WARFIGHTER FOCUSED, GLOBALLY RESPONSIVE SUPPLY CHAIN LEADERSHIP

DEFENSE LOGISTICS AGENCY
AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

WARFIGHTER SUPPORT ENHANCEMENT
STEWARDSHIP EXCELLENCE
WORKFORCE DEVELOPMENT

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
The Big Picture

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

Sales
- FY05: $2.5
- FY06: $2.2
- FY07: $2.0
- FY08: $2.4
- FY09: $2.5

Obligations
- FY05: $2.1
- FY06: $1.6
- FY07: $1.9
- FY08: $2.1
- FY09: $2.6

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

FY10 Forecast $2.454B
Clothing & Textiles Sales

FY09 Service Breakout

- Army: 59%
- Air Force: 12%
- Navy: 9%
- Marine Corps: 8%
- Other: 12%

Historical Trend

FY00: 1.2B
FY01: 1.3B
FY02: 1.6B
FY03: 2.1B
FY04: 2.6B
FY05: 2.5B
FY06: 2.2B
FY07: 2.0B
FY08: 2.4B
FY09: 2.5B

FY09 Service Breakout

$Millions

FY00 FY01 FY02 FY03 FY04 FY05 FY06 FY07 FY08 FY09

FY09 $2.5B
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

**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

Warehousing & Distribution

Requirements

Development

Procurement

Production
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
Not Just End Items

1. Fiber → Spun yarn
2. Weaver → Woven Fabric
3. Finisher or printer → Finished Fabric
4. Slide Fasteners → Hook & Loop
5. Tapes → Buttons
6. Thread → Snaps

End Item Ktr → Dress Shirt → Gloves
Flight Suit → Coveralls

 detalowy diagram z wskazaniem kroków produkcji od włókiennictwa do ostatecznych wyrobów.
How to Do Business with C&T

• DSCP Web Site [http://www.dscp.dla.mil](http://www.dscp.dla.mil)
  – Points of Contacts
  – Product Lines


• DLA Internet Bid Board System (DIBBS)
  – [https://www.dibbs.bsm.dla.mil/](https://www.dibbs.bsm.dla.mil/)
  – Solicitations, Drawings, Specifications, and Standards listed
    – Can be downloaded

• Small Business Office Web Site
  – 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

<table>
<thead>
<tr>
<th>RTC</th>
<th>Last Week</th>
<th>This Week</th>
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</thead>
<tbody>
<tr>
<td>Ft Jackson</td>
<td>99%</td>
<td>95%</td>
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<tr>
<td>Ft Benning</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Ft Leonard Wood</td>
<td>100%</td>
<td>89.4%</td>
</tr>
<tr>
<td>Ft Sill</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Ft Knox</td>
<td>100%</td>
<td>100%</td>
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<tr>
<td>MCRD Parris Island</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Lackland AFB</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>Great Lakes</td>
<td>97.2%</td>
<td>97%</td>
</tr>
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8,717 Service People
284,813 Items
Supply Chain Management

Virtual Prime Vendor - KYLOC

KYLOC

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

<table>
<thead>
<tr>
<th>Unit</th>
<th># of Svc Members</th>
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<tbody>
<tr>
<td>Army National Guard</td>
<td>360,000</td>
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<tr>
<td>Air National Guard</td>
<td>107,000</td>
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<tr>
<td>Navy Reserve</td>
<td>67,000</td>
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<tr>
<td>Marine Reserves</td>
<td>40,000</td>
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<tr>
<td>Navy Seabees</td>
<td>24,000</td>
</tr>
<tr>
<td>Navy Coastal Warfare</td>
<td>4,000</td>
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<tr>
<td>Navy Amphibs</td>
<td>3,000</td>
</tr>
<tr>
<td>Naval Special Warfare Command (SEALs)</td>
<td>4,000</td>
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<tr>
<td>Naval ELSF</td>
<td>10,000</td>
</tr>
<tr>
<td>Naval Installation Command</td>
<td>10,000</td>
</tr>
<tr>
<td>Army Direct Ordering</td>
<td>Over 130,000</td>
</tr>
<tr>
<td>Army Reserve</td>
<td>207,000</td>
</tr>
</tbody>
</table>
Clothing & Textiles
Supply Chain Management

Army Direct Ordering (ADO)
Web-Based logistics
CSA Authorized

1. Deployed soldier needs an item
2. Soldier accesses the internet
3. Soldier places an order via AKO Army Knowledge On-Line
4. The order is received state-side at DODP site (KVLOC)
5. Items ordered are picked: Patches and insignia
6. The order ships via the US Postal System to the individual Soldier

Winner of 2006 Supply Chain Excellence OSD Award

- 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

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

2003

- Roll out complete
- Mandatory wear date May 08

2005

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

2006

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

2007
Organizational Clothing & Individual Equipment Management Challenge

Examples

- Body Armor
- Helmets
- Uniforms
- Boots
- Fire Resistant Clothing
- Eye Wear

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

~$4,000 OCIE per Soldier
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.