



# 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





DELIVER THE RIGHT SOLUTION ON TIME, EVERY TIME

# Belts, Buckles, Duffle Bags, CW Liner, Neckwear, Undergarments, Socks, Trunks, and T-Shirts





# 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



- PGCs: 17632, 11281, and 36096– Duffel Bag (Regular/ Regular without US Marking/ Improved)  
 SPE1C1-18-R-XXXX, 2 year base and 2 lots (1 or 2 awards possible)  
 Lot 1 (PGCs 17632 and 11281) - Min: 140,892 EA , Annual Estimated Quantity : 563,568 EA, Max: 704,458 EA  
 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 <http://www.dla.mil/TroopSupport/ClothingandTextiles/SpecRequest.aspx>.
- Review Past Performance Information Retrieval System score at <https://www.ppirs.gov>. 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 in-house 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 [www.fbo.gov](http://www.fbo.gov) and DIBBS for any upcoming or open procurements.
- Visit our Shade Lab.



# Questions???

CONTACT INFORMATION  
Dial 215-737- then extension

## Acquisition Team

Hoi-Ying Man, X2461 (Supervisor)  
Donna Streibich, X8486 (KO)  
Joann Zirilli, X6157 (KO)  
Roxane Owens, X2205  
Brett Samocki, X0933  
Micky Doto, X3029  
Marcia Henson, X2534

## Technical Team

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

\*Dirk Smart is on active duty until  
October 2018