



**DLA**  
DEFENSE LOGISTICS AGENCY  
*Established 1961*



The Nation's Combat Logistics Support Agency

# DLA Clothing & Textiles Heraldics

John Fricker, IST Chief  
November 17, 2022



WARFIGHTER ALWAYS



# The Heraldics Team (FQDD)





# Product Line Overview

- **Product Line**

- All military services medals and insignias
- Embroidered ranks, patches, and name/service tapes
- Various U.S and military flags and streamers
- Military blankets and bedding items

- **Major Programs**

- DLA Troop Support Flag Room
- Direct support to the US Army Heraldry and Veterans Medals Unit and
- Direct support to US Air Force and Marine Corp Heraldry
- Congressional Homeless Blanket Program
- White House Support (POTUS and VPOTUS flags and various medals)

- Manage over 8,000 unique NSNs
- Estimated sales vary yearly around \$23 million - \$30 million
- FY 22 forecast is \$23.5 million
- FY 23 Forecast is \$26 million



# Upcoming Opportunities Competitive Buys

- **Sword & Scabbard**
  - Quantity: Min: 588 Max: 2,940
  - Base Year Period: 12 months
- **Army Gold Plated Collar Insignia**
  - Quantity: Min: 54,723 Max: 27,3615
  - Base Year Period: 12 months, Tiers: 4
- **Army Commendation Medal Set**
  - Quantity: Min: 15,000 Max: 78,000
  - Base Year Period: 12 months, Number of Options: 4
- **Army Star Logo Patch**
  - Quantity: Min: 81,000 Max: 405,000
  - Base Year Period: 12 months, Tiers: 4



# Upcoming Opportunities Competitive Buys

- **Flagstaff 8FT Poles**
  - Quantity: Min: 1,200 Max: 6,000
  - Base Year Period: 12 months, Tiers: 2
- **Blanket, Bed, Wool, NAVY**
  - Quantity: Min: 5,821 Max: 29,105
  - Base Year Period: 12 months, Number of Options: 4
- **National Defense Medal Set**
  - Quantity: Min: 15,000 Max: 74,000
  - Base Year Period: 12 months, Tiers: 4
- **Tactical Assault Flag**
  - Quantity: Min: 55,933 Max: 279,664
  - Base Year Period: 12 months, Tiers: 4





# Upcoming Opportunities Mandatory Buys

- **Pillow, Bed Feather**
  - Quantity: Min: 5797 Max: 28,988
  - Base Year Period: 12 months, Tiers: 4
  
- **Innerspring Mattress**
  - Quantity: Min: 9,381 Max: 46,903
  - Base Year Period: 12 months, Tiers: 2



# 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 Score (SPRS)

- 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
- A vendor can obtain their score as well as information on how to improve their score by contacting Tim Atwell at 215-737-7844





# Current Issues and Concerns

- Staffing:
  - Difficulties hiring and maintain enough staff
- Supplies:
  - Inability to order and receive the raw materials
  - Shortage of truck drivers to deliver inbound raw materials and pick-up finish goods
  - Impact of COVID -19 on Industry
- Costs:
  - Rise in raw material costs by as much as 3 to 5X
  - The overall impact of rising inflation
- Material:
  - Rayon – working with Army TIOH / Natick to establish new standards



# Team POCs

Name	Title	E-mail
John Fricker	Supervisor/Contracting Officer	<a href="mailto:John.Fricker@dla.mil">John.Fricker@dla.mil</a>
Charles Brown	Contracting Officer/Acquisition Specialist	<a href="mailto:Charles.Brown@dla.mil">Charles.Brown@dla.mil</a>
James Roberson	Contracting Officer/Acquisition Specialist	<a href="mailto:James.Roberson@dla.mil">James.Roberson@dla.mil</a>
William Dent	Acquisition Specialist	<a href="mailto:William.Dent@dla.mil">William.Dent@dla.mil</a>
Stanley Thomas	Acquisition Specialist	<a href="mailto:Stanley.Thomas@dla.mil">Stanley.Thomas@dla.mil</a>
Colin Smith	Acquisition Specialist	<a href="mailto:Colin.Smith@dla.mil">Colin.Smith@dla.mil</a>
Matthew McCottry	Acquisition Specialist	<a href="mailto:Matthew.McCottry@dla.mil">Matthew.McCottry@dla.mil</a>
Vern Rose	Acquisition Specialist	<a href="mailto:Vern.Rose@dla.mil">Vern.Rose@dla.mil</a>

