# Division Points of Contact

<table>
<thead>
<tr>
<th>Name</th>
<th>Team</th>
<th>Title</th>
<th>E-mail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sharon Piecyk</td>
<td>Dress Clothing</td>
<td>Division Chief</td>
<td><a href="mailto:Sharon.Piecyk@dla.mil">Sharon.Piecyk@dla.mil</a></td>
</tr>
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<td>Monique Porter</td>
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<td>Divisional Contracting Officer</td>
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</tr>
<tr>
<td>Rachel Ganaway</td>
<td>Outerwear, Shirts, Headwear, Religious Support</td>
<td>Supervisor</td>
<td><a href="mailto:Rachel.Ganaway@dla.mil">Rachel.Ganaway@dla.mil</a></td>
</tr>
<tr>
<td>Ashley Liddle</td>
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<td>Supervisor</td>
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</tr>
<tr>
<td>John Fricker</td>
<td>Heraldics / Flag Room</td>
<td>Supervisor</td>
<td><a href="mailto:John.Fricker@dla.mil">John.Fricker@dla.mil</a></td>
</tr>
</tbody>
</table>
Dress Clothing – Material Obligations
FY2016–FY2018

<table>
<thead>
<tr>
<th>Year</th>
<th>Millions</th>
</tr>
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<tbody>
<tr>
<td>FY2016</td>
<td>$203</td>
</tr>
<tr>
<td>FY2017</td>
<td>$192</td>
</tr>
<tr>
<td>FY2018</td>
<td>$188</td>
</tr>
</tbody>
</table>

- **Heraldics**
- **OSHR**
- **Dress Uniforms**
Dress Clothing – Material Obligations
FY2018 Planned vs. Actual

FY2018 Planned FY2018 Actual

Millions

$0 $200
$20 $400
$40 $600
$60 $800
$80 $1000
$100 $1200
$120 $1400
$140 $1600
$160 $1800
$180 $2000

FY2018 Planned FY2018 Actual

$173 $188

Heraldics
OSHR
Dress Uniforms
Dress Outerwear, Shirts, Headwear, Religious Support (OSHR)
Product Line Overview

- **Dress Outerwear**
  - All Weather Coats (Army, MC, AF)
  - MDW Raincoat and Overcoat
  - Air Force Lightweight Jacket
  - JROTC Jacket
  - Navy Jumpers

- **Dress Shirts**
  - S/S and L/S Dress Shirts (Army, Navy, MC, AF, CG)

- **Dress Headwear**
  - Berets
  - Drill Instructor Hat
  - Navy Dixie Hat
  - Garrison Caps (Navy, MC, AF, CG)
  - MC Crowns and Service Caps

- **Religious Supplies**
  - Jewish, Christian, Islamic, Pendants, and Furniture
Material Obligations
FY2016-FY2018

<table>
<thead>
<tr>
<th></th>
<th>FY2016</th>
<th>FY2017</th>
<th>FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Millions</td>
<td>$81</td>
<td>$67</td>
<td>$65</td>
</tr>
</tbody>
</table>

- $81 million for FY2016
- $67 million for FY2017
- $65 million for FY2018

- 52% for Outerwear/Religious
- 29% for Shirts/Headwear
- 41% for Outerwear/Religious
- 26% for Shirts/Headwear
- 42% for Outerwear/Religious
- 23% for Shirts/Headwear
FY 18 Material Obligations
Planned vs. Actual

