Agenda

• Command Overview

• DLA Land and Maritime Overview

• Strategic Acquisition Programs Directorate (SAPD) Overview and Initiatives

• Resolution Specialist Overview, “How Do I Get Paid?”

• Got Quote/Let’s Talk Initiative

• Break-out/Story Boards
DLA Land and Maritime Leadership Team

**Deputy Commander**
Mr. James McClaugherty, SES

**Commander**
Darrell K. Williams, BG

**Chief of Staff**
COL Ryan Kivett, US Army
Mr. Griff Warren, Deputy

**Executive Director, Contracting & Acquisition Management**
Mr. Milton K Lewis, SES
WARFIGHTER FOCUSED, GLOBALLY RESPONSIVE SUPPLY CHAIN LEADERSHIP

DLA Maritime Leadership Team

Maritime Customer Ops
CAPT Kevin Head, USN
Ms. Deborah Haven, Deputy

Maritime Supplier Ops
CAPT Roland Wadge, USN
Ms. Patricia Shields
CDR Jay Tucker, Deputies

DLA LAND AND MARITIME
- Philadelphia
Mr. Roger Dixon
Mr. Frank Madeja, Deputy

DLA MARITIME
Mechanicsburg
Mr. Bob Taylor
# DLA Maritime Supply Chain At a Glance

<table>
<thead>
<tr>
<th>Columbus/Philadelphia</th>
<th>Mechanicsburg</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1.8 M Items</strong></td>
<td><strong>Primary Customer</strong></td>
</tr>
<tr>
<td><strong>$2 B Sales</strong></td>
<td>Naval Supply Systems Command and Naval Inventory Control, Mechanicsburg PA</td>
</tr>
<tr>
<td><strong>Mechanical</strong></td>
<td><strong>Products Supported – Systems</strong></td>
</tr>
<tr>
<td>Pumps, Compressors, Valves, Hose &amp; Tube, Fittings, Bearings, Packing &amp; Gaskets</td>
<td>Hull, Mechanical, and Electrical Surveillance</td>
</tr>
<tr>
<td><strong>Electrical</strong></td>
<td>Communications Combat Systems Aviation Ground</td>
</tr>
<tr>
<td>Wire &amp; Cable, Switches, Relays, Transformers, Antennas, Resistors Microcircuits</td>
<td>Support Equipment</td>
</tr>
<tr>
<td><strong>By</strong></td>
<td><strong>836 Employees</strong></td>
</tr>
<tr>
<td><strong>315K Contract Actions</strong></td>
<td><strong>22 Integrated Supplier Teams</strong></td>
</tr>
<tr>
<td><strong>Worth $1.5B</strong></td>
<td><strong>3 Sites</strong></td>
</tr>
<tr>
<td><strong>836 Employees</strong></td>
<td><strong>From</strong></td>
</tr>
<tr>
<td><strong>22 Integrated Supplier Teams</strong></td>
<td><strong>7,709 Suppliers who include Dealers and manufacturers</strong></td>
</tr>
<tr>
<td><strong>3 Sites</strong></td>
<td><strong>3 Sites</strong></td>
</tr>
<tr>
<td><strong>From</strong></td>
<td><strong>7,709 Suppliers who include Dealers and manufacturers</strong></td>
</tr>
</tbody>
</table>
Warfighter Focused, Globally Responsive Supply Chain Leadership

DLA Land Leadership Team

DLA Land Customer Operations
COL Jeffrey Vieira, USA
Ms. Barbara Robertson, Acting Deputy

DLA Land Supplier Operations
COL Christine Erlewine, USAF
Mr. Ben Roberts, Deputy

DLA Land – Warren
Ms. Ellen Davis
Mr. Victor Vaughn

DLA LAND AND MARITIME - Philadelphia
Mr. Roger Dixon
Mr. Frank Madeja, Deputy

DLA Land – Aberdeen
Mr. Doug Nevins
Mr. Stephen Bianco
## Columbus/Philadelphia
- 462K Items
- $2.2 B Sales
- 500K Contract Actions
  - Automotive Parts – Tracked and Wheeled Vehicles
  - Batteries
  - Tires and Tire Products
  - Small Arms
  - Miscellaneous Hardware
- 5000+ Suppliers
- Key SSA Vendors:
  - AM General
  - BAE
  - Anniston/Fairfield/Sealy
  - GDLS
  - Oshkosh Truck

