



DEFENSE LOGISTICS AGENCY

THE NATION'S COMBAT LOGISTICS SUPPORT AGENCY



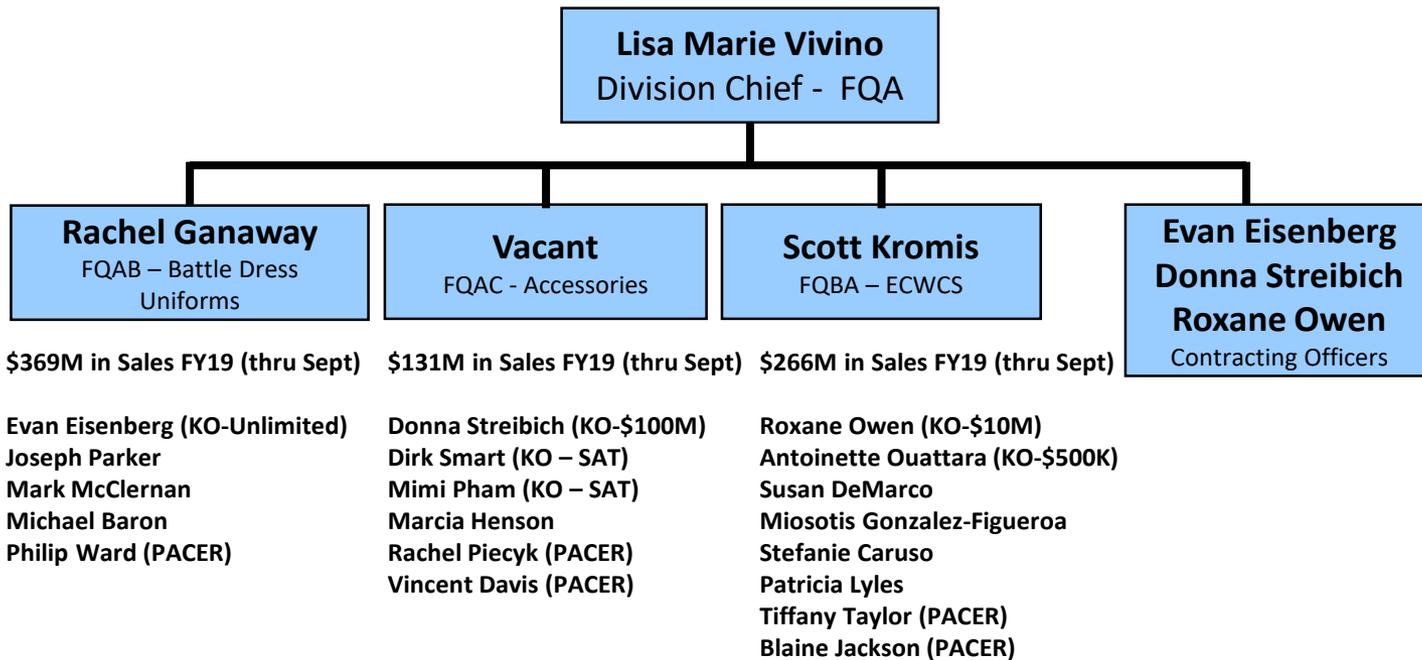
**DLA Troop Support
Clothing & Textiles
Accessories**

