how you recovered
- Offer competitive pricing... we may award on initial offers



# The Elements of Best Value

(in relative order of importance)

- Product Demonstration Model
- Past Performance
- Technical Proposal
- Socio-economic Factor (>\$500k)
- Price Proposal

Contracts normally consist of a base year with options for 1 to 4 additional years





# Stages in a Best Value Buy

- Synopsis in FEDBIZOPs
- Solicitation opening to closing
- Evaluation of initial offers
- Competitive range determination\*
- Discussions\*
- Final Proposal revisions\*
- Award

\* Does not apply if we award on initial offers



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# What's Coming Next?

Navy Working Uniform  
Type II



USMC Running Suit



Army Service Uniform



Army OCP  
ECWCS Parka



Army OEF  
Camouflage Pattern (OCP)



USMC Rugged All  
Terrain (RAT) Boot



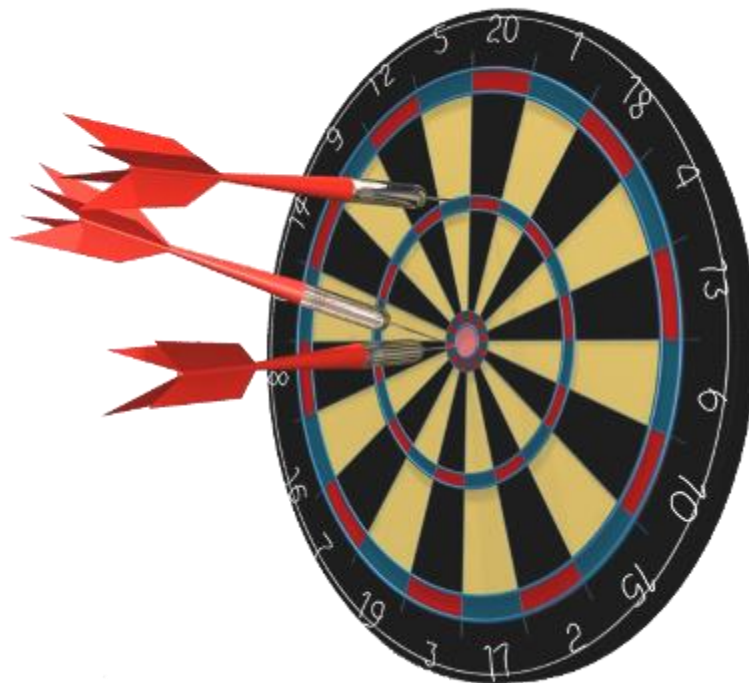
# Who to Contact?

		POC	Phone No.
Dress Clothing	<ul style="list-style-type: none"><li>• Dress Uniforms</li><li>• Heraldics</li><li>• Shirts</li><li>• Headwear</li><li>• Outerwear</li></ul>	Sharon Piecyk	(215) 737-3257
Field Clothing	<ul style="list-style-type: none"><li>• Footwear</li><li>• Accessories (T-Shirts, Fitness Uniforms, Utility Clothing)</li></ul>	Steve Merch	(215) 737-2401
Organizational Clothing	<ul style="list-style-type: none"><li>• Cold Weather &amp; Flight Clothing</li><li>• Gloves</li><li>• Chemical Protective Items</li></ul>	Kevin Peoples	(215) 737-5657
Equipment & Tentage	<ul style="list-style-type: none"><li>• Body Armor</li><li>• Equipment</li><li>• Tents</li><li>• Helmets</li><li>• Safety Items</li></ul>	Terri Scheetz	(215) 737-3274
Strategic Material Sourcing Group	<ul style="list-style-type: none"><li>• 3PLs</li><li>• Industrial Base Planning</li></ul>	Donna Pointkouski	(215) 737-4290



# 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**

# CLOTHING & TEXTILES

DEFENSE SUPPLY CENTER PHILADELPHIA



# MEDICAL

DEFENSE SUPPLY CENTER PHILADELPHIA



# CONSTRUCTION EQUIPMENT

DEFENSE SUPPLY CENTER PHILADELPHIA



# SUBSISTENCE

DEFENSE SUPPLY CENTER PHILADELPHIA

