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

Sales
FY06 FY07 FY08 FY09 FY10
Billions $2.2 $2.0 $2.4 $2.5 $2.1

FY11 Forecast $2.479B

Inventory
FY07 FY08 FY09 FY10
Billions $1.5 $1.4 $1.5 $1.6

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

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Clothing & Textiles Sales

FY10 Service Breakout

- Army: 58%
- Air Force: 13%
- Navy: 10%
- Marine Corps: 9%
- Other: 10%

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
- FY10: $2.1B

FY10 $2.1B
Clothing & Textiles

Strategic Conditions

**Current State**
Service spiral development strategies supporting Service-specific requirements

**Mitigation Actions**
Early involvement in product life cycle to enhance 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
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

Fiber → Spun Yarn → Woven Fabric

Finished Fabric → Hooks & Loops → Tapes

Buttons → Threads → Slides Fasteners → Snaps

Finisher or Printer → Weaver

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

* Data source: American Apparel & Footwear Association (AAFA), May 2011
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
Supply Chain Management

Virtual Prime Vendor - KYLOC

KYLOC - Kentucky Logistics Operation Center

- 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

KYLOC

Customers don’t have to carry inventory!

Kentucky Logistics Operation Center (KYLOC)

<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>
</tr>
<tr>
<td>Air National Guard</td>
<td>107,000</td>
</tr>
<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>
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<tr>
<td>Navy Coastal Warfare</td>
<td>4,000</td>
</tr>
<tr>
<td>Navy Amphibs</td>
<td>3,000</td>
</tr>
<tr>
<td>Naval Special Warfare Command (SEALS)</td>
<td>4,000</td>
</tr>
<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>
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</tbody>
</table>

FY10 sales exceeded $182M
How to do Business with Us

• DLA Troop Support Web site
  – Points of contact
  – Product lines

• Small Business Office Web site
  – General guidance concerning how to do business with DSCP

• Central Contract Registration (CCR)
  – Required validation contractors working with Government

• Federal Business Opportunities (FEDBIZOPPS)
  – [https://www.fbo.gov](https://www.fbo.gov)

• 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
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
(215) 737-2321 (800) 831-1110
Michael.McCall@dla.mil

Joann Gatica
C&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

**Army Service Uniform**

**USMC Running Suit**

**Army OCP**
ECWCS Parka

**Army OEF Camouflage Pattern (OCP)**

**USMC Rugged All Terrain (RAT) Boot**
<table>
<thead>
<tr>
<th>Category</th>
<th>Items</th>
<th>Contact</th>
<th>Phone No.</th>
</tr>
</thead>
</table>
| Dress Clothing                   | • Dress Uniforms  
• Heraldics  
• Shirts  
• Headwear  
• Outerwear                     | Sharon Piecyk       | (215) 737-3257|
| Field Clothing                   | • Footwear  
• Accessories (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|
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