Scott Kromis
November 7, 2019





Field Clothing Division





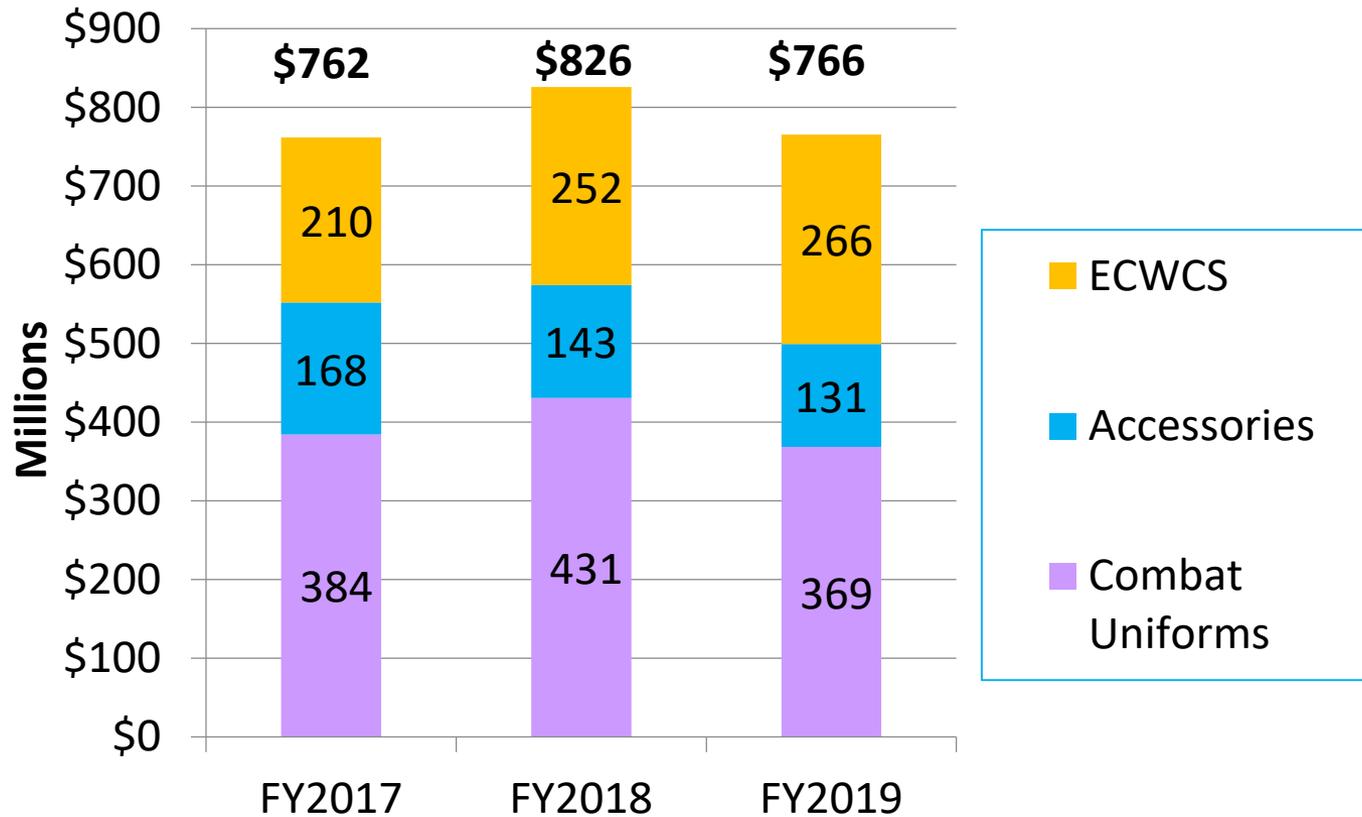
Division Points of Contact



Name	Team	Title	E-mail
Lisa Marie Vivino	Field Clothing	Division Chief	LisaMarie.Vivino@dla.mil
Rachel Ganaway	Battle Dress Uniforms	Supervisor	Rachel.Ganaway@dla.mil
Vacant	Accessories	Supervisor	
Scott Kromis	ECWCS	Supervisor	Scott.Kromis@dla.mil
Evan Eisenberg	Battle Dress Uniforms	Contracting Officer	Evan.Eisenberg@dla.mil
Donna Streibich	Accessories	Contracting Officer	Donna.Streibich@dla.mil
Roxane Owen	ECWCS	Contracting Officer	Roxane.Owen@dla.mil



Field Clothing – Sales FY2017-FY2019





Program Overview



- C&T Accessories' sales exceeded \$120 M since FY 17
- Accessories Team manages over 90 Accessory/Physical Training contracts.
- Past Sales
 - FY 17 Sales: \$168M
 - FY 18 Sales: \$143M
 - FY 19 Sales: \$130M
- Backorders are down by 41%



Obligations



Fiscal Year	Executed
2017	\$137 M
2018	\$147 M
2019	\$113 M

- Obligations for FY 2019
 - Plan: \$133 Million
 - Actual: \$113 Million
- FY20 Forecast: \$70 Million



Product Line Overview



Physical Training Uniforms





Product Line Overview cont'd



Physical Fitness Uniforms - Navy





Product Line Overview cont'd



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





Open Procurements



- PGC: 02410– Socks, White, Athletic, Crew

SPE1C1-19-R-0158, Base Term and Four Option Terms:

Min/ 25,000 pkg. Max: 125,000 pkg.

