#### DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY









# Accessories IST Hoi-Ying Man

November 16, 2017



#### **Program Overview**

- C&T Accessories' sales exceeded 100 M since FY 12
- C&T manages over 90 Accessory/Physical Training items

FY 12 Sales: 115M

FY 13 Sales: 116M

FY 14 Sales: 105M

FY 15 Sales: 117M

FY 16 Sales: 149M

FY 17 Sales: 168M

Backorders are down by 35%



#### **Obligations**

Fiscal Year	Executed
2012	\$82.8 M
2013	\$100 M
2014	\$68.8 M
2015	\$140 M
2016	\$135 M
2017	\$137 M

- Plan amount for FY 17 was \$120 M
- FY 18 Forecasted amount is approximately \$167 M



## **Physical Training Uniforms**

















## **Physical Fitness Uniforms - Navy**

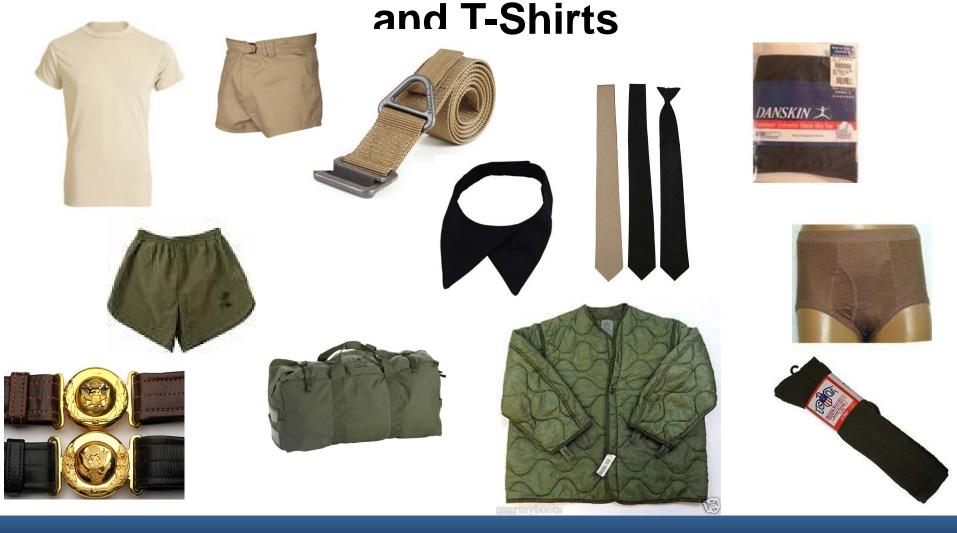








# Belts, Buckles, Duffle Bags, CW Liner, Neckwear, Undergarments, Socks, Trunks,





# Coming Soon! New Packaging Requirement for Army Items

- Adding a 7 pack requirement for the following items:
- Tan Drawers, Men's
- Green Antimicrobial Socks
- Moisture Wicking Tan T-Shirts
- New NSNs and PGCs will be established
- Demand for the 3 pack will still exist



#### **Open Procurements**

PGC: 00204 – Trunks, Swimmers, Navy
 SPE1C1-18-R-0010, Base and each of four option years:
 Min/ Annual Estimated Quantity: 20,000 PR Max: 25,000 PR

Solicitation Closing Date: Jan 2018 Target Award Date: March 2018 Total Small Business Set Aside

(Open Solicitation)

 PGC:02884 – Socks, Quarter, White, Physical Training, Marine Corps SPE1C1-18-R-0015, Base and each of four option years:

Min: 22,700 PG, Annual Estimated Quantity: 90,830 PG, Max: 113,540 PG

Solicitation Closing Date: Jan 2018 Target Award Date: March 2018 Total Small Business Set Aside

(Open Solicitation)

• PGC:03982– Trunks, Army Physical Fitness Uniforms SPE1C1-18-R-0013, Base and each of two option years:

