



DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



**DLA Troop Support
Clothing & Textiles
Accessories IST**

Roxane Owen
November 29, 2018





Team POCs



- CONTACT INFORMATION
 - Dial 215-737- 2205

Acquisition Team

Roxane Owen (Acting Supervisor)
Hoi-Ying Man, x 2461 Supervisor)
Donna Streibich, X8486 (Senior KO)
Dirk Smart x2512 (KO)
Mimi Pham x0316 (KO)
Marcia Henson, x2534
Rachel Piecyk x3305
Philip Ward x8674
Vincent Davis x3357

Technical Team

Karla Williams x3229 (Supervisor)
Terry Donahue x3289
Paula Evans x5367
Andrew Strohmets x7337



Product Line Overview



Program Overview

- C&T Accessories' sales exceeded \$100 M since FY 12
- Accessories Team manages over 90 Accessory/Physical Training contracts.
- Obligations for FY 2018
 - Plan: \$123 Million
 - ACTUAL \$147 Million



Obligations



- FY14 Sales: \$105M
- FY15 Sales: \$117M
- FY16 Sales: \$149M
- FY17 Sales: \$168M
- FY18 Sales: \$143M

- FY18 forecast OBLIGATIONS \$123
 - ACTUAL \$147 Million

- FY 2019 forecast OBLIGATIONS: \$132 Million
 - October OBS: \$9 Million



Currently Under Evaluation



- PGC: 03410 and 03411– MC and Navy Running Suit Jacket
SPE1C1-18-R-0143, Base Term and Four Option Terms:
Marine Corps Min/ 10,392 ea. Max: 52,008 ea.
Navy: Min 22,008 ea., Max 114,780 ea.
Target Award Date: March 2019
Closed Solicitation
- PGC 03155 SAND Sports Bra
SPE1C1-18-R-0144, Base Term and Four Option Terms:
Min 18,600 PR, Max 108,000 PR
Target Award Date: December 2018
Closed solicitation



Upcoming Opportunities



- PGC: 02275/ 00037 – Socks, Liner, Black

Base and each of four option years:

Min: 400,000 PR Max: 2,000,000 PR

TAD Sept 2019

- PGC: 02885 – Sock, Boot, MC, Coyote Brown

Base and each of four option years:

Min: 106,500 PR Max: 532,000 PR

TAD Sept 2019

- PGC: 02310 - Socks, Heavyweight, All-Weather

Base and each of four option years:

Min: 15,000 PR Max: 90,000 PR

TAD May 2019



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



- 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 and DIBBS for any upcoming or open procurements.
- Visit our Shade Lab.



WARFIGHTER FIRST



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Physical Training Uniform Research

JAPBI

29 Nov 2018

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Physical Training Uniform



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Research Phase

- No requirement to develop has been received
- Conducting industry research, sister service research, and material research

Uniform Details

- Lightweight
- Reflective stripes
- Adjustable fit/stretch
- Length of trunks
- Optional clothing items

Fabric Details

- Stain resistant
- Nanotechnology (Odor resistant)
- Oil and water repellent
- Moisture wicking
- Stretch





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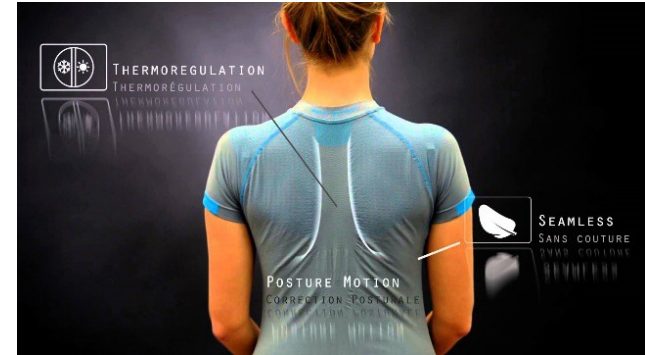
Industry Sportswear



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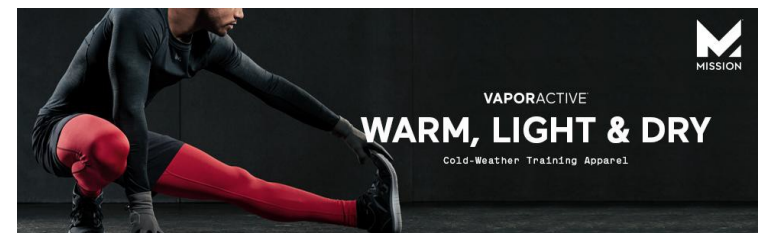
Research

- Traditional retailers climbed 33% in Q4 over 2 years
- More retailers are adding activewear to their collections
- Younger generations wear athleisure clothing more often



Innovation

- Connected clothing (electronic clothing that can measure information like heart rate, movement, inflammation etc. Data can be collected through phone or computer)
- 3-D printing to drive growth of customized intelligent sports and fitness wear
- Thermoregulation for athletes
- Company launches
 - Dick's came out with their Second Skin collection
 - Mission introduces VaporActive apparel collection
 - Lululemon and 7Mesh Industries are co-creating advanced technical transformational apparel range





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Industry Sportswear



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Industry

Trends and top selling items

- **Sustainable clothing**
 - Man-made fibers
 - Recycled fibers
- **Top selling trends**
 - Mesh panels
 - Intricate straps
 - Lightweight post workout layers
 - Streetwear inspired

