# DEFENSE LOGISTICS AGENCY

*Established 1961*

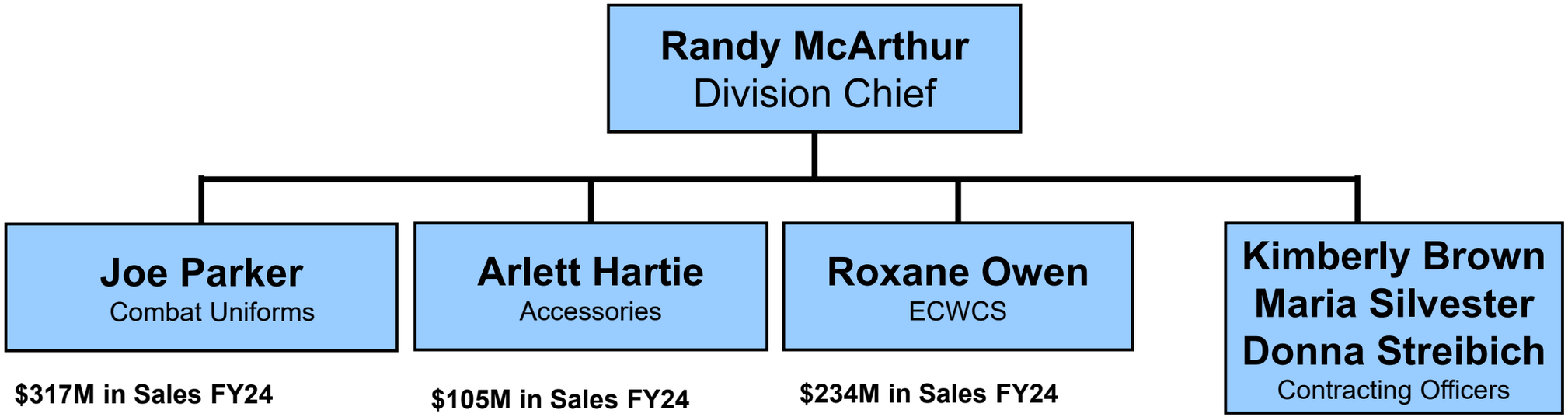
# DLA TROOP SUPPORT
## Clothing & Textiles
## Field Clothing Division

November 21, 2024

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY

PEOPLE ★ PRECISION ★ POSTURE ★ PARTNERSHIPS WARFIGHTER ALWAYS

# Field Clothing Division




**$317M in Sales FY24**

**Maria Silvester (KO $100M)**
**Linda Crawford (KO $2M)**
**Hien-My Nguyen**
**Aaron Rinnier**
**Colette Salfi (PACER)**
**Tracy Perkins**
**Vanessa Magee**
**Kristin Ray (Purchasing Agent)**

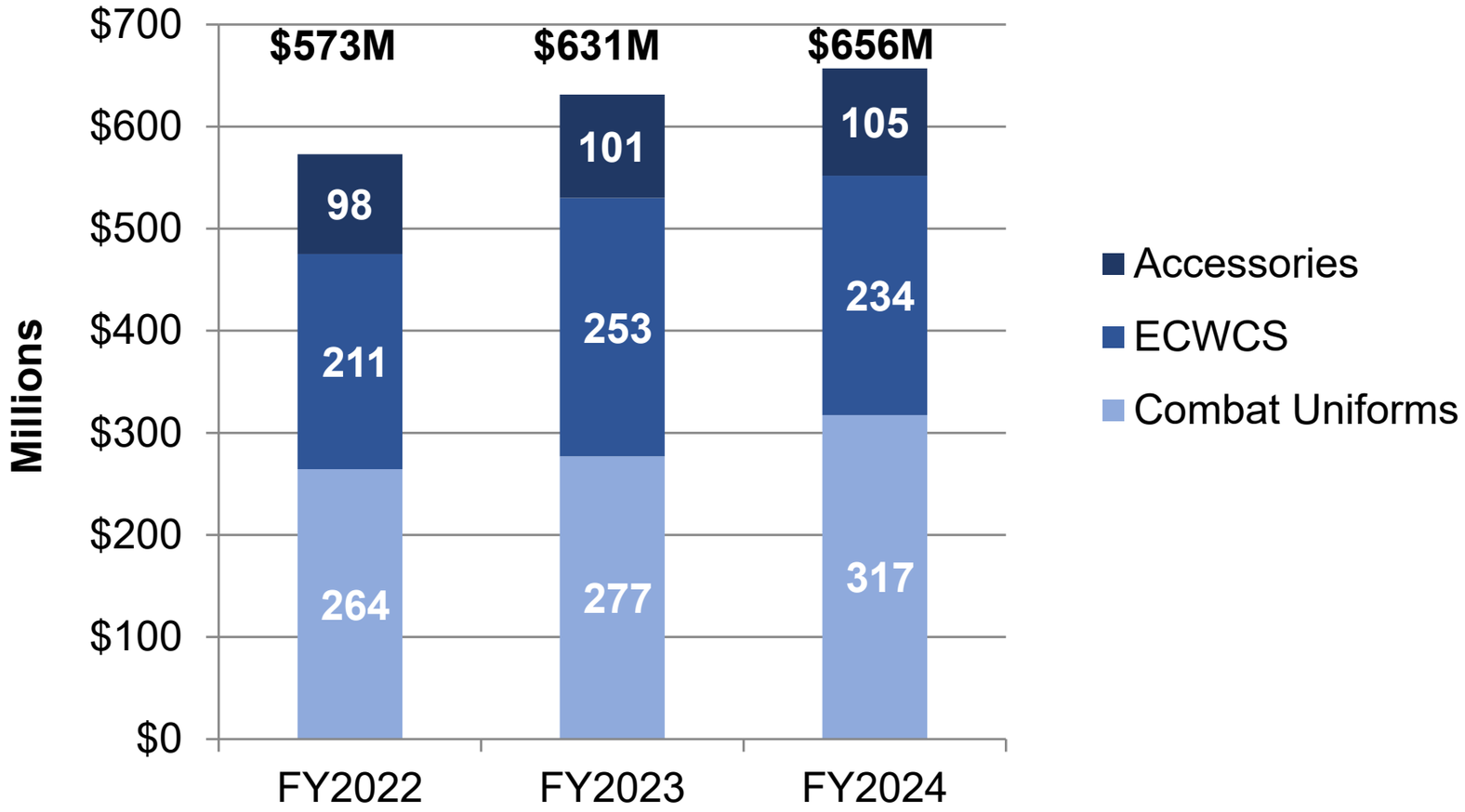
**$105M in Sales FY24**

**Donna Streibich (KO $100M)**
**Erin Maher (KO $2M)**
**Mimi Pham (KO SAT)**
**Vincent Davis**
**Valetta Love**
**Timothy Sweetra (PACER)**

