



Gloves



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

GLOVE TEAM

Tanya Lockley, IST Chief
November 17, 2023





PRODUCT LINE OVERVIEW

- **GLOVES** (main product line)

- Cut & Sew Gloves (leather/cloth/simplex/combination)

- Touchscreen Summer Flyer's Gloves, Winter Flyer's Gloves, Touchscreen Advanced Combat Gloves, Light Duty Utility Gloves, Heavy Duty Gloves, Barbed Wire Handler's Gloves, Fuel Handler's Gloves, Welder's Gloves, Dress Gloves (black & white), Intermediate Cold/Wet Gloves, Anti-Flash Gloves, Flexor Gloves, Firefighter's Gloves, Heat Protective Mittens, Trigger Finger Mitten Shell, and Full Mitten Shell

- String Knit Gloves - Glove Inserts and Trigger Finger Mitten Insert Liner

- Rubber Gloves - Disposable, Industrial, Electrical Worker's, and Chemical & Oil Protective (Otto Fuel) Gloves



PRODUCT LINE OVERVIEW (Cont'd)

- **TAPE & WEBBING**

Textile Tape, Hook & Pile Fastener Tape, and Textile Webbing

- **MISCELANEOUS ITEMS**

Chainsaw Protective Chaps, RCP Coveralls, RCP Hood, Aprons, Training Aid Batons and Guns, Martial Arts Items, Welder's items, Sewing Items, and Wet Weather Trousers and Parkas



PRODUCT LINE OVERVIEW (Cont'd)

- **NUMBER OF ITEMS:** Approximately 331 items
- **SALES @ Standard**
 - FY22: \$31M
 - FY23: \$39M
- **NUMBER OF EMPLOYEES** – Six (6) employees including a lead Contracting Officer, Acquisition Specialist/Contracting Officer, and four (4) Acquisition Specialists.
- **CRITICAL ACQUISITIONS** (Limited Domestic Availability)
Rubber Gloves, Barbed Wire Handler's Gloves, Heavy Duty Firefighter's Gloves, Chainsaw Protective Chaps, and Radioactive Contaminant Protective (RCP) Coveralls



PRODUCT LINE OVERVIEW

- **COMMAND INTEREST:**

- Nuclear Enterprise Support Office (NESO)

Barbed Wire Handler's Gloves, Anti-Flash Gloves, Disposable Gloves, Light Duty Utility Gloves (LDUG), Otto Fuel Gloves, Textile Webbing, Welder's Gloves, Heavy Duty Cattlehide Gloves, RCP Coveralls and Glove Inserts