# THE INSTITUTE OF HERALDRY

DEPARTMENT OF THE ARMY

## Joint Advanced Planning Brief for Industry

Information Brief

17 November 2022

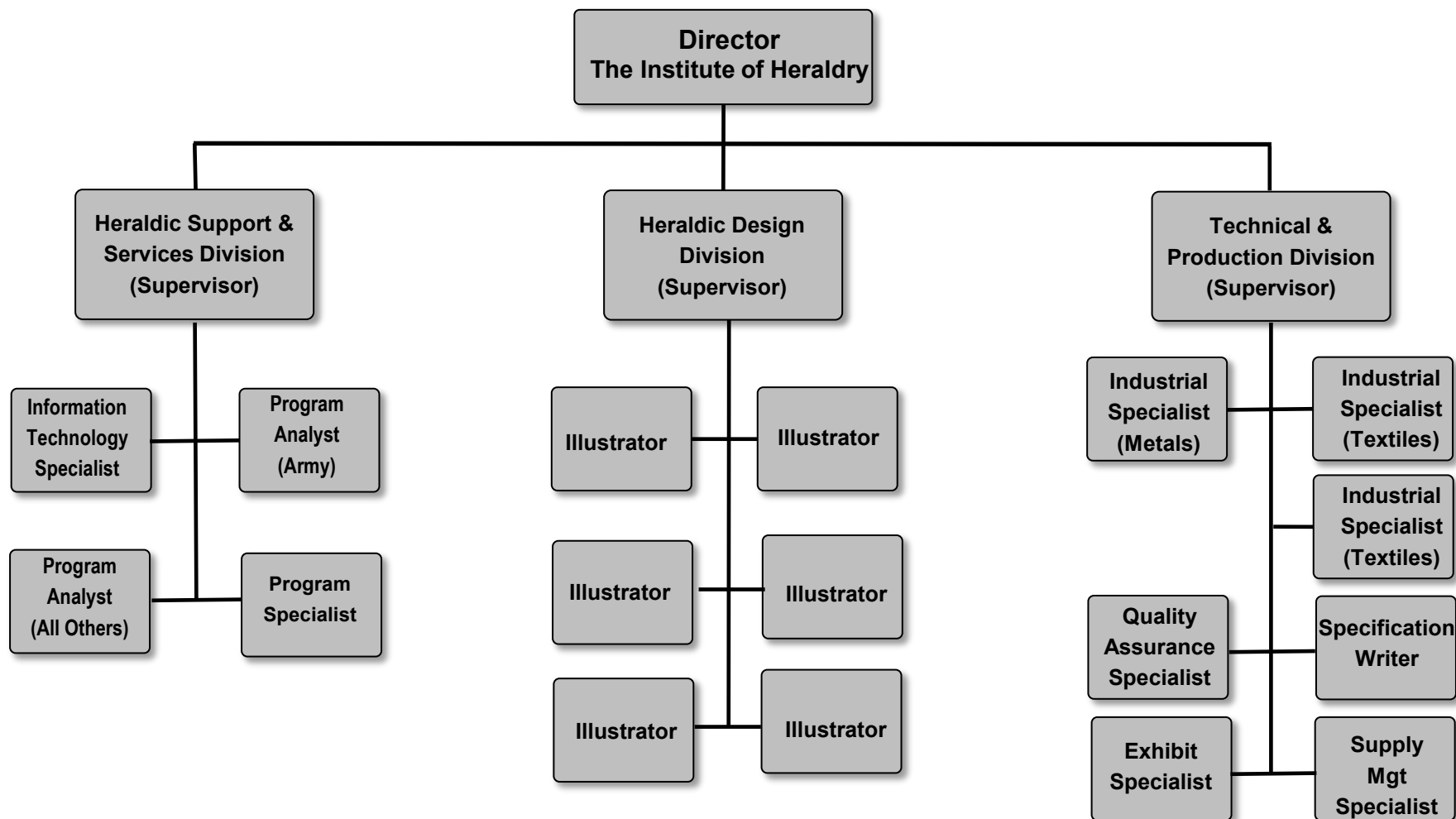


Thomas L. Casciaro  
Chief, Technical and Production  
Division  
The Institute of Heraldry





# PERSONNEL STAFF





# BACKGROUND

**The Institute of Heraldry** is responsible for executing the Secretary of the Army's statutory requirement (10 USC § 7594) to furnish heraldic services associated with our National symbolism to all Federal Government Agencies.