**$234M in Sales FY24**

**Kimberly Brown (KO $10M)**
**Linda Cioppa-Pape (KO SAT)**
**Susan DeMarco**
**Matthew Everett (KO SAT)**
**Sherri Gehman**
**Geoffrey Gilbert (PACER)**
**Nicole Hawe (PACER)**
**Juwan Rainer**
**Tiffany Taylor**

# Field Clothing Sales FY2022 – FY2024



# Division Points of Contact

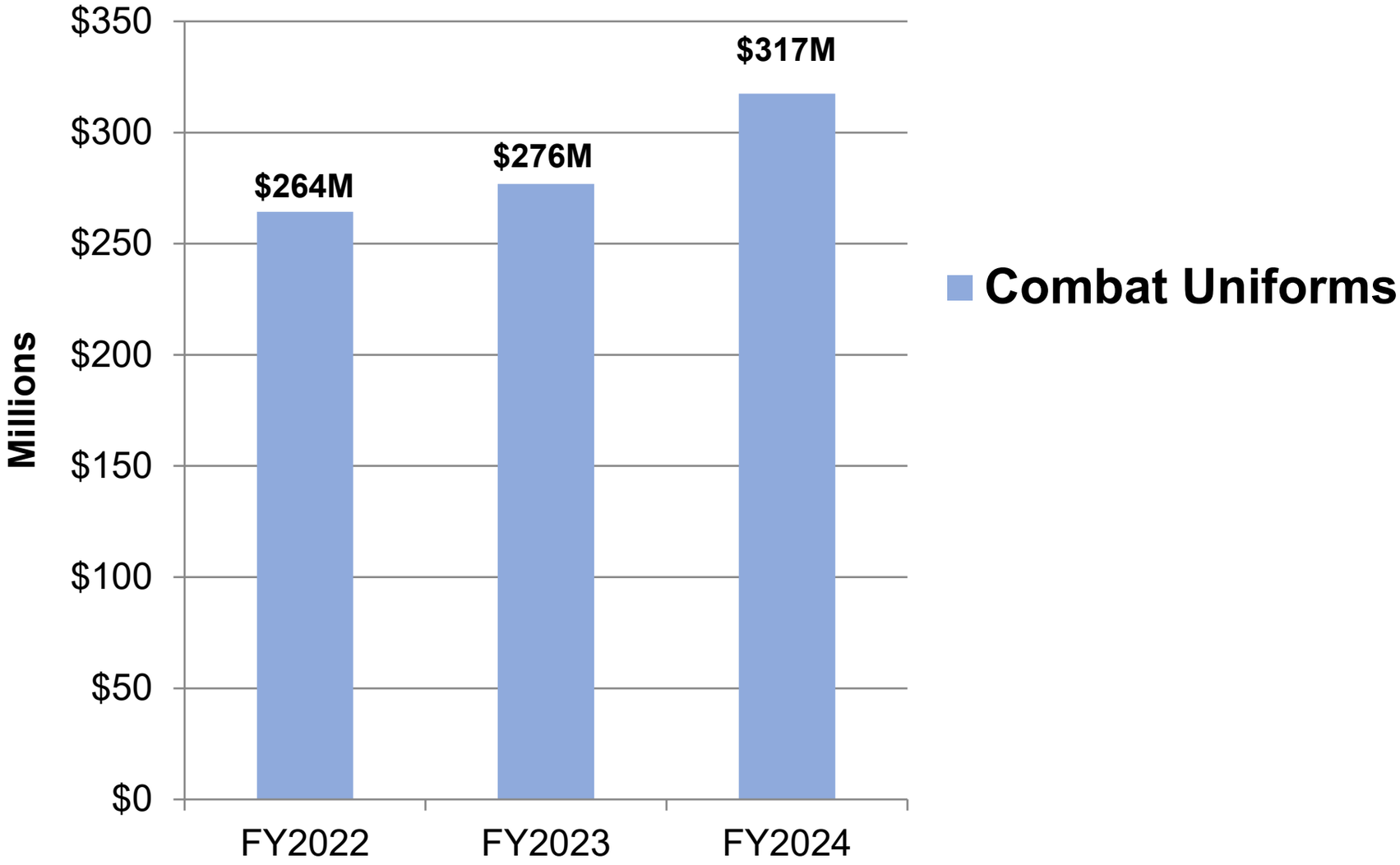
| Name | Team | Title | E-mail |
|---|---|---|---|
| Randy McArthur | Field Clothing | Division Chief | Randall.McArthur@dla.mil |
| Joseph Parker | Combat Uniforms | Supervisor | Joseph.Parker@dla.mil |
| Arlett Hartie | Accessories | Supervisor | Arlett.Hartie@dla.mil |
| Roxane Owen | ECWCS | Supervisor | Roxane.Owen@dla.mil |
| Maria Silvester | Combat Uniforms | Contracting Officer | Maria.Silvester@dla.mil |
| Donna Streibich | Accessories | Contracting Officer | Donna.Streibich@dla.mil |
| Kimberly Brown | ECWCS | Contracting Officer | Kimberly.Brown@dla.mil |