- Wildland Forest Program

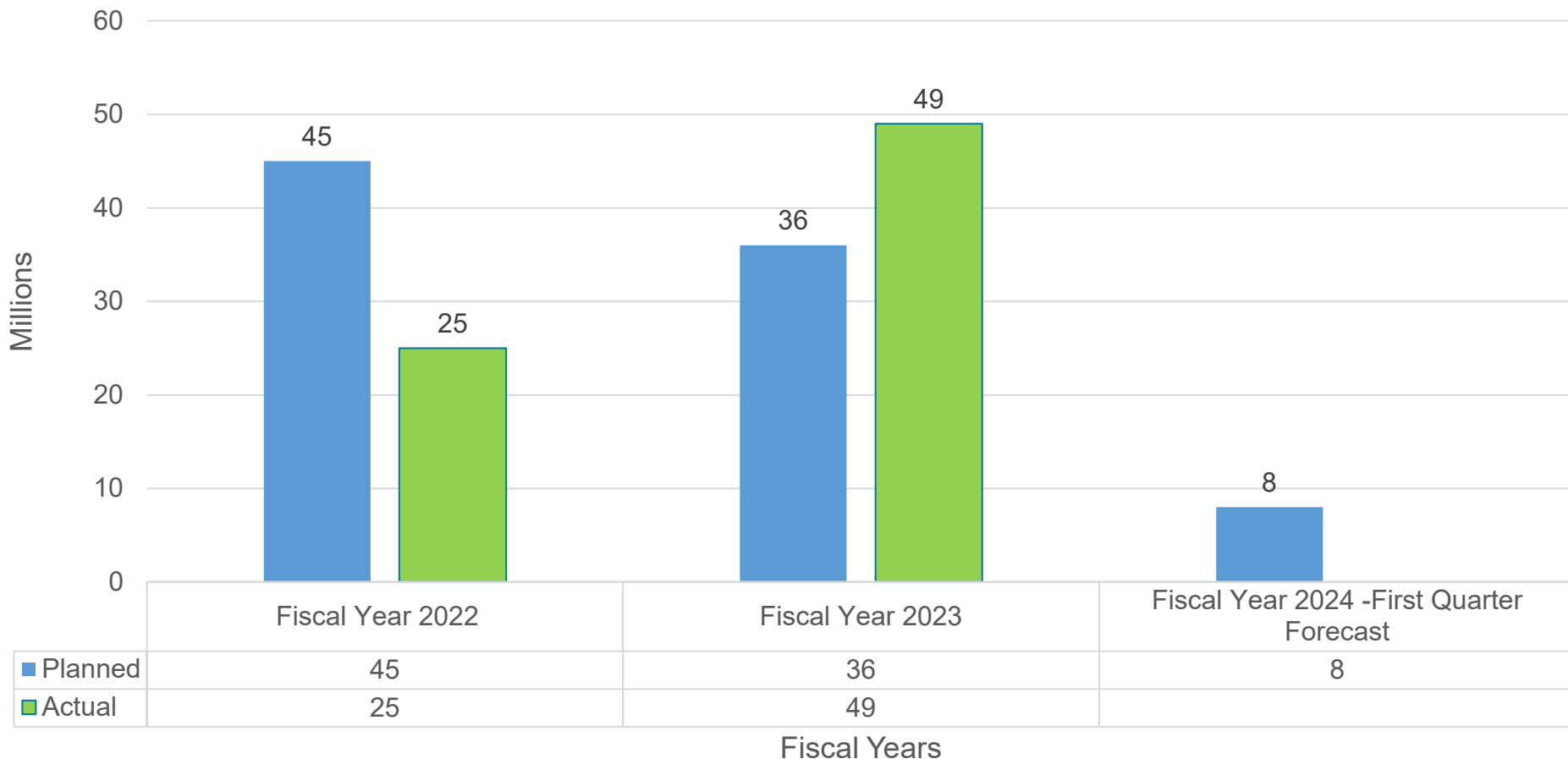
Heavy Duty Firefighter's Gloves, Chainsaw Protective Chaps, and Pigskin Gloves

- Military District of Washington (ceremonial)

White Dress Gloves



OBLIGATIONS



- The entire FY24 Forecast can be found on the FAQ page <https://www.dla.mil/Troop-Support/Clothing-and-Textiles/Industry-Support/> First question under Post-Award FAQ: Information for current C&T contractors



SOLICITATIONS CLOSED

- **RCP Coveralls**

- Unrestricted
- Target Award Date: January 2024
- POC: Kimberly Brown, kimberly.brown@dla.mil

- **Disposable Glove**

- Unrestricted
- Target Award Date: February 2024
- POC: Rafael Nazario-Vidal, Rafael.Nazario.vidal@dla.mil



SOLICITATIONS CLOSED (Cont'd)

- **Winter Flyer's Glove (HAU15/P)**
 - Small Business Set-Aside
 - Target Award Date: March 2024
 - POC: Dominik Dos, dominik.dos@dla.mil



UPCOMING SOLICITATIONS

- **White Dress Glove**
 - Small Business Set-Aside
 - Annual Estimated Quantity: 62,028 pairs
 - Anticipated solicitation date: November 2024
 - POC: Clifford Lawson, clifford.lawson@dla.mil

- **Fuel Handler's Glove**
 - Small Business Set-Aside
 - Annual Estimated Quantity: 13,008 pairs
 - Anticipated Solicitation Date: December 2023
 - POC: John Crandley, john.crandley@dla.mil



UPCOMING SOLICITATIONS

- **Light Duty Utility Glove (LDUG)**
 - Small Business Set-Aside
 - Annual Estimated Quantity: 116,388 pairs
 - Anticipated Solicitation Date: December 2023
 - POC: Vanessa Cirminiello, vanessa.cirminiello@dla.mil