FY2018 Planned

Millions

$70

$60

$50

$40

$30

$20

$10

$0

FY2018 Actual

$61

39

22

$65

42

23

Outerwear/Religious

Shirts/Headwear
## Open Procurements

<table>
<thead>
<tr>
<th>Item</th>
<th>Status</th>
<th>Target Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hat Men’s, Service, White, Dixie</td>
<td>Solicitation Closed</td>
<td>December 2018</td>
</tr>
<tr>
<td>Hat Men’s, Service, White, Dixie (Allocation)</td>
<td>Allocation Closed</td>
<td>December 2018</td>
</tr>
<tr>
<td>Shirts, Men’s, CG &amp; AF</td>
<td>Solicitation Closed</td>
<td>January 2019</td>
</tr>
<tr>
<td>Shirts, Women’s, MC, CG, AF</td>
<td>Solicitation Closed</td>
<td>January 2019</td>
</tr>
<tr>
<td>Sweaters, MC &amp; CG</td>
<td>Solicitation Closed</td>
<td>February 2019</td>
</tr>
<tr>
<td>All Weather Coat, Men’s, MC</td>
<td>Closes Dec 2018</td>
<td>April 2019</td>
</tr>
<tr>
<td>JROTC, Army, Windbreaker</td>
<td>Closes Dec 2018</td>
<td>May 2019</td>
</tr>
</tbody>
</table>
## Upcoming Opportunities

<table>
<thead>
<tr>
<th>Item</th>
<th>Strategy</th>
<th>Est. Contract Length</th>
<th>Annual Est. Quantity</th>
<th>Est. Issue Date</th>
<th>Buyer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shirt, Women’s, L/S, Air Force</td>
<td>Mandatory</td>
<td>Base + 4 options</td>
<td>26,112 ea.</td>
<td>Jan 2019</td>
<td>Debra Seibert</td>
</tr>
<tr>
<td>All Weather Coat, Men’s, Army</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Jan 2019</td>
<td>Michael O’Connor</td>
</tr>
<tr>
<td>Cap, Garrison, Women’s, MC, Green</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>May 2019</td>
<td>Megan Wherrity</td>
</tr>
<tr>
<td>Jumper, Men’s and Women’s, White</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>June 2019</td>
<td>Genie Bodnar</td>
</tr>
<tr>
<td>Marine Corp Maternities</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Sept 2019</td>
<td>Megan Wherrity</td>
</tr>
<tr>
<td>Berets, Various</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Sept 2019</td>
<td>Michael O’Connor</td>
</tr>
</tbody>
</table>
## Team Points of Contact

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</tr>
<tr>
<td>Arlett Hartie</td>
<td>Contracting Officer</td>
<td><a href="mailto:Arlett.Hartie@dla.mil">Arlett.Hartie@dla.mil</a></td>
</tr>
<tr>
<td>Earl Joyner</td>
<td>Contracting Officer/Acquisition Specialist</td>
<td><a href="mailto:Earl.Joyner@dla.mil">Earl.Joyner@dla.mil</a></td>
</tr>
<tr>
<td>Megan Wherrity</td>
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<td><a href="mailto:Megan.Wherrity@dla.mil">Megan.Wherrity@dla.mil</a></td>
</tr>
<tr>
<td>Eugenia Bodnar</td>
<td>Acquisition Specialist</td>
<td><a href="mailto:Eugenia.Bondnar@dla.mil">Eugenia.Bondnar@dla.mil</a></td>
</tr>
<tr>
<td>Michael O’Conner</td>
<td>Acquisition Specialist</td>
<td><a href="mailto:Michael.e.Oconner@dla.mil">Michael.e.Oconner@dla.mil</a></td>
</tr>
<tr>
<td>Debra Seibert</td>
<td>Acquisition Specialist</td>
<td><a href="mailto:Debra.Seibert@dla.mil">Debra.Seibert@dla.mil</a></td>
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<tr>
<td>Monique Porter</td>
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</tr>
</tbody>
</table>
• **Past Performance**
  - Supplier Performance Risk System (SPRS)
  - Request delivery extensions before lateness occurs

• **Upcoming solicitations**
  - Past performance will replace PDM as the most important evaluation factor

• **Contractor Furnished Material (CFM)**
  - Certificates of Conformance
  - Shade Approvals
Dress Uniforms
Product Line Overview

• Dress Coats
  – Army, Navy, CG, MDW
  – MC (Blue and Green)

• Dress Trousers and Slacks
  – Army with and without Braid
  – Navy TFU, Broadfall, White 100% Polyester, Khaki
  – MC Blue and Green
  – CG Wash and Wear and CG Poly/Wool Serge
  – AF and MDW