# Combat Uniforms

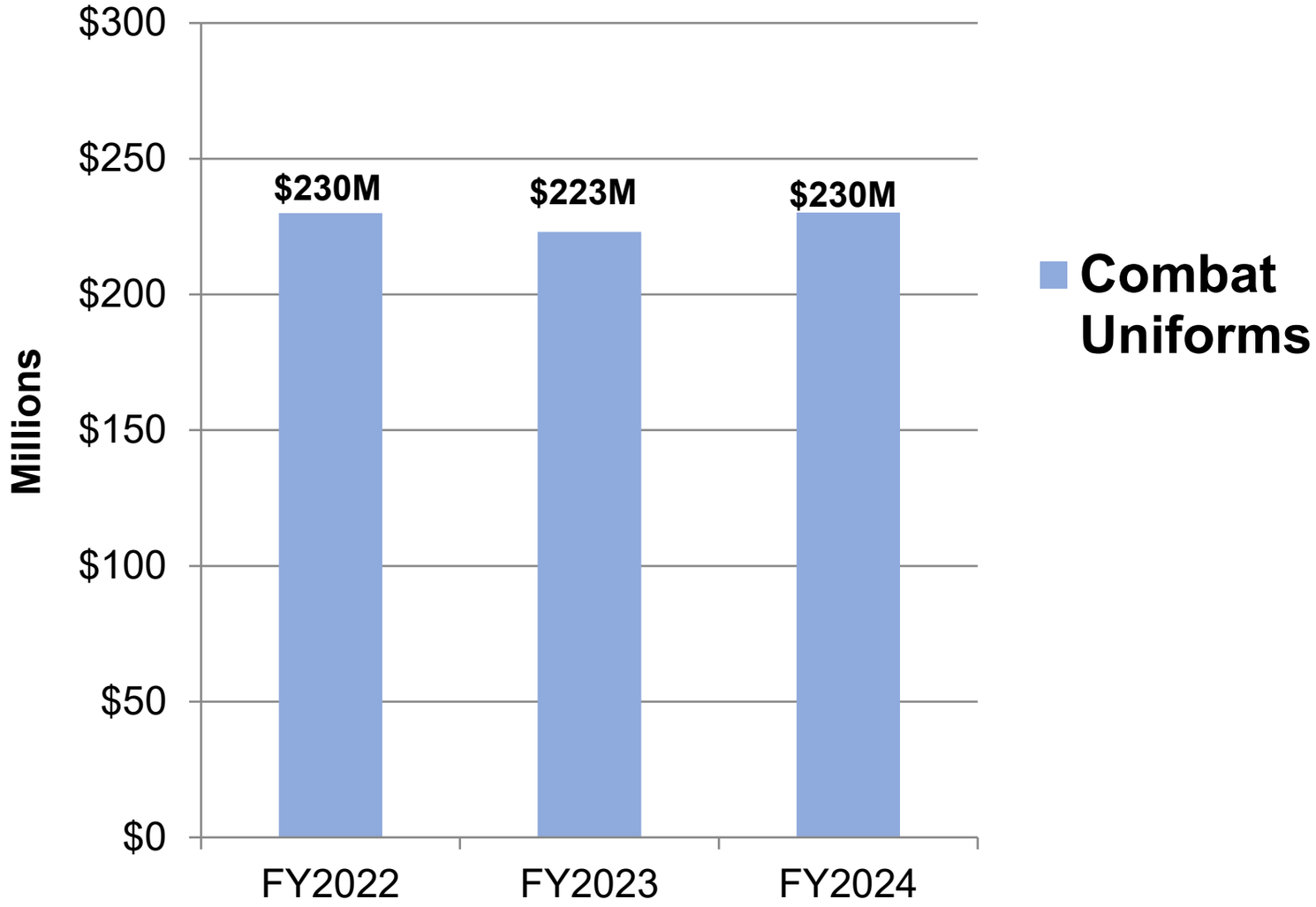
# Product Line Overview

- Product Line
  - Combat Uniforms for Army, Air Force, Navy, Marine Corps, Coast Guard
    - Army Combat Uniform (ACU)
    - Flame Resistant Army Combat Uniform (FR-ACU) Unisex & Female
    - Improved Hot Weather Combat Uniform (IHWCU) Unisex & Female
    - Navy Working Uniform (NWU)
    - Navy 2PC FR Uniform
    - Marine Corps Combat Utility Uniform (MCCUU)
    - Operational Dress Uniform (ODU)
    - Marine Corp Tropical Combat Uniform (MCTCU)
    - Army Patrol Cap & Sun Hat, Navy Boonies and Caps, MC Caps
- Manage 46 items
- Manage 35 long term contracts

