DLA Troop Support
Clothing & Textiles
Heraldics

John Fricker
Chief, Heraldics Team
Dress Clothing Division

SHARON PIECYK
Division Chief (FQC)

JOHN FRICKER
Supervisor (FQDD)
Heraldics/Flag Room/Ecclesiastical

ASHLEY LIDDLE
Supervisor (FQA)
Dress Uniforms

Randy McArthur
Supervisor (FQCB)
Outerwear/Shirts & Headwear

$71M in Obs FY19

$26.5M in Obs FY19

$105.7 In Obs FY19

Melissa Rios-Thomas-GS-13

Arlett Hartie (KO)
Earl Joyner (KO)
Megan Wherrity (KO)
Michael Oconnor
Eugenia Bodnar
Sharan Khaira
Debra Seibert (PACER)
Marissa Sacca (PACER)

Charles Brown (KO)
Robert Fagan (KO)
Stanley Thomas
William Dent
Jonny Nguyen
Colin Smith (PACER)
Mathew McCottry (PACER)

Tony D'Avella (KO)
Karen Bradley- GS-13 (KO)
Kyle Maccia (KO)
Daniel Engelberg (KO)
Matthew Mckeever
Adam Lam
Coraliz (Cory) Feliciano (PACER)
Angelia Anderson (GS-7)
Ruth Miller (GS-7)
Material Obligations

<table>
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<th>Year</th>
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<td>FY2017</td>
<td>$30.2</td>
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<tr>
<td>FY2018</td>
<td>$28.0</td>
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<td>FY2019</td>
<td>$26.5</td>
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## Dress Clothing Division POCs

<table>
<thead>
<tr>
<th>Name</th>
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<tbody>
<tr>
<td>Sharon Piecyk</td>
<td>Division Chief</td>
<td><a href="mailto:Sharon.Piecyk@dla.mil">Sharon.Piecyk@dla.mil</a></td>
</tr>
<tr>
<td>John Fricker</td>
<td>IST Heraldic Chief</td>
<td><a href="mailto:John.Fricker@dla.mil">John.Fricker@dla.mil</a></td>
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<tr>
<td>Charles Brown</td>
<td>Contracting Officer</td>
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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 vendor's past performance score (SPRS score) will be taken into consideration when evaluating their offer.
Past Performance

• A vendor’s 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

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<th>Item</th>
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<tr>
<td>Service Ribbons</td>
<td>Solicitation Closed</td>
<td>Target Award December 2019</td>
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<tr>
<td>Marksmanship Badges</td>
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# Upcoming Opportunities

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<tr>
<td>Christian Items</td>
<td>Solicitation Issued: November 2019</td>
<td>Target Award: April 2020</td>
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<tr>
<td>Jewish Items</td>
<td>Solicitation Issued: November 2019</td>
<td>Target Award: April 2020</td>
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<tr>
<td>Medals, Insignia’s, Flags</td>
<td>Small Purchases</td>
<td>Ongoing</td>
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## Heraldics Team POCs

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<td><a href="mailto:William.dent@dla.mil">William.dent@dla.mil</a></td>
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<tr>
<td>Jonny Nguyen</td>
<td>Acquisition Specialist</td>
<td><a href="mailto:Jonny.nguyen@dla.mil">Jonny.nguyen@dla.mil</a></td>
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CUSTOMERS

- Office of the President
- Department of Defense
  - Armed Forces
- Federal Agencies
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
TIOH provides support to the following organizations:

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

Total: 46
FY19 Project management

Projects Received by Agency

- Air Force: FY19 778, FY18 349
- ROTC: FY19 112, FY18 72
- Army: FY19 70, FY18 63
- Navy: FY19 12, FY18 13
- Coast Guard: FY19 11, FY18 11
- Federal: FY19 8, FY18 7
- DoD: FY19 5, FY18 6
- Public Health Service: FY19 1, FY18 4
- Marine Corps: FY19 5, FY18 3
## FY19 Insignia Development

### Army
- **SSI**: 9
- **DUI**: 14
- **CSIB**: 4
- **Lapel**: 3
- **Total**: 30

### Marine
- **Patch**: 1
- **Total**: 1

### Air Force
- **Badge**: 1
- **Patch**: 802
- **Total**: 803

### Federal
- **Medal**: 6
- **Ribbon**: 6
- **Medall**: 2
- **Total**: 14

**Total Developments**: 878
FY19 Development Cost

FY19: $376,881*
FY18: $128,810
FY17: $118,545
FY16: $208,545
FY15: $107,750
FY14: $43,782

*$301,400 AF COP Patches
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

15th FLYING TRAINING WING

58th FIGHTER SQ

12th SPECIAL OPERATIONS SQ

In Omnia Paratus

In Omnia Paratus
• Closing Comments

• Questions?
POINTS OF CONTACT

DIRECTOR
Charles V. Mugno: (703) 806-4949
charles.v.mugno.civ@mail.mil

CHIEF, HERALDIC SERVICES & SUPPORT DIVISION
Jacqueline Hack: (703) 806-4970
jacqueline.hack.civ@mail.mil

CHIEF, HERALDIC DESIGN DIVISION
Costella Alford: (703) 806-4981
costella.alford.civ@mail.mil

CHIEF, TECHNICAL & PRODUCTION DIVISION
Thomas Casciaro: (703) 806-4984
thomas.l.casciaro.civ@mail.mil

Website: www.tioh.hqda.pentagon.mil
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 Shade stds

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

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