# 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





# INDUSTRIAL SPECIALIST (TEXTILE)



## Manufacturing Drawing

REVISIONS			
LTR	DESCRIPTION	DATE	APPROVED
B	STITCH COUNT ADDED.	18 MAY 2009	<i>Charles V. Magno</i> DIRECTOR

FOR SUBDUED INSIGNIA  
ACU:  
SCARLET AREAS TO BE FOLIAGE  
GREEN 67202. BLACK AREAS TO BE  
BLACK 67138.

DESIGNED FOR OVEREDGE STITCHING  
STITCH COUNT  
7829 STITCHES (minimum)  
90/2 DENIER  
12/4 SPAN

EXAMINED	TLC	
CHECKED	pm	SAO
PREPARED	JAS	

APPROVED  
*Charles V. Magno*  
DIRECTOR

UNLESS OTHERWISE SPECIFIED DIMENSIONS ARE IN INCHES  
TOLERANCES ON FRACTIONS DECIMALS ANGLES

MATERIALS:  
TO BE MANUFACTURED IN ACCORDANCE WITH MIL-DTL-14652

THE INSTITUTE OF HERALDRY, DEPARTMENT OF THE ARMY  
9325 GUNSTON RD, RM S-113 FORT BELVOIR, VA 22060-5579

SHOULDER SLEEVE INSIGNIA  
U.S. ARMY ELEMENT  
SPECIAL OPERATIONS  
COMMAND AFRICA

SIZE CONTROL IDENT. NO.  
A 22571 A-1-989

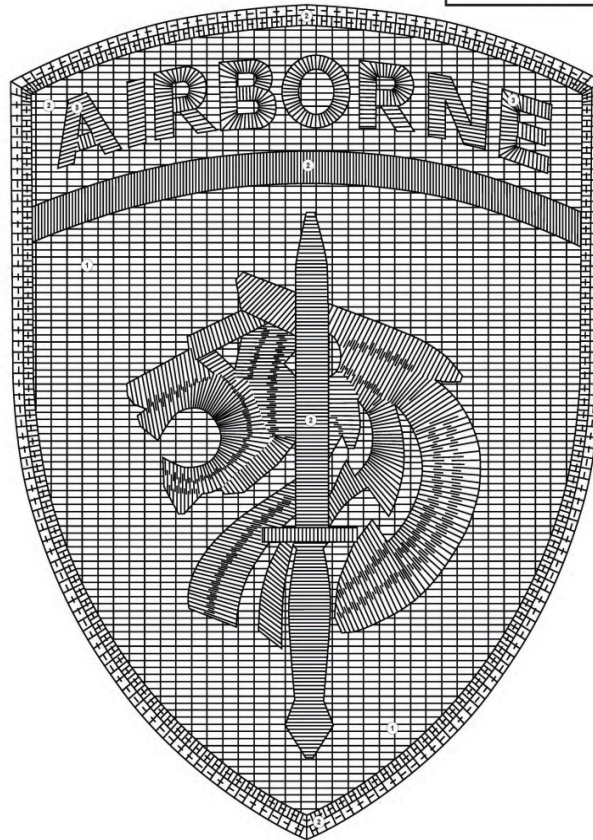
SCALE FULL DATE 23 DECEMBER 2008

## Government Cartoon

4/29/09

12/4

SHOULDER SLEEVE INSIGNIA  
U.S. ARMY ELEMENT  
SPECIAL OPERATIONS  
COMMAND AFRICA  
A-1-989



COLOR	CABLE	DENIER	UNDER	COVER	TOTAL	ACU COLOR	CABLE DENIER
1.SCARLETHL	67111	902	118	3116	3234	2.FOLIAGE GREEN 504	67202 902
2.BLACKHAN	67138	902	976	2959	3937	3.BLACKHAN	67138 902
3.SCARLETHL	67111	902	254	254	488	2.FOLIAGE GREEN 504	67202 902
			1300	6469	7829		