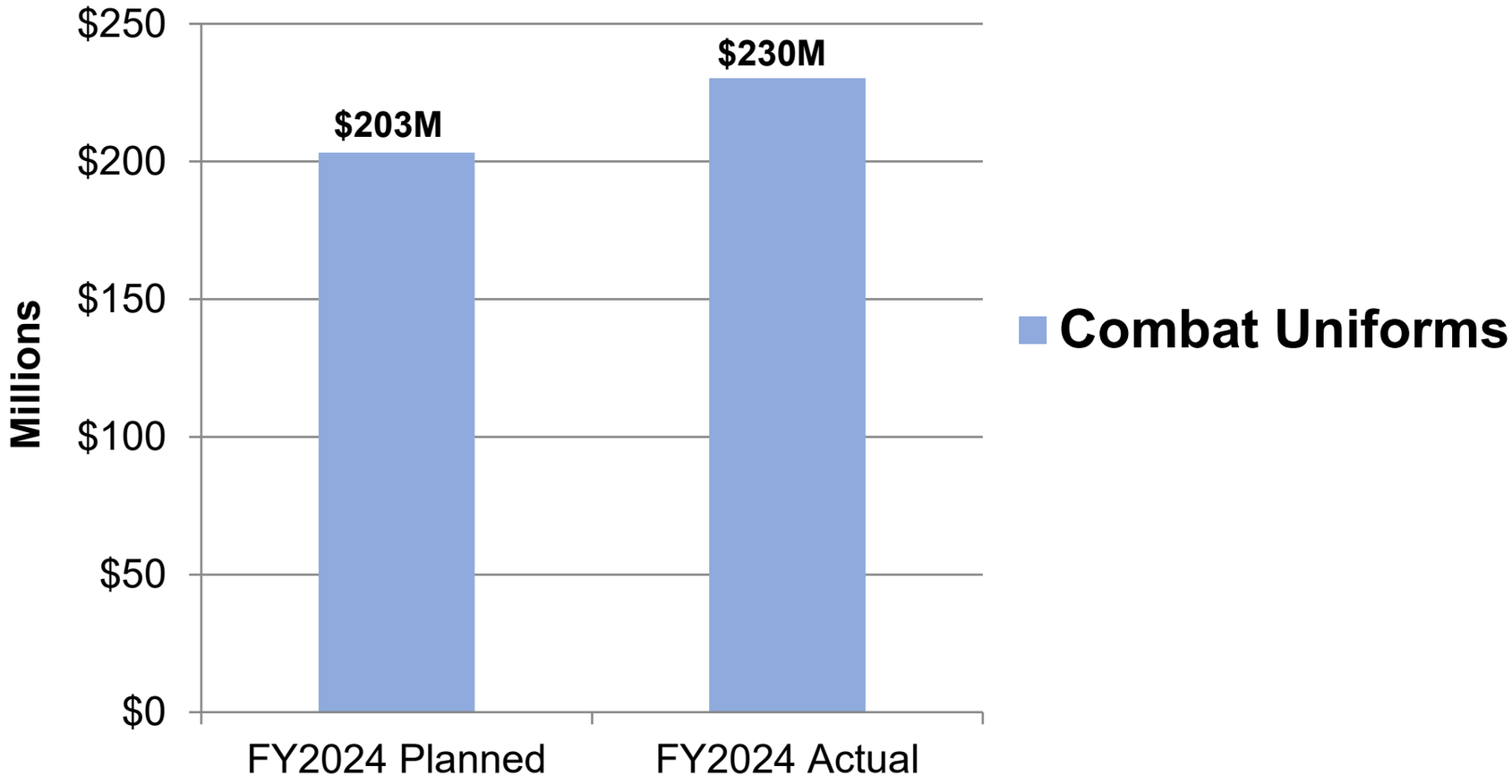
# Combat Uniform Sales FY2022 – FY2024



# Obligations
# FY2022 – FY2024



# FY2024 Obligations Planned vs. Actual



# Upcoming Opportunities

| ITEM | STRATEGY | EST. CONTRACT LENGTH | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|
| IHWCU-F Trousers | Mandatory | 5 Tiers | Dec 2024 | Mimi Nguyen |
| IHWCU, Female Coats & Trousers | Competitive | 5 Tiers | Jan 2025 | Vanessa Magee |
| ODU Coats & Trousers; NCU Trouser | Competitive | 5 Tiers | Jan 2025 | Colette Salfi |
| ACU Coats and Trousers | Competitive | 5 Tiers | Dec 2024 | Aaron Rinnier |
| IHWCU Unisex Coats and Trousers | Competitive | 5 Tiers | Jan 2025 | Aaron Rinnier |

# Updates and Reminders

- Delivery Schedules
  - Make every effort to adhere to schedules.
  - Report delays in advance so we can plan accordingly
  - Excusable extension requests will no longer be accepted if:
    - not submitted on the Request for Excusable Delay Form
    - the request is for dates in the past
  - Excusable delay requests related to covid absenteeism and/or employee shortages will be granted under very limited circumstances moving forward.
- Waiver Requests (Non-Shade)
  - Submit all requests on the DD 1694 Request for Variance Form. Please include:
    - the delivery order #
    - the total amount of garments affected with the applicable NSN(s) and lot number(s).
  - Make sure to propose consideration before submitting
- Waiver Requests (Shade)
  - Please include the price per yard for the fabric with your request

# Team Points of Contact

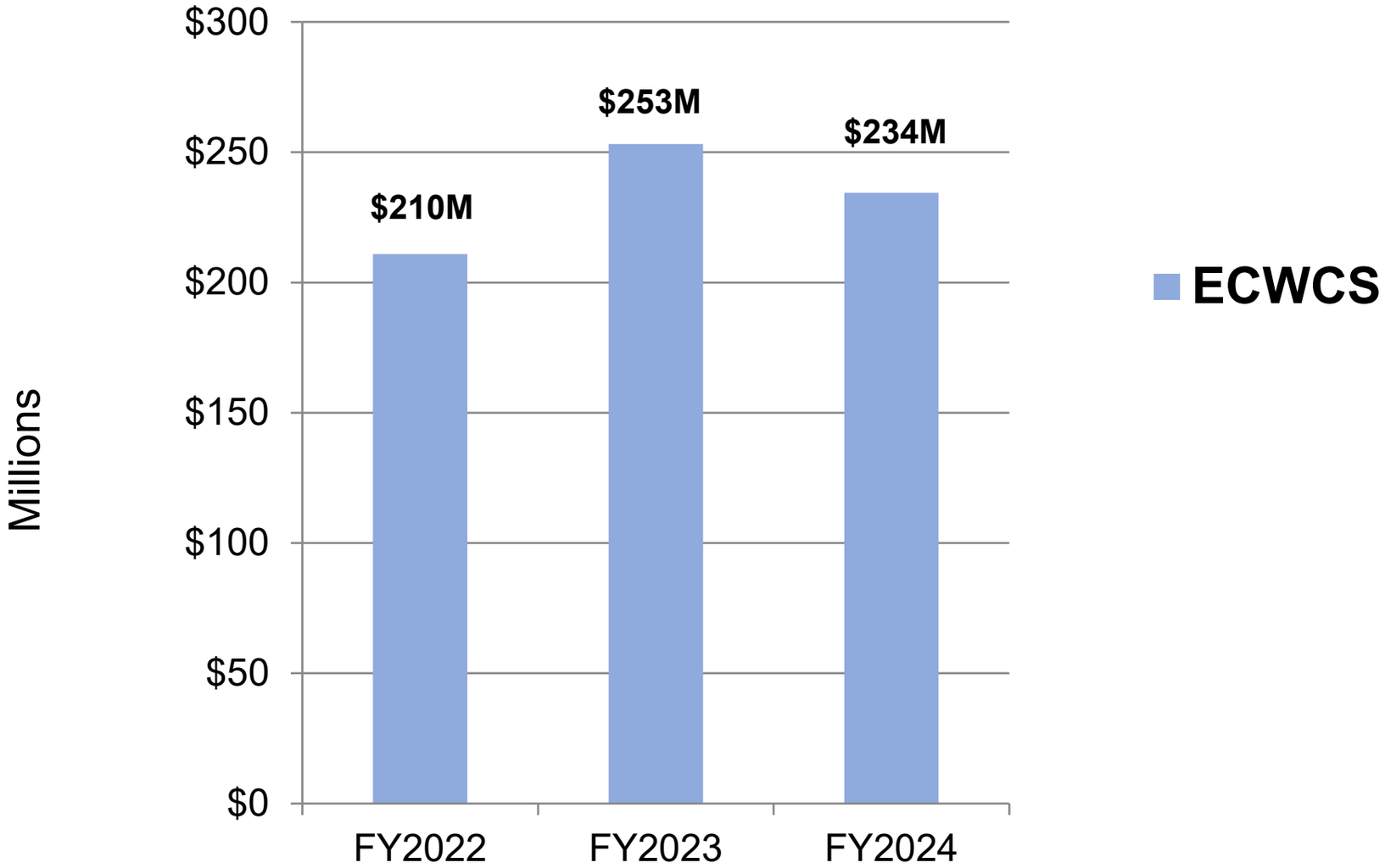
| NAME | TITLE | EMAIL |
|---|---|---|
| Joseph Parker | Supervisor | Joseph.Parker@dla.mil |
| Maria Silvester | Contracting Officer | Maria.Silvester@dla.mil |
| Linda Crawford | Contract Specialist/KO | Linda.Crawford@dla.mil |
| Aaron Rinnier | Contract Specialist | Aaron Rinnier@dla.mil |
| Hien-My Nguyen | Contract Specialist | Hien-My.Nguyen@dla.mil |
| Tracy Perkins | Contract Specialist | Tracy.Perkins@dla.mil |
| Colette Salfi | Contract Specialist (Pacer) | Colette.Salfi@dla.mil |
| Vanessa Magee | Contract Specialist | Vanessa.Magee@dla.mil |
| Kristin Ray | Purchasing Agent | Kristin.Ray@dla.mil |