- **Unisex Dress Glove (Black & Brown)**
 - Small Business Set-Aside
 - Annual Estimated Quantity: 235,380 pairs
 - Anticipated solicitation date: January 2024
 - POC: Jessica De La Hoz, Jessica.delahoz@dla.mil



UPCOMING SOLICITATIONS

- **Flexor Glove**

- Small Business Set-Aside
- Annual Estimated Quantity: 43,356 pairs
- Anticipated solicitation date: March 2024
- POC: Clifford Lawson, clifford.lawson@dla.mil



TIER CONTRACT PRICING

- **Tier Contract Pricing**

The tier contract pricing approach embraces the concept of a multi-year ordering period. A Guaranteed Minimum Quantity (Generally 25% of AEQ) applies to the first tier/year only. A single Contract Maximum Quantity (Generally 125% of AEQs) for the life of the contract applies. A Maximum Monthly Quantity and Quarterly Delivery Orders also apply.



ECONOMIC PRICE ADJUSTMENT

- **Economic Price Adjustment**

In general, C&T solicitations do not include an Economic Price Adjustment (EPA) Clause. Prior to solicitation issuance/opening, a market research survey is posted on <https://sam.gov> which provides the opportunity for any company interested in supplying an end item to state if they would like an EPA clause included in the solicitation. If so, the company is required to provide the index/indices to be considered for the EPA clause and the basic material(s) percentage of end item cost that the PPI will apply to. Please understand that an upward ceiling and downward floor of no more than 10% of the applicable base unit price shall apply.



PRODUCT DEMONSTRATION MODELS

- **Product Demonstration Models**

Product Demonstration Models (PDMs) are required to be submitted through traceable means via the U.S. Postal Service or a Commercial Carrier (Example: FedEx, Airborne, UPS, DHL, Emery). In-person delivery of PDMs by offerors is NOT authorized. The Tracking Number shall be provided as part of the DIBBS electronic upload proposal submission.



PRODUCT DEMONSTRATION MODELS (Cont'd)

PDMs are to be delivered between 8:00 a.m. and 1:00 p.m. E.S.T., Monday through Friday, except for legal federal holidays. Packages must be plainly marked **ON THE OUTSIDE OF THE CARRIER'S PACKAGE** with the solicitation number, date, and time set forth for receipt of offers. Ultimately, it is the offeror's responsibility to ensure that its PDMs are **RECEIVED** at the correct location at the correct time. Failure to do so may result in the offeror's proposal being deemed untimely and not considered further for the award.



PRODUCT DEMONSTRATION MODELS (Cont'd)

PDMs shall be sent to the following address:

DLA Troop Support
ATTN: CONTRACT SPECIALIST'S NAME
Building 3-A-4422
700 Robbins Avenue
Philadelphia, PA 19111

Effective 01 October 2021, all carriers/individuals attempting to deliver any packages/proposals/PDMs/First Articles/etc. to DLA Troop Support shall have present credentials that meet Real ID requirements in order to gain access to make a delivery. **NO EXCEPTIONS SHALL BE MADE.**



PROCUREMENT TECHNICAL ASSISTANCE CENTERS

- **Procurement Technical Assistance Centers**

Procurement Technical Assistance Centers (PTACs) provide local, in-person counseling and training services for small business owners that want to sell products/services to federal, state, and/or local governments. They are designed to provide technical assistance to include the following:

- Help facilitate communication among businesses, Small Business programs, and Government contracting representatives.



PROCUREMENT TECHNICAL ASSISTANCE CENTERS (Cont'd)

- Provide information and education on Federal and other Government acquisition regulations, procedures, procurement terminology, and best practices.
- Help businesses identify contract/bid opportunities, procurement history, suppliers, subcontractors, and any other information needed to successfully compete for a contract
- Offer seminars, classes, individual counseling, and agency specific training on security requirements, bid software, etc.