## Production Samples







# INDUSTRIAL SPECIALIST (METAL)



## Government Die



## Government Specification

REVISIONS				
ZONE	LTR	DESCRIPTION	DATE	APPROVED
3-5	ALL	DEVICE CHANGED TO CIRCLE	17 JUN 2010	<i>[Signature]</i> CHIEF, U.S. AIR FORCE BRIGADIER

INCH-POUND

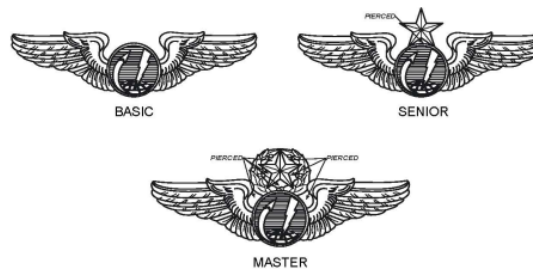
MIL-DTL-3628/25  
3 August 2010

### DETAIL SPECIFICATION SHEET

BADGE, OCCUPATIONAL, REMOTELY PILOTED AIRCRAFT  
SENSOR OPERATOR, U.S. AIR FORCE

This specification is approved for use by all  
Departments and Agencies of the Department of Defense.

The requirements for acquiring the product described herein shall consist of this specification  
sheet and the latest issue of MIL-DTL-3628.



- DASH NO:
- 1 Basic, Regular Size
  - 2 Senior, Regular Size
  - 3 Master, Regular Size
  - 4 Basic, Mid Size
  - 5 Senior, Mid Size
  - 6 Master, Mid Size

MATERIAL: Red Brass or Nickel Silver

FINISH: Nickel Plated (Red Brass only), Mirror-like Polished and shall match  
The Institute of Heraldry Metal Finish Chip Number 16.

AMSC N/A

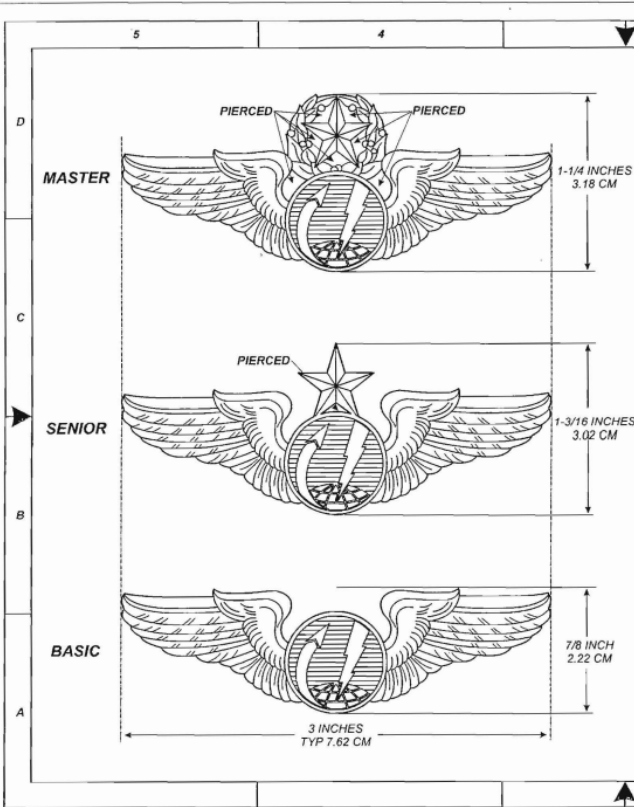
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FSC 8455

## Production Samples



Manufacturing Drawing





# DOD STANDARDIZATION PROGRAM

- Custodian of 2,500 Specifications for heraldic items
- DoD 4120.24M, Defense Standardization Program
  - MIL-STD-961, Department of Defense Standard Practice
  - SD-1, Standardization Directory

INCH-POUND

MIL-DTL-3943G  
12 August 2020  
SUPERSEDING  
MIL-DTL-3943F  
23 January 2020

DETAIL SPECIFICATION SHEET  
DECORATIONS AND MEDALS, GENERAL SPECIFICATION FOR

This specification is approved for use by all Departments and agencies of the Department of Defense

1. SCOPE

1.1 **Scope.** This specification covers the requirements for decorations and medals awarded by the Department of Defense and other Government Agencies (See 6.1).