## Warren
- Products Supported:
  - Tactical Vehicles
  - Petroleum & Water
  - Combat Vehicles
  - Bridging
  - Watercraft

## Aberdeen
- Products Supported – C4ISR Systems
  - C4 – Command, Control, Communications, and Computers
  - I - Intelligence
  - S - Surveillance
  - R - Reconnaissance
Spend Analysis by Federal Supply Class (FSC)

FSC Spend by ADV APR 11

35 FSCs hold 80% of the Spend ADV and 81% of the actual Obligations

Group 1: 6140, 5340, 2540, 2510, 5985 – Vehicle Parts, Hardware, Antennas, Batteries
Group 2: 4820, 1005, 2530, 4730, 5930 – Guns, Vehicle Parts, Fittings, Valves, Switches
Group 3: 2610, 4720, 5330, 3040, 6135 – Transmission Parts, Hose and Tubing, Gaskets
Group 4: 5935, 4810, 5965, 4320, 2590 – Pumps, Valves, Connectors, Headsets
Group 5: 2620, 6130, 5945, 2520, 4710 – Transmission Parts, Pipes, Relays, Convertors
Group 6: 2910, 4330, 1095, 5998, 6110 – Engine Components, Filters, Electronic Parts
Group 7: 2815, 6145, 5999, 6625, 2920 – Vehicle Parts, Electronics, Engine Components
**DLA Land and Maritime**  
**Strategic Material Sourcing (SMS) Plan FY11-13**

<table>
<thead>
<tr>
<th>Sourcing Approach</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Quarter</strong></td>
<td>1st</td>
<td>2nd</td>
<td>3rd</td>
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<tr>
<td><strong>Commodity Support Plan (CSP)</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>FSCs 5961/2</td>
<td>FSC 4710</td>
<td>TSI</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FSI-G+</td>
<td>MRAP LTC</td>
</tr>
<tr>
<td></td>
<td></td>
<td>MRAP LTC</td>
<td>IPV-TYAD</td>
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<tr>
<td><strong>Weapon System</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>FSC 4730</td>
<td>FSC 5935</td>
<td>FSC 25-</td>
</tr>
<tr>
<td></td>
<td>FSC 4720</td>
<td>FSC 5930</td>
<td>FSC 25--</td>
</tr>
<tr>
<td></td>
<td>FSC 5930</td>
<td>FSC 25--</td>
<td>FSC 25-</td>
</tr>
<tr>
<td></td>
<td></td>
<td>FSC 25-</td>
<td>SDVOSB</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Customer</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LTCs – New Contracts</td>
<td>432</td>
<td>457</td>
<td>436</td>
</tr>
<tr>
<td>LTCs – Renewals</td>
<td>322</td>
<td>360</td>
<td>366</td>
</tr>
<tr>
<td><strong>SMS Growth-New Total ADV (Millions)</strong></td>
<td>$98.6</td>
<td>$96.2</td>
<td>$92.5</td>
</tr>
</tbody>
</table>

**Total Land and Maritime ADV SMS LTC Coverage End of FY11 = $1.04 B**

_LTCs still key to leveraging automation... Award new LTCs and sustain contract renewals_
Office of Small Business Programs

Vikki Hawthorne
Associate Director
DLA Land and Maritime

Staff of 10:
Columbus (7)
Warren (1)
Mechanicsburg (1)
Aberdeen (1)

Focus Areas:
• Provide Enhanced Warfighter Support Through Industrial Base Expansion of Viable Small Business Suppliers
• Ensure Small Business Community has a Fair Opportunity in the Acquisition Process
• Advise Acquisition Personnel on all Socioeconomic Programs
• Educate Small Business on ‘Doing Business With DLA’

Key Customers/Suppliers/Stakeholders:
• Military Customers
• Small Business and Socioeconomic Program Community
• Support DLA Land and Maritime Supply Chains, DLR Detachments and Shipyards

Business Counseling Center
TKO Seminars
Manufacturing Capability Briefings
DIBBS Help Desk
Resolution Specialist /Vendor Education

- Payment is made based on the latter date of the receipt of a valid invoice or Government acceptance (unless fast payment procedures are authorized).

