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

Inventory
- FY06: $607
- FY07: $501
- FY08: $499
- FY09: $476

Sales
- FY06: $2.190B
- FY07: $2.229B
- FY08: $2.385B
- FY09: $2.695B

FY10 sales forecast: $2.949B

Personnel / Vendors
- Employees (auth): 414 civilian
  4 military
- Suppliers: 2,980
Construction & Equipment Supply Chain

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

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

- Graybar
- SAIC
- Supply Core
- Theodor Wille Intertrade
- Universal Sodexho
Special Operations Equipment

Traditional and PV Support

- 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

Major customers include:
- Army
- Special Forces
- Naval Special Warfare
- Explosive Ordnance Disposal
- Marine Expeditionary Units
- Naval Costal Warfare

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

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

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

- 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

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

- 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
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

<table>
<thead>
<tr>
<th>Item</th>
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<tbody>
<tr>
<td>Tents</td>
<td>Cargo Nets</td>
<td>Rebuilding Materials</td>
</tr>
<tr>
<td>Cots</td>
<td>Reefers</td>
<td>Lumber</td>
</tr>
<tr>
<td>Fire Buckets</td>
<td>Generator sets</td>
<td>Slings</td>
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<tr>
<td>Sandbags</td>
<td>Bobcat Wheel Loader</td>
<td>Chemlights</td>
</tr>
<tr>
<td>Tarp</td>
<td>Latrine Units</td>
<td>Shower Units</td>
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</tbody>
</table>
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.

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