



# DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



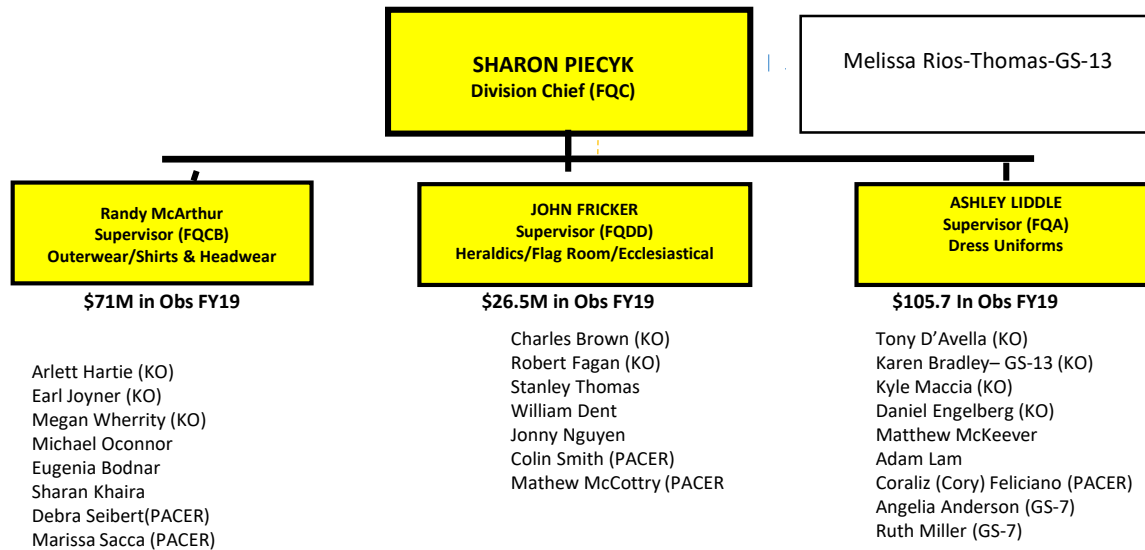
**DLA Troop Support  
Clothing & Textiles  
Heraldics**

**John Fricker  
Chief, Heraldics Team**



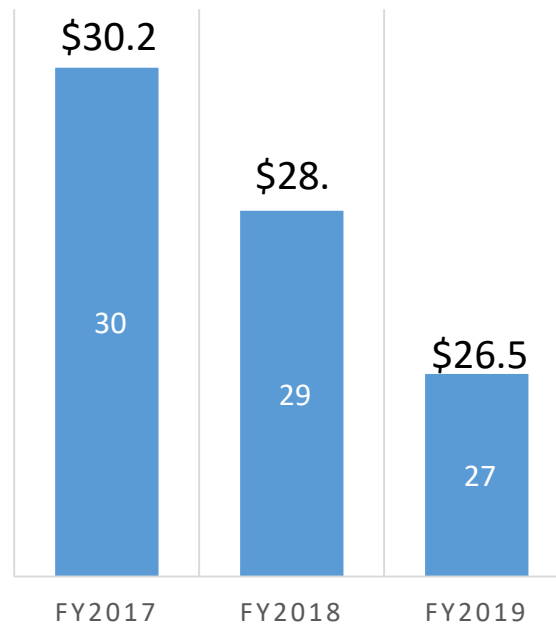


# Dress Clothing Division





# Material Obligations





# Dress Clothing Division POCs



Name	Title	E-mail
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John Fricker	IST Heraldic Chief	John.Fricker@dla.mil
Charles Brown	Contracting Officer	Charles.Brown@dla.mil
Robert Fagan	Contracting Officer	Robert.Fagan@dla.mil



# Heraldics



Heraldics Team  
John Fricker, Supervisor





# Heraldics Team



- Major Programs
  - DLA Troop Support Flag Room
  - Direct support to the US Army Heraldry and Veterans Medals Unit
  - Direct support to US Air Force and Marine Corps Heraldry
  - Burial Flags for Dover AFB
  - Religious Item Support



# Heraldics Team



- Challenges
  - Shrinking industrial base capable of providing Berry compliant material
  - Large workload of over 10K unique NSNs



# Solicitation Requirements



- Certification by The Institute of Heraldry will be required for a vendor submitting an offer on either a medal or insignia solicitation.
- A vendors past performance score (SPRS score) will be taken into consideration when evaluating their offer.