- Acceptance is based on:
  - Material
  - Quantity
  - Price
  - Receipt Location
  - Shipping, Packaging, Marking Requirements
  - Receiving Documents

Check out the Condition Code “L” Breakout Session
Resolution Specialist /Vendor Education (Cont)

Top Ten Reasons Payments are Delayed

#10 – Shipment does not meet packaging requirements.

#9 – Incorrect Item received.

#8 – Non-conformance to heat treatment requirement for wood packing materials (including pallets). Since 2007, all wood packing material requires a stamp certifying Heat treatment (DLAD clause 52.247-9012).
Resolution Specialist /Vendor Education (Cont)

#7 – Material not received in an acceptable condition – (damaged, non-compliant to shelf-life requirements, other quality issues).

#6 – Quantities on shipping documents or invoice are more or less than in the shipment.

#5 – Improper Markings – shipments must be compliant to Mil-Std-129P marking requirements.
Resolution Specialist /Vendor Education (Cont)

#4 – No documentation received with the shipment. ** MIL-Std-129P requires a copy of the receiving report be sent with the shipment unless otherwise noted in the contract.

#3 – Wrong CLIN number on shipping documents or invoice.

#2 – Incorrect data on invoice (Delivery order number omitted or incorrect, unit of issue incorrect, etc) Invoice must match contract data.
And the #1 reason why payments are delayed . . .

Materials shipped to the wrong location (all contract line items shipped to one location).
Resolution Specialist /Vendor Education (Cont)

- Contact your Contract Administrator
- Maintain up-to-date point of contact information in the Central Contractor Registry (CCR)
- Retain and make available Proof of Delivery (Carrier tracking) information
- Recommend placing the shipment commercial tracking numbers in WAWF Receiving Report
Resolution Specialist /Vendor Education (Cont)


- www.dodrfid.org – information on DoD’s Radio Frequency Identification marking requirements

- www.wawftraining.com – online training for Wide Area Workflow
Got Quote?

Ashley Thompson

Patrick Hayden

• Fill Requirements - Increase Supplier Interaction
• Initiative from 2010 Supplier’s Conference
  – Marine Hardware & Powered Valves
  – Small Scope/Big Payoff
• Lessons Learned
  – Unexpected Interaction
  – Information Changes Quickly
  – Refine List of Requirements
  – Push Information Earlier
Got Quote?

• Expanded Across DLA Land and Maritime
• Actionable List of Requirements
• Established Process for Business Transactions
  – DLA Land and Maritime Supplier Operations Booth
  – Submit Quote – Quote Sheets Supplied
  – Award/Status
• Contact –
  – Patrick Hayden – Cell: 614-623-3866
  – Ashley Thompson – Cell: 614-623-3862
• Questions?
### Customers’ Views of the Future

#### Land

- **USMC Industrial funding stable FY08-12 at approx $400M**
  - But redeployment of equipment from OEF to OIF has deferred Reset
  - **$7B deficit**
- Responsible drawdown of OEF
- Army Tactical Wheeled Vehicle Strategy
  - MRAP and JLTV Program futures uncertain
- **Army Depot programs from $4.0B in 2010 to $2.3B in 2012**
- **Army Reset programs from $8.7B in 2010 to $4.5B in 2012**
- Bradley, Abrams, Stryker, M777 end production by 2013
- CLS Affordability Concerns
  - Stryker and RCV
- Full spectrum of conflict training
  - Vice COIN focus
  - HBCTs to NTC

#### Maritime

- **284 ship fleet vs. 313 goal**
  - 75% of goal in fleet today
  - Must maintain Op Readiness
  - Decomms include: LHA, SSN, FFG, LPD, AE
  - Comms include: VA, CVN, DDG, LCS, etc.
- **Littoral Combat Ship (LCS) centerpiece of Fleet Modernization Strategy**
  - 55 Hulls by 2035 (24 funded)
  - Two Hull configurations
  - Organic support via DLA vice CLS
- Navy Shipyard Direct Non Labor Funding from $673M in FY10 to $619M in FY13
- **Fleet Operations funding reduced**
  - Repair parts funded between 33% and 58%
  - Steaming Days decrease 19% in FY13
- Increased reliance on DLA
Supplier Requirements Visibility Application (SRVA)