Min: 225,000 PR, Annual Estimated Quantity: 900,000 PR, Max: 1,125,000 PR

Solicitation Closing Date: Jan 2018

Target Award Date: May 2018 Total Small Business Set Aside

(Open Solicitation)









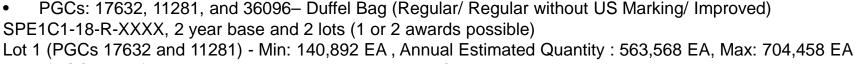
#### **Upcoming Opportunities**

PGC:02882 (3 Pack) and PGC: TBD (7 Pack) - Green Antimicrobial Socks SPE1C1-18-R-XXXX, Base and each of four option years:

Min: 650,000 PR, Annual Estimated Quantity: 2,600,000 PR, Max: 4,000,000 PR

Scheduled Posting / Closing Dates: Jan 2018 / Mar 2018

Target Award Date: July/Aug 2018 Total Small Business Set Aside



Lot 2 (PGC 36096)- Min: 112,510 EA, Annual Estimated Quantity: 450,040 EA, Max: 662,552 EA\*

(\*Max includes AFGHAN Requirement)

Scheduled Posting / Closing Dates: Jan 2018 / Feb 2018

Target Award Date: June 2018 Competitive 8(A) Set Aside

PGCs: 03990 and 03991 – Jacket, Army Physical Fitness Uniform, Unisex/Women's SPE1C1-18-R-XXXX, Base and each of two option years:

Min: 60,000 EA, Annual Estimated Quantity: 240,000 EA, Max: 300,000 EA

Scheduled Posting / Closing Dates: Feb 2018 / Mar 2018

Target Award Date: June/July 2018

Anticipating a Total Small Business Set Aside

Market Research might come out for the Air Force Trunks and General Purpose Trunks around Summer of 2018.







#### **Acquisition Tips**

- Start reviewing the technical specifications at the Market Research stage. Request for standards and patterns in advance through our repository area at <a href="http://www.dla.mil/TroopSupport/ClothingandTextiles/SpecRequest.aspx">http://www.dla.mil/TroopSupport/ClothingandTextiles/SpecRequest.aspx</a>.
- Review Past Performance Information Retrieval System score at <a href="https://www.ppirs.gov">https://www.ppirs.gov</a>. If there is a discrepancy with your score, contact Tim Atwell (215-737-7844), Procurement Analyst immediately for resolution, so your past performance score is top notch when competing for awards.
- Inform your potential suppliers that there is an upcoming procurement, so they can provide you with Product Demonstration Model (PDM) material. Sometimes, test reports are required with your submission.
- Remember to fill out your clauses in their entirety. Non-compliance may result in rejection of offer and removal from competition.
- Don't wait until the last minute to submit your proposal. A late bid will not be considered!



### **Acquisition Tips (con't)**

- If PDM testing (i.e. wash test) is required, conduct testing inhouse to ensure compliance with technical specifications.
- Do not pull PDMs from production.
- Ensure you have long term agreements with your subcontractors and suppliers prior to submitting a proposal.
- Establish your line of credit prior to submitting your proposal. In fact, submit it with your proposal.
- Be ready for the Government to award on initial offers. Provide your best price/proposal up front. Review historical information on DLA Internet Bid Board System (DIBBS) or simply ask the contracting officer.
- Ensure your System for Award Management (SAM) registry is up-to-date and active.
- Know your places of performance at the acquisition stage.
- Go to FedBizOpps at <a href="www.fbo.gov">www.fbo.gov</a> and DIBBS for any upcoming or open procurements.
- Visit our Shade Lab.



#### Questions???

#### CONTACT INFORMATION Dial 215-737- then extension

#### **Acquisition Team**

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Donna Streibich, X8486 (KO)
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Brett Samocki, X0933
Micky Doto, X3029
Marcia Henson, X2534

\*Dirk Smart is on active duty until October 2018

#### **Technical Team**

Karla Williams, x3229 (Supervisor) Terry Donahue, X3289 Paula Evans, X5367 Andrew Strohmetz, X7337