LEVEL I
LEVEL II
LEVEL III
LEVEL IV
LEVEL V
LEVEL VI
LEVEL VII
Light-Weight
Mid-Weight
High-Loft
Wind Jacket
Extreme-Wet/Cold Weather
Extreme Cold Weather

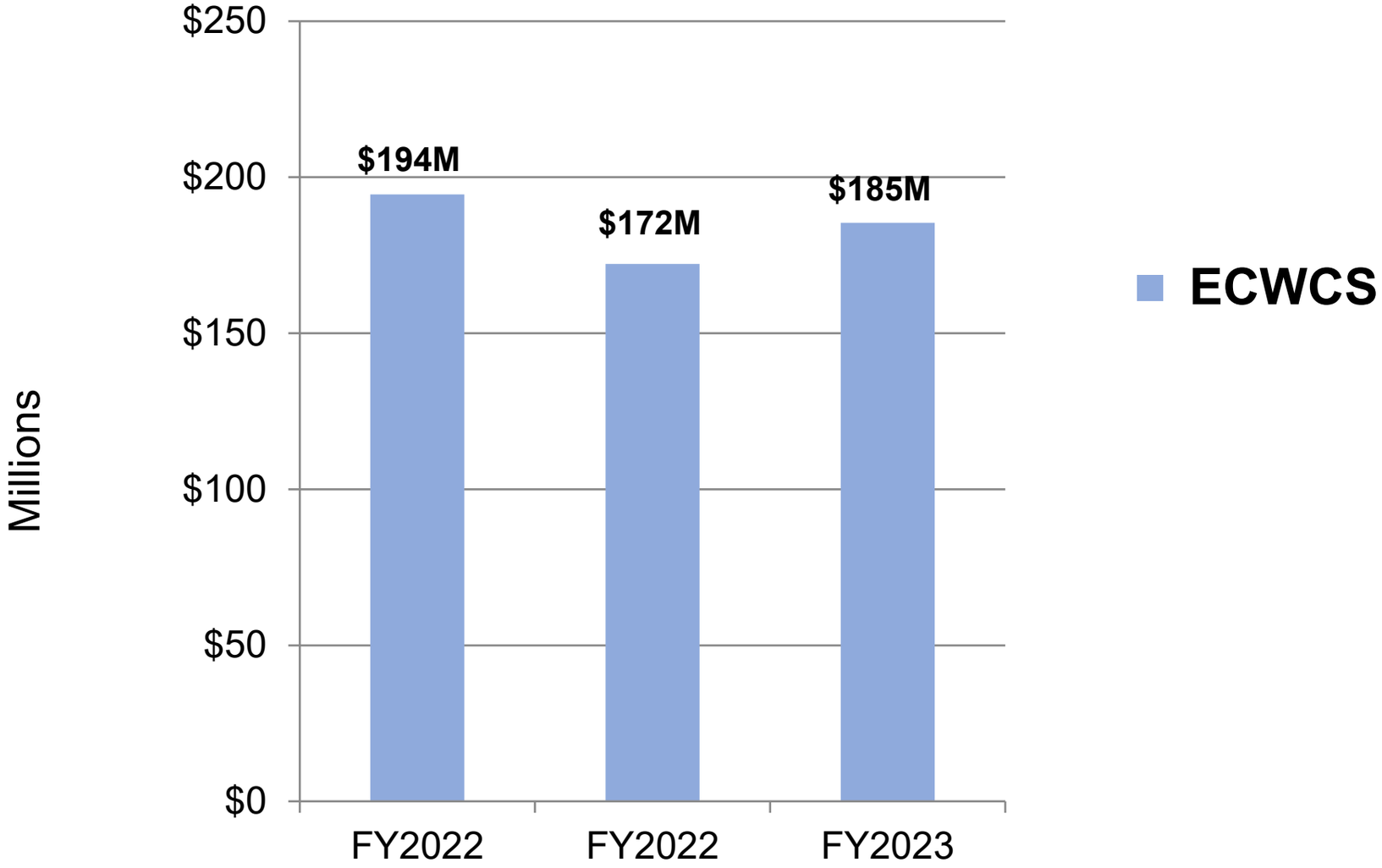
# Product Line Overview

- Product Line
  - – Extreme Cold Weather Clothing System for the Army and Air Force,
  - • Cold Weather Parka and Trouser for Navy, Marine Corps and Coast Guard
    - • Base Layer Undershirt/ Drawers, Lightweight Undershirt/ Drawers
    - • Silk weight Undershirt and Drawers
- • Grid Fleece Undershirt and Drawers, USMC Grid Fleece undershirt and drawers
    - • GEN III Layer 4 Wind Jacket, Layer 5 Jacket, Layer 5 Soft Shell Trouser
    - • GEN III Layer 6 Jacket, Layer 6 Trouser
    - • GEN III Layer 7 Parka, Layer 7 Trouser
    - • Navy, Parka, Navy Working Uniform (NWU) Type II and Type III
    - • Parka, Cold Weather Navy, Fleece Liner
    - • Balaclava Hood, Navy Watch Knit Cap, Cold Weather Cap
    - • USMC Layer 6 Jacket/ Trousers, Snow Camo Parker/ Trousers
- • Manage over 40 items
- • Manage 60 long term contracts