• Provides 24 months of Sale Forecasts.
• There are 3 search options: HTML, Spreadsheet, or Delimited.
• Information can be obtained by entering a NIIN or FSC.
• Must be a registered DIBBS user.
• Can be located on the DIBBS website: https://www.dibbs.bsm.dla.mil/
Story Board Charts
### Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Obligations**</th>
<th>SRVA Data*</th>
<th>2 Year Value of FSC</th>
</tr>
</thead>
<tbody>
<tr>
<td>5330 Packing and Gasket Materials</td>
<td>$ 75,105,312</td>
<td>7,784,170</td>
<td>$157,164,207</td>
</tr>
<tr>
<td>5331 O-Rings</td>
<td>$ 8,984,530</td>
<td>6,046,092</td>
<td>$ 7,616,353</td>
</tr>
<tr>
<td>5355 Knobs, Dials and Pointers</td>
<td>$ 3,957,146</td>
<td>178,111</td>
<td>$ 2,689,128</td>
</tr>
<tr>
<td>5340 Miscellaneous Hardware</td>
<td>$271,510,721</td>
<td>18,629,402</td>
<td>$ 6,253,568</td>
</tr>
</tbody>
</table>

*Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created.

**Data is from a 12 month period: April 2010 through April 2011.
Active Devices Division

David McGraw
Division Chief

Lisa Ohl
Electronic Assemblies and Transformers

Evan Baisden
Micocircuits & Semiconductors DMS

Anthony Carrico
Non-Powered Valves

Top Federal Supply Classes

<table>
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<th>SRVA Data *</th>
<th>2 Year Value of FSC</th>
</tr>
</thead>
<tbody>
<tr>
<td>4820 Valves, Non-Powered</td>
<td>$132,174,980</td>
<td>2,496,376</td>
<td>$462,603,645</td>
</tr>
<tr>
<td>5998 Electrical and Electronic Assemblies</td>
<td>$34,687,202</td>
<td>38,405</td>
<td>$27,646,107</td>
</tr>
<tr>
<td>5960 Electron Tubes and Associated Hardware</td>
<td>$24,031,496</td>
<td>15,348</td>
<td>$16,227,977</td>
</tr>
</tbody>
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** Data is from a 12 month period: April 2010 through May 2011
Electrical Devices Division

Anita Luich
Division Chief

Top Federal Supply Classes

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<th>SRVA Data *</th>
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</tr>
</thead>
<tbody>
<tr>
<td>5930 Switches</td>
<td>$ 74,491,904</td>
<td>547,036</td>
<td>$64,071,007</td>
</tr>
<tr>
<td>5935 Connectors, Electric</td>
<td>$ 58,403,934</td>
<td>36,168,175</td>
<td>$63,133,278</td>
</tr>
<tr>
<td>4810 Valves, Powered</td>
<td>$ 52,867,223</td>
<td>117,414</td>
<td>$54,677,454</td>
</tr>
<tr>
<td>5945 Relays and Solenoids</td>
<td>$ 43,307,003</td>
<td>297,902</td>
<td>$32,812,163</td>
</tr>
<tr>
<td>2040 Marine Hardware and Hulling</td>
<td>$ 18,875,829</td>
<td>44,430</td>
<td>$11,402,589</td>
</tr>
</tbody>
</table>

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** Data is from a 12 month period: April 2010 through May 2011
Electronics, Pumps & Compressors Division

Top Federal Supply Classes

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</tr>
</thead>
<tbody>
<tr>
<td>5985 Antennas, Waveguides &amp; Related Equip</td>
<td>$105,275,057</td>
<td>459,706</td>
<td>$121,862,978</td>
</tr>
<tr>
<td>4320 Power and Hand Pumps</td>
<td>$56,081,503</td>
<td>129,833</td>
<td>$57,777,627</td>
</tr>
<tr>
<td>4330 Centrifugal, Separators, Pressure &amp; Vacuum Fils</td>
<td>$38,707,577</td>
<td>1,032,368</td>
<td>$37,496,078</td>
</tr>
</tbody>
</table>