# Past Performance



- A vendors past performance score (SPRS) will be utilized in the evaluation of an offer.
- A past performance score of 60 or better is considered acceptable
- A score below 60 could result in your offer being bypassed.
- It is the vendor's responsibility to monitor their score.



# Past Performance



- Things that can negatively impact your score
  - Late Deliveries
  - Material arriving at the depot with incorrect packaging
  - Shipping over or under the contract quantity
- Things that can improve your score: Delivering on time.
- A vendor can obtain their score as well as information on how to improve their score by contacting Tim Atwell at 215-737-7844



# Moving Forward



- Open Solicitation for 175 service ribbons that may result in two long term contracts
- A Blanket Purchase Agreement is in place with several insignia manufactures for the Army rank.
- Expect to see more of the above types of agreements being issued in the future.
- The specification for the Nylon Fabric which has been designed to replace the rayon fabric has been completed and the shade standards are being finalized.



# Closed Solicitations



Item	Status	Award
Service Ribbons	Solicitation Closed	Target Award December 2019
Marksmanship Badges	Solicitation Closed	Target Award December 2019



# Upcoming Opportunities



Item	Status	Award
Christian Items	Solicitation Issued: November 2019	Target Award: April 2020
Jewish Items	Solicitation Issued: November 2019	Target Award: April 2020
Medals, Insignia's, Flags	Small Purchases	Ongoing



# Heraldics Team POCs



Name	Title	E-mail
John Fricker	Supervisor	<a href="mailto:John.Fricker@dla.mil">John.Fricker@dla.mil</a>
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WARFIGHTER FIRST

# THE INSTITUTE OF HERALDRY

DEPARTMENT OF THE ARMY

## Joint Advanced Planning Brief for Industry

Information Brief

7 November 2019



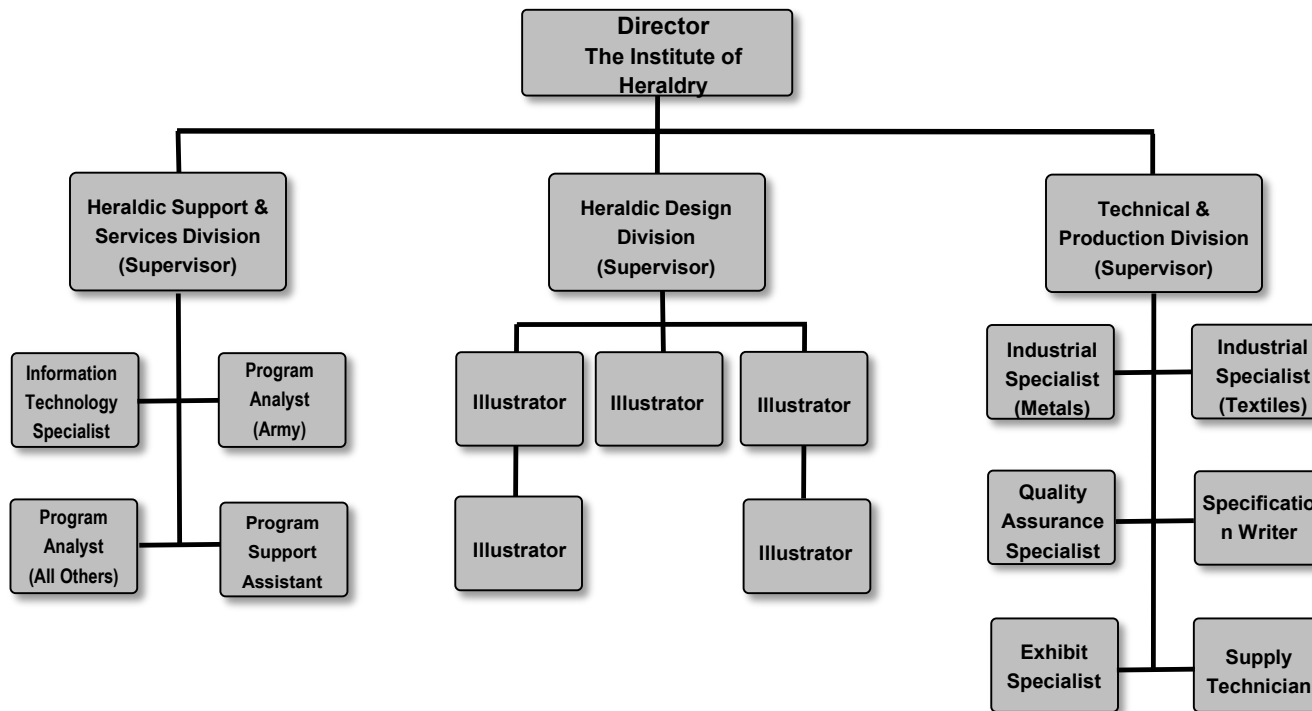
Thomas L. Casciaro  
Chief, Technical and Production Division  
The Institute of Heraldry