GLOVE TEAM CONTACT INFORMATION

- **Tanya Lockley**, IST Chief/Contracting Officer
tanya.lockley@dla.mil
- **Clifford Lawson**, Contracting Officer
clifford.lawson@dla.mil
- **Rafael Nazario-Vidal**, Acquisition Specialist/Contracting Officer
rafael.nazario.vidal@dla.mil



GLOVE TEAM CONTACT INFORMATION (Cont'd)

- **Dominik Dos**, Acquisition Specialist
dominik.dos@dla.mil
- **Vanessa Cirminiello**, Acquisition Specialist
vanessa.cirminiello@dla.mil
- **John Crandley**, Acquisition Specialist
john.Crandley@dla.mil
- **Vanessa Shortbull**, Acquisition Specialist
vanessa.shortbull@dla.mil





MARINE CORPS SYSTEMS COMMAND

Equipping our MARINES



JAPBI

Clothing and Equipment Team USMC / Army Cold Weather Handwear

Product Manager: Mr. J.F. Augustine
USMC Project Officer: Ms. Jennifer Fernald
Army Project Officer: Mr. Robert Drown
Date: 16 November 2023



Program Description

- Currently there is no touchscreen compatible CWCG in the Marine Corps System for issue.
- Following initial USMC LUEs, Army request received in Feb 2023 to make this a joint effort due to the same capability gap identified by both USMC & Army.
- Effort is also being tracked by Air Force.





Timeline

Event	Date
COTS CG LUE completed	Mar 2019
Gov design CG pattern development began	Jul 2020
Gov Design CG LUE completed	Apr 2021
Design and material updates to enhance WR and wind protection	Feb 2022
MWTC LUE to validate sizing, durability, CW protection/ fabric update (Nylon/ Spandex/ PU Vapex film).	Jan – Feb 2023
Army request for material changes to enable joint effort	Feb 2023
Material submissions received from industry via posted RFI	May 2023
Laboratory testing conducted on RFI material submissions	Aug – Sep 2023

Current Status

- Recent Army interest in making this a joint effort resulted in USMC schedule delay moving forward with finalized requirements / Technical Data Package.
- Army requires no melt/drip (NMND) against skin – currently building spec requirements. Updated fabric consists of:
 - Nylon / Spandex face,
 - Laminated to modacrylic/lyocell/spandex (NMND),
 - With film providing high water / wind resistance.
- Specification drafted; will be finalized following Army user evaluation.
- Army FY24 LUE planned (Alaska).



Program Description

- Government-owned handwear designs pictured are new USMC-developed items that will replace USMC legacy items through attrition.
- Adopted by Army & Air Force.
- Specs available on ASSIST:
 - MIL-DTL-32707 – Mitten Shell, Full & TFM
 - MIL-DTL-32708 – Liner, TFM
 - MIL-DTL-32709 – Glove, Intermediate CW

Current Status

- **SRPs:** accepted by DLA C&T Aug 2023.
 - Projected contract award date: 31 May 2024.
 - Projected first delivery date: 31 March 2025.
 - Projected Effective Date of Supply: 31 July 2025.
- **Army:**
 - RFP this calendar year for a \$99M IDIQ contract award while DLA prepares for Services wide sustainment.



Timeline

Event	Date
Finalize Internal Approvals	Dec 2023
Release Solicitation	Dec 2023
Proposals Due	Feb 2024
Contract Award	Mar 2024
Initial Delivery Due	Sep 2024

Highlights for Industry

- Award will be for a 5 year IDIQ contract
- Solicitation for Sealed Bids with an open period of 60 days
- Product Demonstration Models (PDM) required
 - 1 pair of each type and size
 - Surrogate materials are authorized with prior Government approval
- First delivery due 180 days after award
- Monthly deliveries will ramp up to 4,000 complete sets per month by 9th month after award

Points of Contact

Assistant Product Manager: MAJ Ryan Cermely, ryan.d.cermely.mil@army.mil

Contracting Officer: Michael Quinlan, michael.j.quinlan3.civ@army.mil

Engineer: Rob Drown, robert.e.drown.civ@army.mil

Acquisition Support: Alejandro Silva, alejandro.a.silva.ctr@army.mil

System Acquisition Manager: Francis Crotty, francis.m.crotty.civ@army.mil