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Fluid Handling Division

Linda McCarty
Division Chief

Deena Griffith
Fittings

LCDR Alex Wallace
Flexible Hoses & Tubing

Debbie Robinson
Pipes & Tubing

Top Federal Supply Classes

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>4730 Fitting and Adaptors</td>
<td>$ 89,276,754</td>
<td>4,467,654</td>
<td>$83,189,323</td>
</tr>
<tr>
<td>4720 Hose and Flexible Tubing</td>
<td>$ 79,862,658</td>
<td>2,515,879</td>
<td>$69,775,820</td>
</tr>
<tr>
<td>4710 Pipes and Tubing</td>
<td>$ 40,989,532</td>
<td>1,877,197</td>
<td>$37,264,518</td>
</tr>
</tbody>
</table>

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### Power Transmission & Hardware/Electrical Division

#### Diane Circle
Division Chief

#### Top Federal Supply Classes

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</tr>
</thead>
<tbody>
<tr>
<td>6105/3010 Motors &amp; Mechanical Components</td>
<td>$ 38,416,925</td>
<td>77,608</td>
<td>$28,947,095</td>
</tr>
<tr>
<td>3040 Power Transmission Equipment</td>
<td>$ 63,040,097</td>
<td>544,020</td>
<td>$90,900,198</td>
</tr>
<tr>
<td>5950 Hardware/Electrical</td>
<td>$ 23,973,519</td>
<td>65,675</td>
<td>$18,407,501</td>
</tr>
</tbody>
</table>

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Supplier Support Division
Division Chief: David Glasscoe

**Mission:** Support for Maritime Supplier Operations

**Function:** Oversee Automated Indefinite Delivery Purchase Orders (AutoIDPOs), emergency buys, shipyard support, automated contracting, shared services, quality notification resolution and contract administration

**Branch Chiefs:**

AutoIDPOs, Emergency Buy Team (EBT), Procurement Automated Contracting Evaluation (PACE): Kelly Penwell

Contract Administration: Acting Myrtice Gray and Acting Jeff West

Shared Services: David Anders

Contract Quality Management: Rick Lennon
Emergency Buy, PACE, & AutoIDPO Branch

Emergency Buy Team Supervisor – Paula Webb
Customer-Direct Buys for our customers’ most urgent requirements

PACE & AutoIDPO Team Supervisor – Susan Knisley

Procurement Automated Contracting Evaluation (PACE): Manage PACE automated solicitations and awards up to $100,000

Automated Indefinite Delivery Purchase Orders (AutoIDPOs):
• AutoIDPOs are valid for up to two years or $100,000.
• Manage solicitation and award of all AutoIDPO instruments
Contract Administration Branch

Post Award Supervisors - Sue Coyer, Myrtice Gray, Gary Meyer, Jeff West, Temika Morris and Hiram Maisonave

- Responsible for all post award issues related to existing contracts assigned to Maritime Supplier Operations. Proactively work delinquency, backorder and special project reports.
- The workload is assigned by state or cage code. SSA/SCA suppliers are assigned to specific administrators.
- Coordinate with supply planners, product specialists, resolution specialists, legal, DFAS, and DCMA to resolve issues.
## Tactical Vehicle Support Division

![Denise Pennington](image)

- **Division Chief**: Denise Pennington

### Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC Nomenclature</th>
<th>Obligations**</th>
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</tr>
</thead>
<tbody>
<tr>
<td>2510 Vehicle Cab, Body &amp; Frame Structural Comp</td>
<td>$96,532,776</td>
<td>361,522</td>
<td>$121,152,592</td>
</tr>
<tr>
<td>2540 Vehicle Furniture &amp; Accessories</td>
<td>$65,392,054</td>
<td>1,257,017</td>
<td>$131,669,526</td>
</tr>
<tr>
<td>2530 Vehicle Brake, Steer Axle, Wheel &amp; Track Comp</td>
<td>$63,868,863</td>
<td>919,718</td>
<td>$84,209,377</td>
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<tr>
<td>2520 Vehicle Power Transmission Components</td>
<td>$25,539,463</td>
<td>276,211</td>
<td>$29,484,247</td>
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</tbody>
</table>

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**Data is from a 12 month period: April 2010 through May 2011**
Batteries/Tires Division