Target Award Date: December 2019

Small Business Set-Aside

- PGC 02263 Air Force Sweatpants

SPE1C1-19-R-0147, Base Term and Four Option Terms:

Min/ 9,072 EACH Max/ 45,360 EACH

Target Award Date: December 2019

Small Business Set-Aside



Open Procurements



- PGC: 26095– Buckle, Men’s Gold Plated
SPE1C1-19-R-0180, Base Term and Four Option Terms:
Min/ 36,000 each Max: 200,000 each
Target Award Date: January 2020
Ability One-Mandatory

- PGC: 26096– Buckle, Women’s Gold Plated
SPE1C1-19-R-0181, Base Term and Four Option Terms:
Min/ 16,300 each Max: 90,000 each
Target Award Date: January 2020
Ability One-Mandatory



Open Procurements



- PGC: 10097– White Bath Towel

Federal Prison Industries Mandatory

SPE1C1-19-R-0170, Base Term and Four Option Terms:

Min/ 71,950 each Max: 359,752 each

Target Award Date: March 2020

Directed to Federal Prison Industries

- PGC:02264 – Sweatshirt, Air Force, PCU

SPE1C1-19-R-0168, Base and four option years

Min: 10,008 EA/ Max: 50,040 EA

Target Award Date: March 2020

Total Small Business Set Aside

Solicitation Issued 10/23/19 and Closes 11/26/19



Upcoming Opportunities



- PGC:03983 – APFU T-Shirt, Short Sleeve
SPE1C1-20-R-XXXX, Base and four option years
Min: 221,472 EA/ Max: 1,107,360 EA
Target Award Date: June 2020
Directed to Federal Prison Industries
Estimated Solicitation Date: February 2020
- PGC: 03984 – APFU T-Shirt, Long Sleeve
SPE1C1-20-R-XXXX, Base and four option years
Min: 124,560 EA/ Max: 622,800 EA
Target Award Date: May 2020
Directed to Federal Prison Industries
Estimated Solicitation Date: January 2020



Upcoming Opportunities



- PGC:03290 (3 pair pack) and PGC: 03534 (5 pair pack) – Socks, Boot Antimicrobial, Black

SPE1C1-20-R-XXXX, Base and four option years; 2 Lots; Test results required

Min: 106,500 PR/ Max: 531,000 PR

Target Award Date: July 2020

Total Small Business Set Aside

Estimated Solicitation Date: February 2020

- PGC:00304 – Socks, Men’s Cushion Sole, Black

SPE1C1-20-R-XXXX, Base and four option years

Min: 18,000 PR/ Max: 90,000 PR

Target Award Date: June 2020

Total Small Business Set Aside

Estimated Solicitation Date: February 2020



Upcoming Opportunities



- PGC:00306 (pr)/PGC: 02767 (3 pr pack) – Socks, Cotton/Nylon, Black, Dress

SPE1C1-20-R-XXXX, Base and four option years

Min: 106,500 PR/ Max: 532,500 PR; Requirement could be affected by AGSU program

Target Award Date: August 2020

Total Small Business Set Aside

Estimated Solicitation Date: March 2020

- PGC:02945 – Briefs, Women's Black

SPE1C1-20-R-XXXX, Base and four option years

Min: 3,600 PR/ Max: 36,700 PR

Target Award Date: April 2020

Total Small Business Set Aside

Estimated Solicitation Date: December 2019



Upcoming Opportunities



- PGCs: 17632, 11281--Duffel Bag (Regular/ Regular without US Marking)
PGC: 36096– Duffel Bag (Improved)

SPE1C1-20-R-XXXX, 2 year base and 2 lots (1 or 2 awards possible)

Lot 1 (PGCs 17632 and 11281) - Min: 51,000 EA , Annual Estimated Quantity : 408,000 EA, Max: 660,000* (includes w/o US Marking qty*) EA

Lot 2 (PGC 36096)- Min: 108,000 EA , Annual Estimated Quantity : 864,000 EA, Max: 1,080,000 EA*

Units will be any combination if one award

Estimated Solicitation Date: January 2020

Target Award Date: May/June 2020

Competitive 8(A) Set Aside (most likely)



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 Suppliers Performance Risk System score-SPRS (formerly PPIRS) at <https://www.sprs.csd.disa.mil/>
- 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 cont'd



- 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.