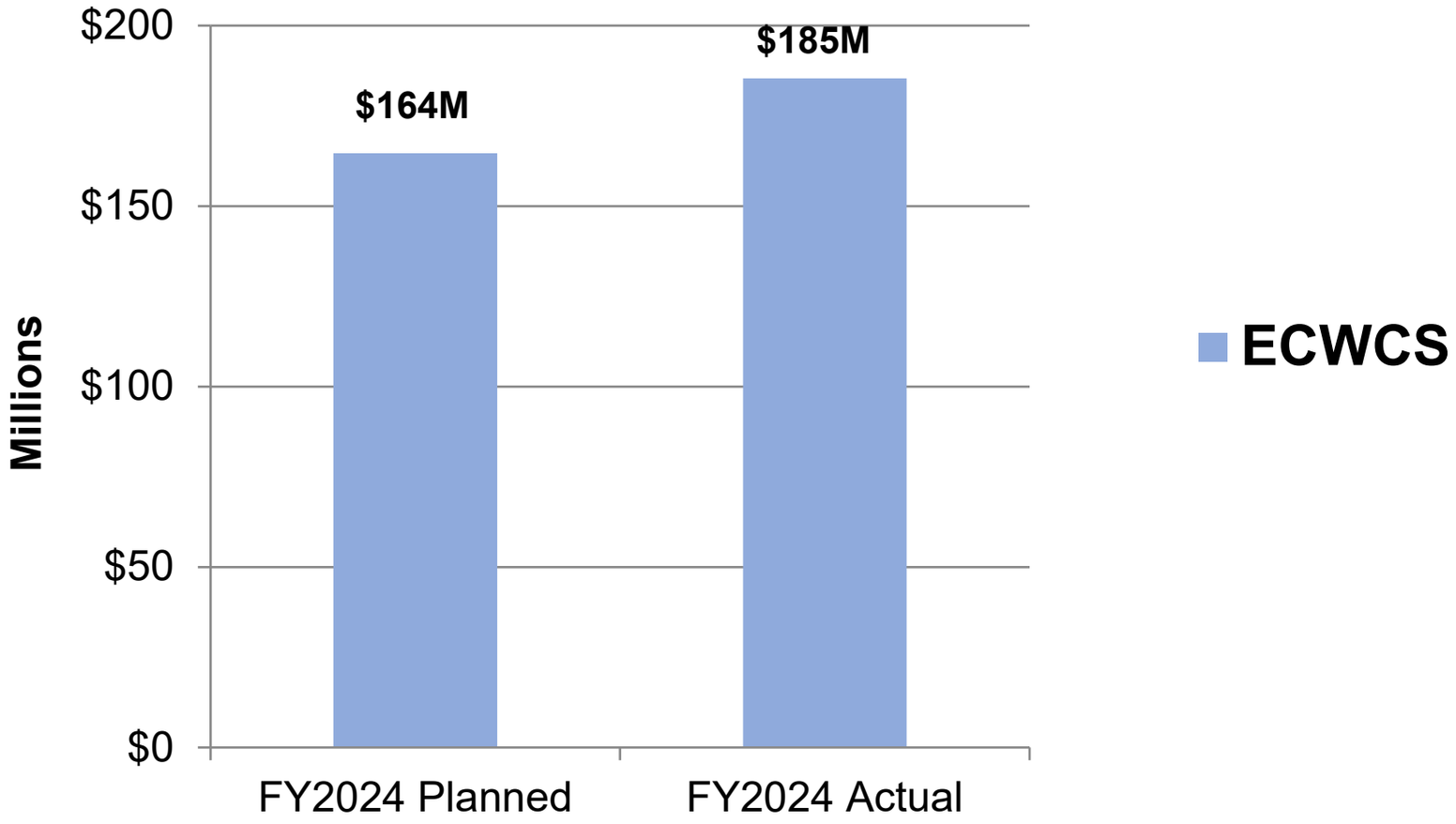
# ECWCS Sales
# FY2022 – FY2024



# ECWCS Obligations
# FY2022 – FY2024



# FY2024 Obligations Planned vs. Actual



| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| USMC Pullover GRID Fleece | MANDATORY ABILITY ONE | TBD | Min 4,548 EA<br>Max 22,740 EA | TBD | TBD |
| FREE MIDWEIGHT DRAWERS | MANDATORY ABILITY ONE | TBD | Min 2,910 EA<br>Max 14,550 EA | TBD | TBD |
| SNOW CAMO PARKA | Total Small Business Set Aside | TBD | Min 20,000 EA<br>Max 100,000 EA | TBD | TBD |

| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| SNOW CAMO TROUSER | Total Small Business Set-Aside | TBD | Min 20,000 EA<br>Max 100,000 EA | TBD | TBD |
| JERSEY WORKING (Mock T) | Mandatory Ability One | TBD | Min 4,542 EA<br>Max 22,710 EA | TBD | TBD |
| Layer 5 Trouser | Total Small Business Set-Aside | TBD | Min 30,000 EA<br>Max 150,000 EA | TBD | TBD |

| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| FREE EWOL PARKA | Total Small Business Set-Aside | TBD | Min 2,871 EA<br>Max 14,355 EA | TBD | TBD |
| FREE EWOL TROUSER | Total Small Business Set-Aside | TBD | Min 2,112 EA<br>Max 10,560 EA | TBD | TBD |
| FREE BASE LAYER UNDERSHIRT | Mandatory ABILITY ONE | TBD | TBD | TBD | TBD |

- Review Suppliers Performance Risk System score-SPRS (formerly PPIRS) at https://www.sprs.csd.disa.mil/ **REGULARY.** If there is a discrepancy with your score, contact Tim Atwell at timothy.atwell@dla.mil) to seek resolution for any discrepancies.
- Fill out the clauses in the solicitation in its entirety. Non-compliance may result in rejection of offer and removal from competition.
- Do not pull PDMs from production.
- When test reports are required, read through the reports to insure they correctly match the solicitation.
- Start reviewing the technical specifications at the Market Research stage. Request for standards and patterns in advance through the repository at http://www.dla.mil/TroopSupport/ClothingandTextiles/SpecRequest.aspx
- Ensure your System for Award Management (SAM) registry is up-to- date and active.
- Ensure you have long term agreements with your subcontractors and suppliers prior to submitting a 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.
- Report delays in advance so we can plan accordingly.