Dan McGrath
Division Chief

John Lidonnice
Batteries Team

Phil Ludwig
Tires Team

Top Federal Supply Classes

<table>
<thead>
<tr>
<th>FSC</th>
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<th>Obligations**</th>
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</tr>
</thead>
<tbody>
<tr>
<td>6140</td>
<td>Batteries, Rechargeable</td>
<td>$151,689,871</td>
<td>1,046,595</td>
<td>$159,782,419</td>
</tr>
<tr>
<td>2610</td>
<td>Tires &amp; Tubes, Pneumatic, Except Aircraft</td>
<td>$111,210,773</td>
<td>427,713</td>
<td>$168,322,221</td>
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<tr>
<td>2620</td>
<td>Tires and Tubes, Pneumatic, Aircraft</td>
<td>$65,184,836</td>
<td>132,215</td>
<td>$77,890,633</td>
</tr>
<tr>
<td>6135</td>
<td>Batteries, Nonrechargeable</td>
<td>$36,234,194</td>
<td>49,020,404</td>
<td>$311,747,241</td>
</tr>
</tbody>
</table>

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# Combat Vehicle Support Division

![Linda K. Johnson](image)  
**Division Chief**

- **Renee Magill**  
  Armament Team

- **Kristin Stober**  
  Engines Team

- **Bob Heine**  
  Combat Tracked and Wheeled Vehicles Team

## Top Federal Supply Classes

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<tr>
<th>FSC</th>
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<th>SRVA Data*</th>
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</tr>
</thead>
<tbody>
<tr>
<td>1005</td>
<td>Guns, thru 30 mm</td>
<td>$85,994,029</td>
<td>37,067,519</td>
<td>$351,334,380</td>
</tr>
<tr>
<td>2540</td>
<td>Vehicle Furniture &amp; Accessories</td>
<td>$56,024,371</td>
<td>1,257,017</td>
<td>$131,669,526</td>
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<td>2910</td>
<td>Engine Fuel Sys Comp, Except Aircraft</td>
<td>$33,235,823</td>
<td>919,503</td>
<td>$  42,008,282</td>
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<td>1095</td>
<td>Miscellaneous Weapons</td>
<td>$26,378,289</td>
<td>357,937</td>
<td>$  24,244,642</td>
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</table>

Quantities represent DLA Direct (DD) Projected Planned Orders and Customer Direct (CD) Projected Orders for the next two years. Quantities do not represent the Actual Orders to be created.

** Data is from a 12 month period: April 2010 through May 2011
Supplier Support Division

Kendall Cottongim
Division Chief

Focus Areas:
- Industrial Product-Support Vendor (IPV)
- Integrated Logistics Partnership (Customer Pay)
- MRAP common items
- Shared Services & Contract Admin Support
- Long-term contract support for strategic items
- Forward Presence logistics services

- Workforce: 80 professionals
- NSN’s Managed: 200,000
- Purchase Requests: 11,000
- Customer Sales Orders: 61K / month
- Annual Sales: $150M
Shared Services

**Tanya Merritt**
Shared Services IST

**Mechelle Vandermolen**
Supervisory Contract Specialist (Pre-Award)

**Linda Allensworth**
Supervisory Contract Specialist (Pre-Award)

**Don Robinette**
Product Specialist Supervisor

- Emergency Buy, Non-NSN, and Forward Execution
  - Supporting customers in theater and stateside with procurements of Non-NSN and NSN items
  - Forward Execution Team is integrated with customers located at RRAD, TYAD, LEAD, MCLB, MCLA, ANAD
  - Forward Execution Team has captured $16.4M in sales since inception in July 2008
- Non-NSN Team
  - Purchase Requests: 1319
  - Annual Sales: $69.7M
  - Orders received: 82K+ per year
  - Suppliers: 250
- Engineering Support
  - Liaison between DSCC product specialists and ESA including technical reviews, development of new sources
- Forward Presence Product Specialists
  - Assist with technical reviews at forward locations, clear PQDRs, liaison with product specialists of record
Post Award Contract Administration

- Open Orders: 35,000
- Suppliers: 1800+

Mission:
- Performs contract administration for the Land Directorate of Supplier Operations

Objectives:
- Prioritize Open Orders for contractors (i.e. any order not fully received)
  - Reduce and prevent backorders
  - Assure contractor focus is aligned with customer needs
  - Streamline contractor and government communication
  - Reduce delinquencies