# Personnel staff





# CUSTOMERS



- Office of the President
- Department of Defense
  - Armed Forces
- Federal Agencies



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# Heraldic services

## Heraldic Services

1. Coats of Arms
2. Official Seals
3. Organizational & Positional Flags
4. Decorations & Medals
5. Shoulder Sleeve Insignia
6. Distinctive Unit Insignia
7. Insignia & Badges
8. Medallions
9. International Support





# FY19 POTUS/VPOTUS Support



TIOH provides support to the following organizations:

- White House Communications Agency
- White House Military Office
- 89<sup>th</sup> Airlift Wing, Presidential Airlift Group (Air Force One)
- Marine Helicopter Squadron One (Marine One)



21



10



15

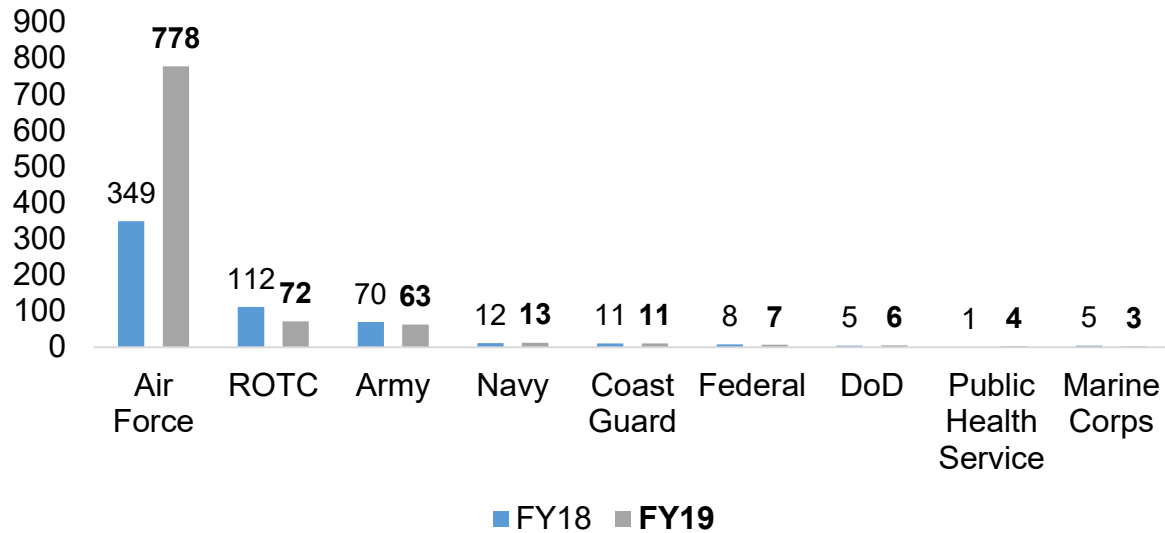
Total: 46



# FY19 Project management



## Projects Received by Agency





# FY19 Insignia Development

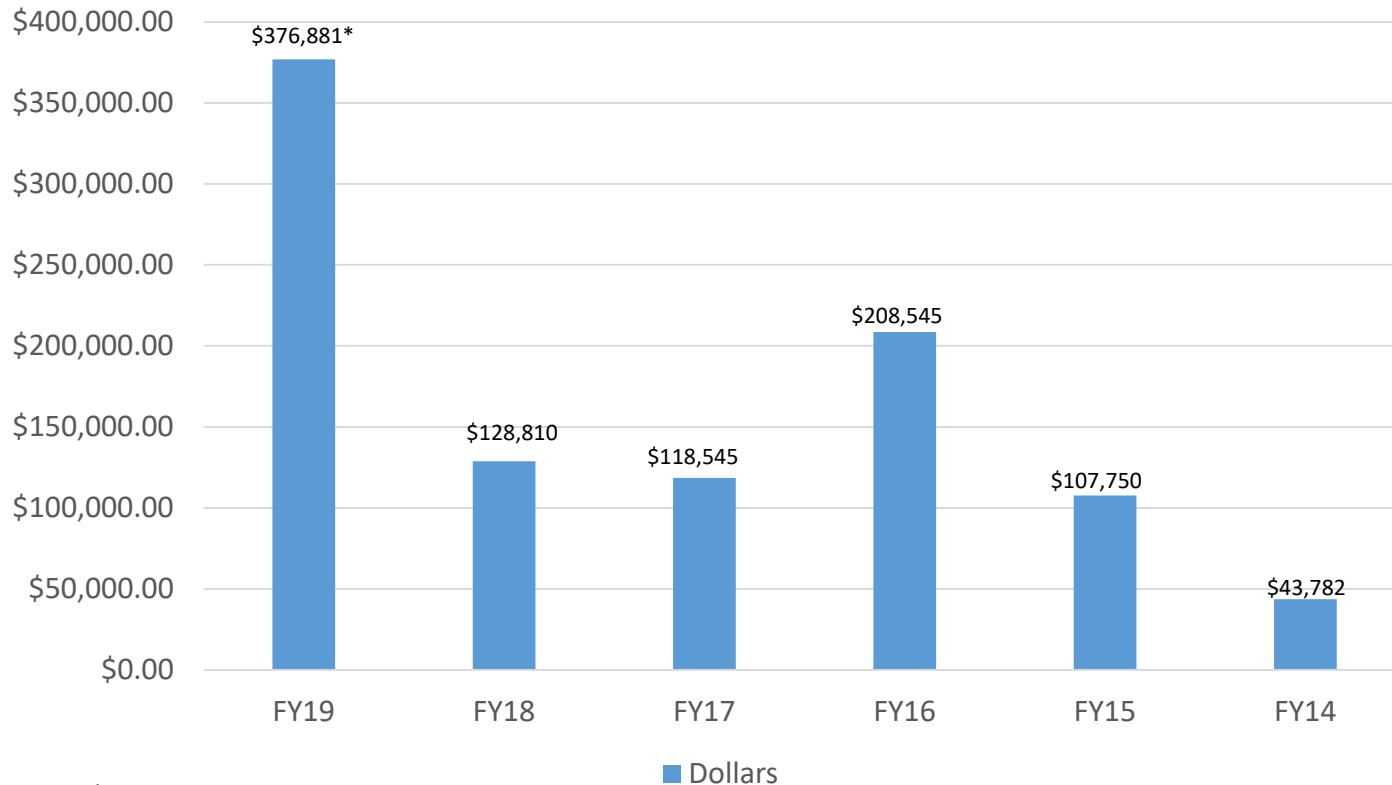


ARMY		MARINE		AIR FORCE		FEDERAL	
SSI	9	PATCH	1	BADGE	1	MEDAL	6
DUI	14			PATCH	802	RIBBON	6
CSIB	4					MEDALL	2
LAPEL	3						
<b>TOTAL</b>	<b>30</b>	<b>TOTAL</b>	<b>1</b>	<b>TOTAL</b>	<b>803</b>	<b>TOTAL</b>	<b>14</b>