1.2 **Classification.** Decorations and medals covered by this specification will be as specified on the applicable military specification sheet (See 2.2.1 and 6.2).

2. APPLICABLE DOCUMENTS

2.1 **General.** The documents listed in this section are specified in section 3, and 4 of this specification. This section does not include documents cited in other sections of this specification or recommended for additional information or as examples. While every effort has been made to ensure the completeness of this list, document users are cautioned that they must meet all specified requirements of documents cited in sections 3, and 4 of this specification, whether or not they are listed.

2.2 **Government documents.**

2.2.1 **Specification, standard and handbooks.** The following specifications, standards and handbooks form a part of this document to the extent specified herein. Unless otherwise specified, the issues of these documents cited in the solicitation or contract.

Comments, suggestions, or questions on this document should be addressed to The Institute of Heraldry, ATTN: Technical and Production Division, 9325 Gunston Road, Room S-108, Fort Belvoir, VA 22060-5579 or email to [usaarmy.belvoir.hqda.mil.tech-webmaster@mail.mil](mailto:usaarmy.belvoir.hqda.mil.tech-webmaster@mail.mil). You may verify the currency of this specification using the ASSIST Online database at <https://assist.dla.mil>.

AMSC N/A

FSC 8455

1 of 2

Source: <http://assist.dla.mil> - Downloaded: 2021-01-25T14:10Z  
Check the source to verify that this is the current version before use.



INCH-POUND

MIL-DTL-3943/4H  
10 August 2018  
SUPERSEDING  
MIL-DTL-3943/4G  
15 June 2016

DETAIL SPECIFICATION SHEET  
CORATION, DISTINGUISHED SERVICE CROSS

This specification is approved for use by all Departments and Agencies of the Department of Defense

requiring the product described herein shall consist of this specification sheet and the latest issue of MIL-DTL-3943.

REVERSE                      OBVERSE

DASH NO.  
-1: Regular Size  
-2: Miniature Size

S/15 (UNS Alloy No. C-230)

Relieved and shall match The Institute of Heraldry Metal Finish

F)

FSC 8455

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INCH-POUND

MIL-DTL-11589/50F  
17 October 2018  
SUPERSEDING  
MIL-DTL-11589/50E  
30 July 2008

DETAIL SPECIFICATION SHEET  
N, DISTINGUISHED SERVICE CROSS, U.S. ARMY

This specification is approved for use by all Departments and Agencies of the Department of Defense

requiring the product described herein shall consist of this specification sheet and DTL-11589.

S	FUNCTION OF STRIPES	FINISH: MOIRÉ		
		COLOR & CABLE NUMBER		FELLING YARN
		STRIPES		
Edge & Binder	Old Glory Red	HEF	67156	White HA 67101
Ground	Old Glory Red	HEF	67156	
Ground	White	HA	67101	
Ground	Imperial Blue	HEZ	67175	
Ground	White	HA	67101	
Ground	Old Glory Red	HEF	67156	
Edge & Binder	Old Glory Red	HEF	67156	

S	FUNCTION OF STRIPES	FINISH: MOIRÉ		
		COLOR & CABLE NUMBER		FELLING YARN
		STRIPES		
Edge & Binder	Old Glory Red	HEF	67156	White HA 67101
Ground	Old Glory Red	HEF	67156	
Ground	White	HA	67101	
Ground	Imperial Blue	HEZ	67175	
Ground	White	HA	67101	
Ground	Old Glory Red	HEF	67156	
Edge & Binder	Old Glory Red	HEF	67156	

US ISSUE: Marginal notations are not used in this revision to identify previous issue due to the extent of the changes.