Team POCs



• Acquisition Team

Scott Kromis, x2461 (Supervisor)

Donna Streibich, x8486 (Senior KO)

Dirk Smart x2512 (KO)-deployed

Mimi Pham x0316 (KO)

Marcia Henson, x2534

Rachel Piecyk x3305

Vincent Davis x3357

Technical Team

Karla Williams, 3229 (Supervisor)

Terry Donahue x3289

Paula Evans x5367



Questions



Questions?



WARFIGHTER FIRST



**Project Manager
Soldier Survivability**

**PRECISION
Is the Standard**

Every Ounce Matters, Every Bullet Counts

Product Manager Soldier Clothing and Individual Equipment (PM SCIE)

Army Physical Fitness Uniform – Maternity for the Joint Advanced Planning Brief to Industry

7 November 2019

Scott Hulett
Product Officer
Soldier Clothing and Individual Equipment
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Army Physical Fitness Uniform (APFU) - Maternity



Where We Are:

- Army developed and fielded new physical fitness uniform
- Pregnant Soldiers requested a maternity uniform
- The 149th Army Uniform Board directed development of a maternity physical fitness uniform

Where We Are Going:

- Developing concept design(s) based on current APFU
- Developing cost estimate for production and sustainment
- Present a cost/benefit analysis to the 152nd Uniform Board for approval to continue forward



U.S. AIR FORCE



AFLCMC... Providing the Warfighter's Edge



AF Uniform Office

AF Physical Training Gear

JAPBI Nov 19

Ms. Tracy Roan

AFUO Chief, AF Uniform Office

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Physical Training Gear (PTG)

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Background:

- **Program Description:** Provide improved optional
Improve current PTG
- **Requirement:** Revise fit and look. Update fabric w/
anti-microbial, moisture wicking, stretch, fast
drying, wind/water resistant. Berry Amendment
compliant

What We've Done:

- Market/Industry research
- Acquired initial fabric approval
- Conducted fit test @ WPAFB
- Selected additional fabrics for AF Leadership
approval

Plan Forward:

- Acquire fabric approval and revised requirement
- Update design/pattern
- Fit/wear test
- Transition to AAFES and DLA



Male/Female Short
Sleeve Shirt and
Running Short



Male/Female Short
Sleeve Shirt and
Mid-Length Short



Male/Female Track
Jacket and Pant



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Research Process

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Market research

More retailers are adding active wear to their collections

Younger generations wear athleisure clothing more often

Sustainable clothing

Top selling trends

Industry research

Berry complaint performance material

US athletic wear manufacturers

Reflective manufacturers



Shorts Comparison Chart

	Air Force (current)	Nike Black	Adidas	ArmyPT	NIKE Running Short
Brand					
Size	M	M	M	M	L
Inseam Length	63/4	85/8	91/4	51/4	3 1/4
Outter Seam Length	13 1/8	18 3/4	18 1/8	15 7/8	10
WaistLength	15	16	15 1/4	16 1/4	14
WaistbandWidth	1 1/8	1 5/8	1 5/8	1	1
Leg Opening	14 3/4	12	12 1/8	15 3/4	14 1/4
Hip (widest part)	23	21 1/4	19 1/2	21 1/2	21 3/4
FrontRise	11 1/2	11 5/8	9 5/8	12 1/4	12 1/2
Back Rise	13 1/2	13 3/8	13 1/4	15 3/8	13
Thigh	15 3/8	14	14	16	14 1/2
Material Content	100% Nylon shell, 100% Poly liner	100% Poly	94% Poly/6% Spandex	100% Poly	100% Poly