# Team Points of Contact

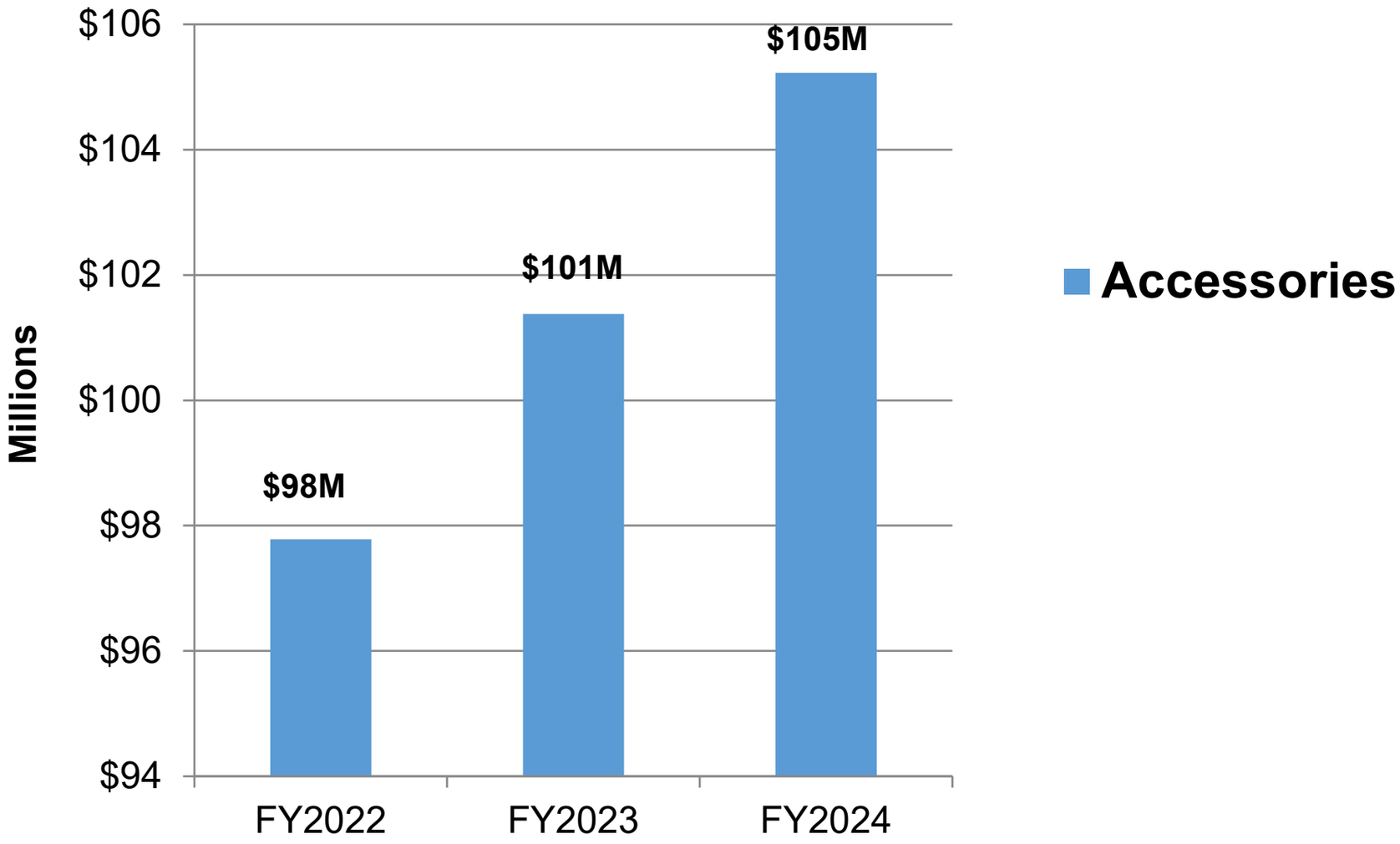
| NAME | TITLE | EMAIL |
|---|---|---|
| Roxane Owen | Supervisor/Contracting Officer | roxane.owen@dla.mil |
| Kimberly Brown | Contracting Officer | kimberly.brown@dla.mil |
| Sue DeMarco | Contracting Specialist | susan.demarco@dla.mil |
| Matthew Everett | Contracting Officer (SAT) | matthew.everett@dla.mil |
| Linda Cioppapape | Contract Officer (SAT) | linda.cioppa-pape@dla.mil |
| Sherri Gehman | Contract Specialist | sherri.gehman@dla.mil |
| Geoffrey Gilbert | Contract Specialist (PACER) | geofree.gilbert@dla.mil |
| Nicoe Hawe | Contract Specialist (PACER) | nicole.hawe@dla.mil |
| Juwan Rainer | Contract Specialist | juwan.rainer@dla.mil |
| Tiffany Taylor | Contract Specialist | tiffany.taylor@dla.mil |