FSC 8455

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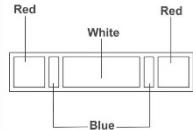
INCH - POUND

MIL-DTL-11484/4G  
12 December 2017  
SUPERSEDING  
MIL-DTL-11484/4F  
8 February 2013

DETAIL SPECIFICATION SHEET  
EL BUTTON, DISTINGUISHED SERVICE MEDAL U.S. ARMY

This specification is approved for use by all Departments and Agencies of the Department of Defense

requiring the product described herein shall consist of this specification sheet and DTL-11484.



S/85/15 (UNS Alloy No. C-230)

n (Stoning epoxy) 24K Gold Plated, Mirror-like Polished and shall match The Metal Finish Chip Number 6.

4 inch (REF)

32 inch (REF)

: 0.065 inch ± 0.005 inch

FSC 8455

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# QUALITY ASSURANCE PROGRAM

- AR 672-8 – Quality Control Program (Updated July 22)
- CFR 32, Part 507 – Quality Control Program (Updated Oct 21)
- Manufacturer Certification Program
- Certification of items for commercial sale - QAM
- QA items sold in AAFES Military Clothing Store
- Advise DLA Troop Support
- Annual DLA Warehouse Inspection





# DLA WAREHOUSE INSPECTION 2019



## APRIL 2019

SERVICE	SAMPLES	LINES	PASSED	FAILED	%FAILED
ARMY	30,650	307	295	12	4.07%
MARINES	1,455	25	24	1	4.17%
AIR FORCE	3,225	39	36	3	8.33%
<b>TOTALS</b>	<b>35,330</b>	<b>371</b>	<b>355</b>	<b>16</b>	<b>4.51%</b>

## APRIL 2018

SERVICE	SAMPLES	LINES	PASSED	FAILED	%FAILED
ARMY	21,996	298	284	14	4.93%
MARINES	1,705	27	23	4	17.39%
AIR FORCE	1,990	32	27	5	18.52%
<b>TOTALS</b>	<b>25,691</b>	<b>357</b>	<b>334</b>	<b>23</b>	<b>6.88%</b>





# REPOSITORY AND TOOL ROOM

- Repository:
  - Over 20,000 historical artifacts
  - Certified samples authorized for sale



- Provide samples to:
  - DLA Troop Support
  - Smithsonian Museum
  - Center of Military History



- Tool Room:
  - Maintain over 25,000 government hubs and dies
  - Valued in excess of \$7,500,000
  - Provide tools to DLA Troop Support



# EXHIBIT SPECIALIST



50 Plaques Per Year

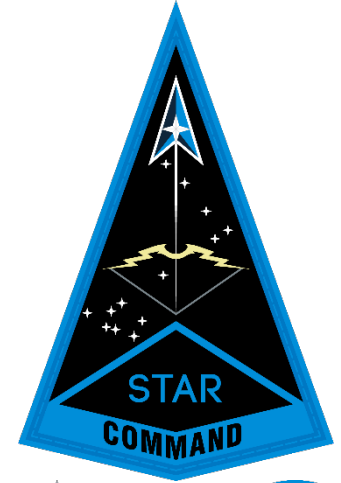
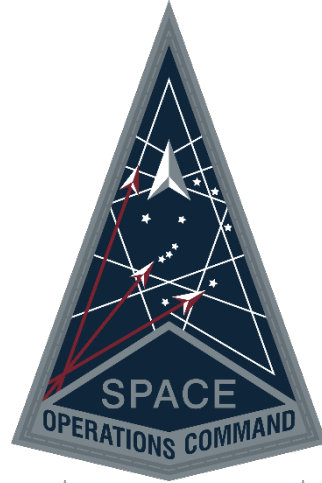
# FY22 IN REVIEW