Emily Ferrante
Post Award Chief

Julie Searcy
Post Award Team I

Jackie Maurer
Post Award Team II

Penny Morgan Loper
SRM (Post-Award)
**Industrial Programs – IPV & ILP**

**MAJ Rodino**  
Industrial Program Branch

**TJ Maul**  
Contract Support Branch

**Mission:**
- Provide innovative supply chain solutions in support of Army industrial production sites

**Focus Areas:**
- Industrial Product-Support Vendor (IPV) & Integrated Logistics Partnership (ILP)
- IPV support to Army facilities at Letterkenny and Tobyhanna Army Depots in Pennsylvania, plus at Anniston Army Depot, Alabama and Red River Army Depot, Texas
- ILP support to Letterkenny and Red River Army Depots
- Oversee Contractors that provide full supply chain management support to industrial production lines
- Provide full range of property management and contract administration services
- Support kitting initiatives as required
Mission
Provide our customers with exceptional contracting services.

Primary Customer

Products Supported
Army Systems:
- Tactical Vehicles
- Combat Vehicles
- Petroleum & Water
- Bridging
- Watercraft

We were established in 2009 as a result of the BRAC 2005 Decision to consolidate DoD Depot Level Reparable Procurement within a single agency (DLA)
DLA Land - Aberdeen

Mission
To provide comprehensive acquisition business solutions that support America’s Warfighters.

Primary Customer

Products Supported – C4ISR Systems
C4 – Command, Control, Communications, and Computers
I - Intelligence
S - Surveillance
R - Reconnaissance

We were established in 2010 as a result of the BRAC 2005 Decision to consolidate DoD Depot Level Reparable Procurement within a single agency (DLA)
Mission
Provide full life-cycle contracting expertise and execution for the acquisition of any depot level reparable items assigned for procurement action to DLA Maritime at Mechanicsburg

Primary Customer
Naval Supply Systems Command and Naval Inventory Control, Mechanicsburg PA

Products Supported – Systems
Hull, Mechanical, and Electrical
Surveillance
Communications
Combat Systems
Aviation Ground Support Equipment

We were established in 2008 as a result of the BRAC 2005 Decision to consolidate DoD Depot Level Reparable Procurement within a single agency (DLA)
Strategic Material Sourcing Group (SMSG)

Mission: Strategic Material Sourcing Branches
Function:
- Determine optimal contracting strategy for Maritime Supply Chain NSNs
- Award long-term contracts including corporate and prime vendor contracts
- Maximize long-term coverage of strategic material sourcing (SMS) NSNs
- Execute contracting actions in support of SSAs and SCAs
- Determine groupings of NSNs for long-term contracts; review technical and quality data; perform contract administration on multi-NSN long-term contracts
- Optimize relationships with key suppliers through SRM
Acquisition Execution

- Execute all Tailored Support Initiatives (FASI, Tires Successor, IPV, etc.)
- Formulate multiple NSNs into Family Groupings to award on Long Term Contract (SMS, MRAP, etc.)
- Coordinate and award Supply Chain corporate contracts
- Perform all Basic Contract Administration for the Land Directorate LTCs
Supplier Relationship Management

Mission:
- Building two-way relationships with key suppliers across the DLA Enterprise in order to evaluate and manage supplier capability and jointly solve problems.

Strategic Supplier Alliances:
- AM General
- BAE Systems Land & Armament
- Colfax
- Dresser-Rand
- GDLS
- GDLS – Canada (through CCC)
- Oshkosh Truck
- Raytheon
- York

Supply Chain Alliances:
- BAE-Fairfield
- BAE-Sealy
- Badger Truck

Supply Chain Alliances:
- BTMC
- Caterpillar
- Crane
- Cummins Engine
- Facet / CLARCOR
- FN Manufacturing
- JGB Enterprises
- Kampi Components
- Penn Detroit Diesel
- Rockwell Collins
- SAIC
- Textron Marine & Land Systems
- Wheeler Brothers
# DLA Land & Maritime FSC Projects

## Target Dates and Values

<table>
<thead>
<tr>
<th>FSC</th>
<th>Quarter</th>
<th>FY</th>
<th>Grouping Name</th>
<th>NSN Count</th>
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<td>4710</td>
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<td>Pipe and Tube</td>
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