



# DEFENSE LOGISTICS AGENCY DISTRIBUTION SMALL BUSINESS

As a major subordinate command, [DLA Distribution](#) is the leading provider of global distribution support to America's military and other federal agencies, and it comprises of more than 10,000 military and civilian employees. Located in eight countries and 20 states and territories, it delivers best-value supply chain solutions including receiving, storing and issuing supplies to increase warfighter readiness.



## WHAT DOES DISTRIBUTION PROCURE?

Services		Supplies	
	Storage, Distribution, Warehousing, MHE Maintenance, and Janitorial		Materials Handling Equipment (MHE)
	Maintenance, Repair or Alteration of Real Property (Facility Repair & Minor Construction)		Containers, Packaging, and Packing Supplies (Boxes)
	Automated Data Processing & Telecommunications IT		Furniture
	Maintenance, Repair and Rebuilding of Maintenance Equipment		Office Supplies & Devices
	Professional, Administrative, and Management Support		Electric Wire, and Electrical Power & Distribution Equipment



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## WHERE TO FIND PROCUREMENT OPPORTUNITIES

The DLA Distribution sites use the [Federal Business Opportunities \(FedBizOpps\) website](http://www.fbo.gov) at [www.fbo.gov](http://www.fbo.gov) for posting of their opportunities.

Search for DLA Distribution opportunities and notices in [FedBizOpps](http://www.fbo.gov) using the following codes.

Site	Department of Defense Activity Address Code (DoDAAC)		
New Cumberland, Pennsylvania	SP3300		

Most of DLA Distribution's over-land transportation is booked using agreements executed by U.S. Transportation Command. Please contact [US TRANSCOM Small Business Office](mailto:US_TRANSCOM_Small_Business_Office) for more information by calling (618) 220-5968.

## MAJOR SPEND PATTERN

NAICS Code	DLA DISTRIBUTION	Dollars Obligated
493110	GENERAL WAREHOUSING AND STORAGE	\$226,927,195
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$37,539,824
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$36,143,738
493120	REFRIGERATED WAREHOUSING AND STORAGE	\$32,104,200
561210	FACILITIES SUPPORT SERVICES	\$29,236,197
561720	JANITORIAL SERVICES	\$16,649,763
322211	CORRUGATED AND SOLID FIBER BOX MANUFACTURING	\$16,184,111
238210	ELECTRICAL CONTRACTORS AND OTHER WIRING INSTALLATION CONTRACTORS	\$12,617,262
443120	COMPUTER AND SOFTWARE STORES	\$11,511,125
334111	ELECTRONIC COMPUTER MANUFACTURING	\$8,679,058
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$8,405,402
811310	COMMERCIAL & INDUSTRIAL MACHINERY & EQUIPMENT (EXCEPT AUTOMOTIVE AND ELECTRONIC) REPAIR & MAINTENANCE	\$8,373,988
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$6,167,520
238290	OTHER BUILDING EQUIPMENT CONTRACTORS	\$5,942,879
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$5,761,696

## FISCAL YEAR (FY) 2019, 2020 & 2021 FORECASTED OPPORTUNITIES

Type	Program/Product	Value	Estimated Solicitation Release
<b>Major Acquisitions Supply &amp; Distribution</b>	Busan, Korea Distribution Center	\$TBD	FY19 (4 <sup>th</sup> Quarter)
	San Diego, California Distribution Center	\$50M	FY20
	Norfolk Naval Shipyard Retail	\$40M	FY20
	Global Distribution Expeditionary Contract	\$80M	FY20
	Albany, Georgia Retail	\$15M	FY20
	Hill AFB, Utah Distribution Center	\$104M	FY21
<b>Major Service Long-Term Contracts (LTCs)</b>	Enterprise MHE Maintenance	\$8M	FY19 (4 <sup>th</sup> Quarter)
	Enterprise Sign Language Services	\$3M	FY19 (4 <sup>th</sup> Quarter)
	Distribution Warehouse Modernization	\$TBD	FY20
	Stormwater & Catch Basin Maintenance	\$TBD	FY20
<b>Major Supply Long-Term Contracts (LTCs)</b>	Cushioning & Dunnage	\$4M	FY19 (4 <sup>th</sup> Quarter)
	MHE Batteries	\$15M	FY19 (4 <sup>th</sup> Quarter)
	Heat Sealable Bags	\$TBD	FY20
	Fiberboard SPI Warner Robbins, Georgia	\$TBD	FY20

## DLA DISTRIBUTION SMALL BUSINESS OFFICE CONTACT INFORMATION

<b>Email:</b>	<a href="mailto:DLA.Distribution.OSBP@dla.mil">DLA.Distribution.OSBP@dla.mil</a>
Associate Director: Andrew Tulli	717-770-8442

## WHERE TO FIND ADDITIONAL INFORMATION & RESOURCES

Additional information and resources can be found on the [DLA Small Business website](http://www.dla.mil/smallbusiness) at [www.dla.mil/smallbusiness](http://www.dla.mil/smallbusiness).

Review the [training page](http://www.dla.mil/SmallBusiness/Resources/Training/) at [www.dla.mil/SmallBusiness/Resources/Training/](http://www.dla.mil/SmallBusiness/Resources/Training/) to see videos that walk through the [vendor shipping requirements](#), the steps for [how to process customer returns for military customers](#), and a walkthrough of [consolidation and containerization requirements for vendors](#).