• Dress Skirts
  – Army, AF
  – MC (Blue and Green)

• Cloth
  – Poly/Wool and 100% Wool for all Services
  – AF Academy and West Point Cloth
Material Obligations
FY2016-FY2018

FY2016: $93
FY2017: $96
FY2018: $92
FY 18 Material Obligations
Planned vs. Actual

FY2018 Planned: $99
FY2018 Actual: $92

Millions

$88 $90 $92 $94 $96 $98 $100 $102

FY2018 Planned FY2018 Actual
## Open Procurements

<table>
<thead>
<tr>
<th>Item</th>
<th>Status</th>
<th>Target Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cloth MC Dark Blue</td>
<td>Solicitation Closed</td>
<td>January 2019</td>
</tr>
<tr>
<td>Cloth CG</td>
<td>Solicitation Closed</td>
<td>January 2019</td>
</tr>
<tr>
<td>Cloth MC Scarlet</td>
<td>Solicitation Closed</td>
<td>January 2019</td>
</tr>
<tr>
<td>Slacks MC Blue</td>
<td>Solicitation Closed</td>
<td>December 2018</td>
</tr>
<tr>
<td>MDW Trousers and Slacks</td>
<td>Closes Dec 2018</td>
<td>April 2019</td>
</tr>
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</table>
# Upcoming Opportunities

<table>
<thead>
<tr>
<th>Item</th>
<th>Strategy</th>
<th>Est. Contract Length</th>
<th>Annual Est. Qty</th>
<th>Est Issue Date</th>
<th>Buyer</th>
</tr>
</thead>
<tbody>
<tr>
<td>MC Green and Blue Skirts</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>B: 4,860 PR G: 3,960 PR</td>
<td>Nov 2018</td>
<td>Matthew McKeever</td>
</tr>
<tr>
<td>Navy Broadfall Slacks</td>
<td>Mandatory</td>
<td>Base + 4 options</td>
<td>19,864 PR</td>
<td>Jan 2019</td>
<td>Adam Lam</td>
</tr>
<tr>
<td>Cloth MC Sky Blue</td>
<td>Unrestricted</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Jan 2019</td>
<td>Karen Bradley</td>
</tr>
<tr>
<td>Army Slacks with and without Braid</td>
<td>Mandatory</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Mar 2019</td>
<td>TBD</td>
</tr>
<tr>
<td>Navy Broadfall Trousers</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Mar 2019</td>
<td>TBD</td>
</tr>
<tr>
<td>Cloth Navy Tropical</td>
<td>Unrestricted</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>April 2019</td>
<td>TBD</td>
</tr>
<tr>
<td>Army Men’s Coat</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>May 2019</td>
<td>TBD</td>
</tr>
</tbody>
</table>
### Upcoming Opportunities