**878 Developments**

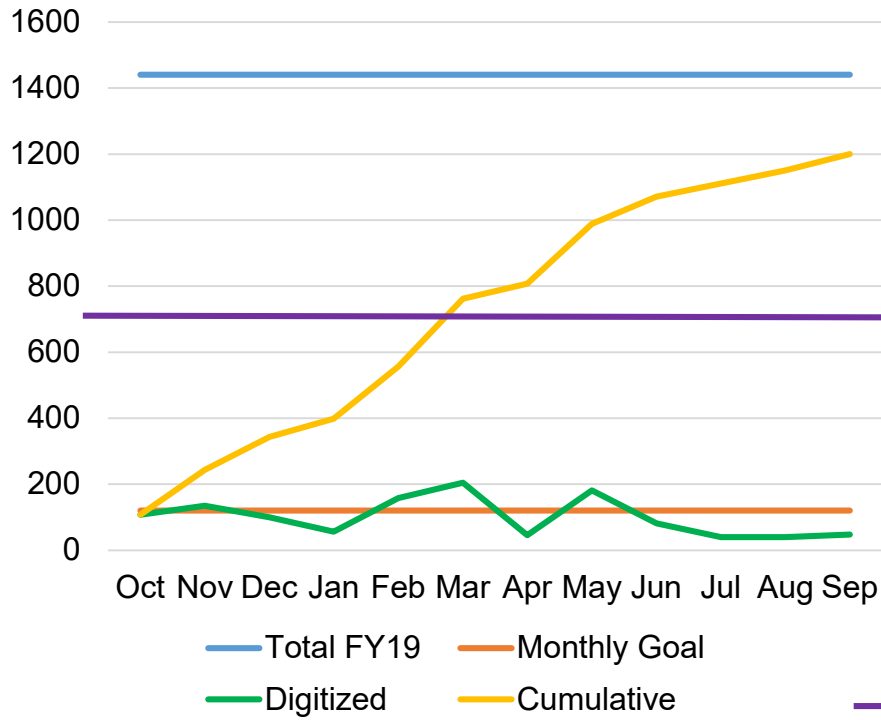


# FY19 Development Cost





# FY19 Ocp unit patch summary



**Directive:** TIOH/AF MOA

**FY 19 Goal:** Digitize 1,440 Unit Patches

**FY19 Objective:** Achieve 100% of FY Goal NLT 30 Sep 2019

**Quarterly Goal:** 360 patches digitized

**Quarterly Goal Achieved:**

- Q1 FY19 - 96%
- Q2 FY19 - 106%
- Q3 FY19 - 86%
- Q4 FY19 - 33%
- FY19 YTD - 80%

Meeting Objective





# AF OCP Patches

- FY18:TIOH digitized 1,200 and developed 802 patches
- FY19: Digitize 1,500 and develop 1,000 patches
- Development
  - 5 embroidered samples
  - Cartoon
  - 10 Days or less



# AIR FORCE CONVERSION





# Tioh Director



- Closing Comments
- Questions?



# POINTS OF CONTACT



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## DIRECTOR

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# USAF 3 color ACU Nametape / Insignia



AFLCMC... Providing the Warfighter's Edge

**Program Description:** Create a new 3-color camo patterned cloth, to be used for Nametape, Service Insignia, rank tags for all OCP uniforms (Dark Cream, Tan, Olive)

**Requirement:**

- **Readable with spice brown embroidery letters**
- Using 3 of the existing military OCP colors
- Meet existing cloth PD for physical properties requirements
- Measure, visually evaluate, and set: NiR, and Visual Shadestds

**Customers:**

- All USAF Military



**Recent Highlights (completed):**

- CSAF Requirement (color selection) Jun 19
- 100 yds test cloth made to Govt 3 color design Aug 19
- Army Lab 3 color nametape cloth testing Oct 19
- Army cloth spec letter changes Oct 19
- The Institute of Heraldry orders samples Oct 19

**Next Major Milestone/Significant Event:**

- Request DLA assign new NSNs Nov 19
- AF and TIOH certify cloth Nov 19
- AAFES orders nametape, insignia, rank Dec 19
- DLA begins contract planning Jan 19
- Initial availability (AAFES) Jun 20
- DLA begins placing production orders May 20
- Avail through supply May 21

	Projection											
	S	O	N	D	J	F	M	A	M	J	J	A
Cost	G	G	G	G	G	G	G	G	G	G	G	G
Schedule	G	Y	Y	G	G	G	G	G	G	G	G	G
Performance	G	G	G	G	G	G	G	G	G	G	G	G
Logistics	G	G	G	G	G	G	G	G	G	G	G	G
Funding	G	G	G	G	G	G	G	G	G	G	G	G
Manpower	G	G	G	G	G	G	G	G	G	G	G	G