# Accessories/ PT Gear

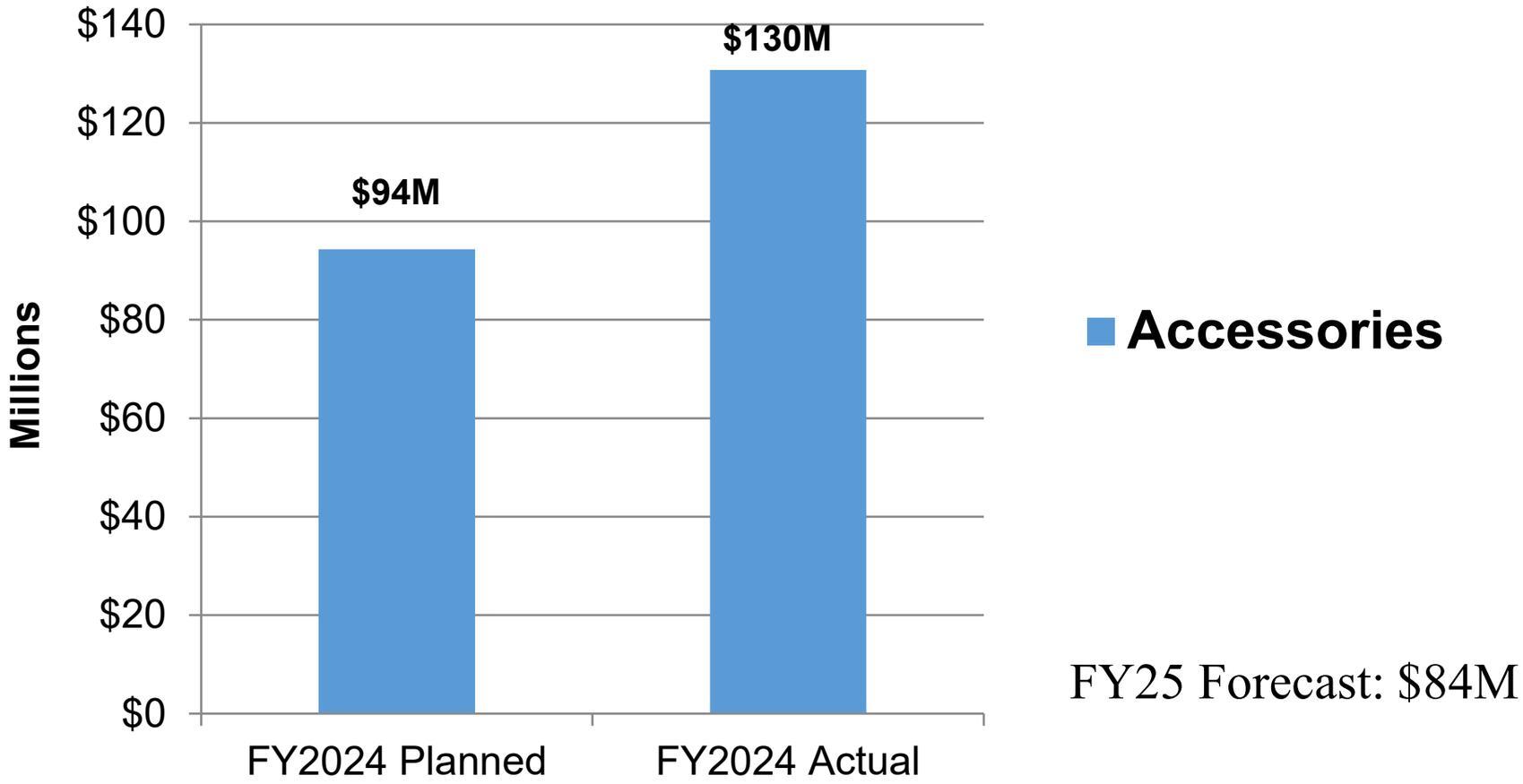
# Accessories Product Line Overview

- Manage over 100 items
- Manage 78 long term contracts
- Product Lines
  - Physical Training & Physical Fitness Uniforms
  - Hospital Duty & Food Service Uniforms
  - Belts & Buckles
  - Duffle Bags
  - Neckwear
  - Undergarments
  - Socks
  - Trunks
  - T-Shirts
  - Sweatshirts & Sweatpants
  - Towels

# Accessories Sales
# FY2022 – FY2024



# FY2024 Obligations Planned vs. Actual




FY25 Forecast: $84M

# Upcoming Opportunities

| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| AF/SF Running & All Purpose Shorts | SBSA | 5 Tiers | Contract Min 93K<br>Contract Max 2.3M<br>AEQ 465K | NOV 2024 | Mimi Pham |
| White Waist Coat Belt | Mandatory NIB | 5 Tiers | Contract Min 12K<br>Contract Max 306K<br>AEQ 49K | NOV 2024 | Valetta Love |
| Trouser Belts w. Chrome Clip | Mandatory NIB | 5 Tiers | Contract Min 53K<br>Contract Max 1.3M<br>AEQ 214K | NOV 2024 | Valetta Love |

# Upcoming Opportunities

| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| Trouser Belts w. Gold Clip | Mandatory NIB | 5 Tiers | Contract Min 75K Contract Max 1.9M AEQ 300K | NOV 2024 | Valetta Love |
| Necktie, Men's, Various Colors | Mandatory – NIB | 5 Tiers | Contract Min 85K Contract Max 2.1M AEQ 340K | DEC 2024 | Timothy Sweetra |
| Socks, Black Liner | Total Small Business Set-Aside | 5 Tiers | Contract Min 136K PR Contract Max 3.6M PR AEQ 544K | JAN 2025 | Vincent Davis |

# Upcoming Opportunities

| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| Socks, AGSU-Heritage Brown | Total Small Business Set-Aside | 5 Tiers | Contract Min 76k PR<br>Contract Max 1.89M PR<br>AEQ 303K | JAN 2025 | Vincent Davis |
| Women's Blue AF Necktab | Mandatory – Source America | 5 Tiers | Contract Min 9.5K<br>Contract Max 233K<br>AEQ 37K | JAN 2025 | Timothy Sweetra |
| White Athletic Crew Sock | Total Small Business Set-Aside | 5 Tiers | Contract Min 75k PR<br>Contract Max 1.88M PR<br>AEQ 302K | FEB 2025 | Timothy Sweetra |

# Upcoming Opportunities

| ITEM | STRATEGY | EST. CONTRACT LENGTH | MIN / MAX | EST. ISSUE DATE | BUYER |
|---|---|---|---|---|---|
| Smock, GP, Men's, White | Mandatory – Source America | 5 Tiers | Contract Min 6K<br>Contract Max 37.5K<br>AEQ 6K | Spring 2025 | Mimi Pham |
| Men's Cushion Sole Sock, Black | Total Small Business Set-Aside | 5 Tiers | Contract Min 17k PR<br>Contract Max 410K PR<br>AEQ 65K | Spring / Summer 2025 | Timothy Sweetra |
| Trunks, Swimmers, Navy | SBSA – 8A | 5 Tiers | Contract Min 20K<br>Contract Max 125K<br>AEQ 20K | Summer 2025 | Mimi Pham |

# Updates and Reminders

- We are moving from Options to Tiers
- 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
- There are no patterns or samples available for Commercial items
- 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 timothy.atwell@dla.mil), 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. Take recent delays with delivery providers into consideration. A late bid will not be considered!

# Updates and Reminders

- 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 Sam at https:sam.gov/ and DIBBS for any upcoming or open procurements.
- Visit our Shade Lab.

# Team Points of Contact

| NAME | TITLE | EMAIL |
|---|---|---|
| Arlett R. Hartie | Supervisor/Contracting Officer | arlett.hartie@dla.mil |
| Donna Streibich | Contracting Officer | donna.streibich@dla.mil |
| Erin Maher | Contract Specialist | erin.maher@dla.mil |
| Mimi Pham | Contract Specialist | mimi.pham@dla.mil |
| Valetta Love | Contract Specialist | valett.love@dla.mil |
| Vincent Davis | Contract Specialist | vincent.davis@dla.mil |
| Timothy Sweetra | Contracting Intern | timothy.sweetra@dla.mil |

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