<table>
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<tr>
<th>Item</th>
<th>Strategy</th>
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<th>Est Issue Date</th>
<th>Buyer</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coat Men’s MC Green</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>May 2019</td>
<td>TBD</td>
</tr>
<tr>
<td>Army Trousers With Braid</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>May 2019</td>
<td>TBD</td>
</tr>
<tr>
<td>Army Trousers without Braid</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Sept 2019</td>
<td>TBD</td>
</tr>
<tr>
<td>Navy Slacks White 100% Polyester</td>
<td>Small Business Set-Aside</td>
<td>Base + 4 options</td>
<td>Not yet determined</td>
<td>Sept 2019</td>
<td>TBD</td>
</tr>
</tbody>
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<tr>
<td>Ashley Liddle</td>
<td>Supervisor</td>
<td><a href="mailto:Ashley.Liddle@dla.mil">Ashley.Liddle@dla.mil</a></td>
</tr>
<tr>
<td>Karen Bradley</td>
<td>Team Lead/Contracting Officer</td>
<td><a href="mailto:Karen.Bradley@dla.mil">Karen.Bradley@dla.mil</a></td>
</tr>
<tr>
<td>Anthony D’Avella</td>
<td>Contracting Officer</td>
<td><a href="mailto:Anthony.Davella@dla.mil">Anthony.Davella@dla.mil</a></td>
</tr>
<tr>
<td>Kyle Maccia</td>
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</tr>
<tr>
<td>Matthew McKeever</td>
<td>Acquisition Specialist</td>
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</tr>
<tr>
<td>Adam Lam</td>
<td>Acquisition Specialist</td>
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</tr>
<tr>
<td>Daniel Engelberg</td>
<td>Acquisition Specialist</td>
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</tr>
<tr>
<td>Coraliz Feliciano</td>
<td>Acquisition Specialist</td>
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<tr>
<td>Angela Anderson</td>
<td>Purchasing Agent</td>
<td><a href="mailto:Angela.Anderson@dla.mil">Angela.Anderson@dla.mil</a></td>
</tr>
<tr>
<td>Ruth Miller</td>
<td>Supply Technician</td>
<td><a href="mailto:Ruth.Miller@dla.mil">Ruth.Miller@dla.mil</a></td>
</tr>
<tr>
<td>Monique Porter</td>
<td>Divisional Contracting Officer</td>
<td><a href="mailto:Monique.Porter@dla.mil">Monique.Porter@dla.mil</a></td>
</tr>
</tbody>
</table>
Service Dress Clothing

JAPBI
29 Oct 2018

Aaron Needles
John.needles.ctr@us.af.mil

Tylerr Richardson
Tylerr.richardson.ctr@us.af.mil
Service Dress Shirts

Product improvements:
- Fit/mobility
- Fabric technology
- Minimize user alterations
- Reduce size tariff
  - Men’s by 26%
  - Women’s by 42%

Requirements:
- Address documented issues with fit, care, and professional appearance
- Cost savings recognized through reduced need for alterations
- Update design and fabric

Schedule:
- Nov 18- Transition to DLA
- Jan 19- Release updated technical package to optional manufacturers for certification

90% of Wear Test participants felt the overall fit was either Excellent or Good.
Maternity Service Dress Shirt (Optional)

Product improvements:
- Fit/mobility
- Fabric technology
- Addition of size lengths in short, regular, and long
- Address silhouette

Requirements:
- Address documented issues:
  - Fit and function
  - Flexibility and comfort
  - Designed in likeness of current SD shirt
  - Update design and incorporate herringbone shirt fabric

Schedule:
- Oct-Jan 18- Fit & Wear Test
- Jan-Feb 19- Test results, modify patterns if necessary
- March 19- Finalize technical package
- April 19- Release to optional manufactures (AAFES)
On The Horizon

- FY19-21
  - Maternity SDU Ensemble (Skirt, Slacks, Jumper)
  - Women’s SDU Skirt
  - Light Weight Blue Jacket
Product improvements:
- Fit/mobility
- Updated styling

Requirements:
- Address documented issues:
  - Fit, durability, comfort, care, and professional appearance
- Cost savings recognized through reduced need for alterations

Schedule:
- Sep 17 - Fit Test
- Feb 18 - May 18: Wear Test Andrews/WPAFB
- June 18: Collected Data/Feedback
- Aug-Sept 18: Pattern mods based on test results
- Oct-Nov 18: Pattern verification samples manufactured
- Dec 18: Coordinating with DLA on Purchase Description
- Feb 19: Transition to DLA and AAFES

98% of our Wear Test participants felt the overall fit was either Excellent or Good.
Service Dress Women’s Slacks

Product improvements:
- Fit and function
- Updated styling
  - Curvy Fit
  - Straight Fit

Requirements:
- Address documented issues:
  - Fit, durability, comfort, care, and professional appearance
- Cost savings recognized through reduced need for alterations

Schedule:
- Oct 18- Fit Test at WPAFB
- Jan-Apr 19- Fit/Wear Test at the Pentagon and Lackland
- Mar/Apr 19- Wear Test
- Dec 19- Transition to DLA and AAFES

92% of our Fit Test participants felt the overall fit was either Excellent or Good.

88% of our Fit Test participants would not alter their Slacks.
QUESTIONS