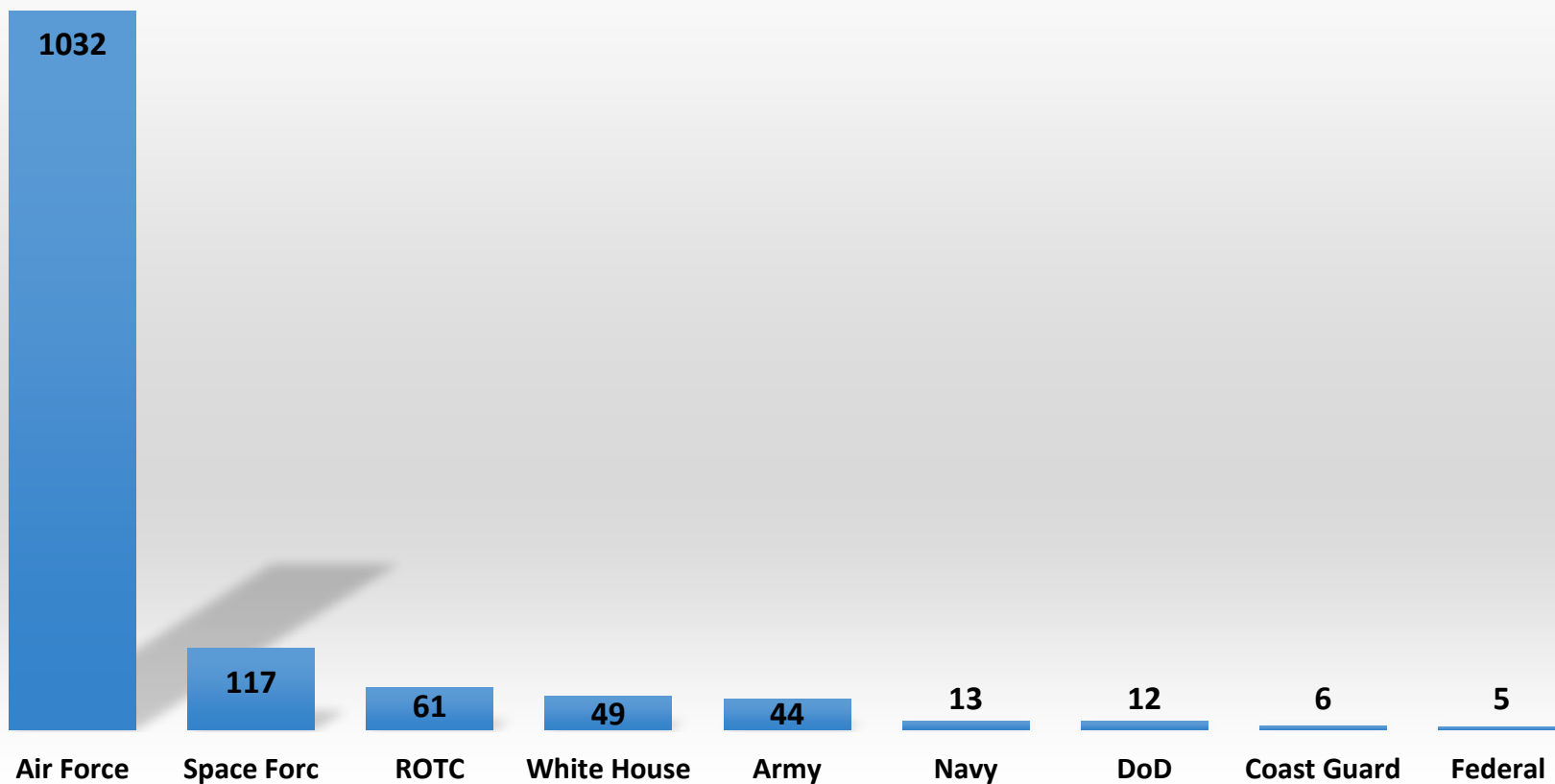
# PVC FY22 IN REVIEW





# TIOH PROJECTS

■ TIOH Projects



**TOTAL PROJECTS: 1,339**

# TIOH DIRECTOR



- Closing Comments
- Questions?





# POINTS OF CONTACT



## DIRECTOR

Charles V. Mugno: (571) 515-0320

[charles.v.mugno.civ@army.mil](mailto:charles.v.mugno.civ@army.mil)

## CHIEF, TECHNICAL & PRODUCTION DIVISION

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[thomas.l.casciaro.civ@army.mil](mailto:thomas.l.casciaro.civ@army.mil)

## CHIEF, HERALDIC SERVICES & SUPPORT DIVISION

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[jacqueline.hack.civ@army.mil](mailto:jacqueline.hack.civ@army.mil)

## CHIEF, HERALDIC DESIGN DIVISION

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[andrew.w.wilson26.civ@army.mil](mailto:andrew.w.wilson26.civ@army.mil)



## WEBSITE