



General Store

Many years ago, early settlers relied on the "General Store" to provide the goods necessary to sustain their pioneer spirit. In turn, the store owners depended on the continued patronage of these valued customers to stay in business. This newsletter is dedicated to the valued customers of the Defense Industrial Supply Center's (DISC) General directorate.

Volume 1, Issue 2



A Successful First Year for DISC's Heavy Equipment Procurement Program

In this Issue

MRO Update	2
Wood Products PV	2
Fire Trucks	2
"The Heat Is On"	3
Lighting	3
Imaging	4
Stacking Systems	4
Rekeyable Locks	5
"A Note of Thanks"	5
VTC Equipment	6
General Hardware	6
Y2K	6
Okinawa Conference	6
Customer Feedback	7
Marine Diving	7
DMART	7
"The Back Porch"	8

It's been almost a year since the Defense Industrial Supply Center began managing the Heavy Equipment Procurement Program that supplies heavy equipment to the Defense Department and other federal customers, and Jim Singer couldn't be happier.

"Business is great and it's growing," said Singer, the HEPP program manager. "We're buying everything from cranes and tractors to concrete mixers and fire and emergency vehicles...." The HEPP was transferred from the Defense Supply Center Columbus in January 1998. Since then, DISC accepted approximately \$48 million in requirements and

proves a reliable source of quality equipment and repair parts support anytime, worldwide, at the lowest possible cost.

The program features long-term customer value contracts with major suppliers, such as Caterpillar and Ingersoll-Rand, which give customers the flexibility to choose the brand name equipment they need. Other benefits include quick contract awards with significant discounts; the use of a cost reim-

bursement charge based on actual expenses (currently 1.38 percent) instead of a set surcharge; and the ability for customers to place orders using MIPRS, requisition or purchase orders.

"We provide an inexpensive service for organizations who are looking for someone to manage their contracts. For instance, the Fish and Wildlife Agency or the National Forest Service place an order for bulldozers and backhoes and we do all the work," said Singer. "Doing business with DISC is hassle-free. We even work directly with the manufacture for things like warranties."

In addition to the

(Continued on page 2)



Reaching out to Customers Through DLA



To strengthen the link between the Defense Industrial Supply Center and its customers, the General directorate's business office is turning to Defense Logistic Agency's customer service represen-

tatives (CSRs) located at customer sites.

"DLA reps are in the field and can deal with our customers face-to-face on a regular basis. They are key to providing front line communications," said Pat Maxwell, a DISC market re-

search analyst.

The business office in DISC's General directorate has developed care packages for CSRs to hand-carry to current and potential customers. They consist of DISC's corporate brochure; a CD-ROM con-

taining all federal supply classifications managed by DISC; the "General Store" newsletter; and a customer desk reference book.

"The response has been great. We've been getting calls from DLA

(Continued on page 3)

MRO Update



The newly released Defense Reform Initiative Directive #45 directs all military services and defense agencies to identify points-of-contact and potential sites for implementation of the Defense Industrial Supply Center's Maintenance, Repair and Operations (MRO) Prime Vendor Program. MRO provides electrical, plumbing, heating and air conditioning supplies, lumber, paint, small tools and assorted hardware from a single point of contact using integrated suppliers.

As of the 5th of December 1998, the MRO program has generated \$23.7 million in sales and serves 32 customers in the continental United States, Hawaii and Alaska. DISC expects to award contracts for the Pacific region (Japan and Okinawa) within six months.

For more information on DISC's MRO program, contact Chet Evanitsky at DSN 442-3792, (215) 697-3792, or e-mail: cevanitsky@disc.dla.mil.

Wood Products Prime Vendor

The Wood Products Prime Vendor Program, an initiative which connects integrated suppliers of hardwoods, softwoods, plywood and other wood products directly to our customers, has continued to successfully roll along in the Mid-Atlantic Region. In just the first three full months of implementation, sales have exceeded \$1.3 million dollars.

Satisfied customers include Norfolk Naval Shipyard, Fleet Industrial Supply Center Norfolk, Public Works Center Norfolk, Marine Corps Headquarters Quantico, De-

fense Depot Richmond, Defense Depot Norfolk, Ocean Terminal Norfolk, Yorktown Naval Weapons Station, Defense Depot Mechanicsburg/New Cumberland, Earle Naval Weapons Station, McGuire AFB, Dover AFB, Aberdeen Proving Ground, and Tobyhanna Army Depot.

Contracts covering the rest of the continental U.S., Pacific, Alaska, and Hawaii are expected for early 1999.

For more information, contact: Tom Grace, DSN 442-3558, (215) 697-3558 or e-mail: tgrace@disc.dla.mil

H

E

P

P

(Continued from page 1)

added value, DISC provides products modified to customer specifications. Other HEPP customers include the U.S. Army Corps of Engineers, Bureau of Indian Affairs, the Defense Exchange and Commissary Agency, construction battalions, and the National Guard.

The Army Corps of Engineers, Baltimore District used the HEPP to supply heavy equipment for environmental clean up at the Drake Chemical Superfund Site in Lockhaven, Pa.

"DISC was able to meet both our general and specific needs. With HEPP, getting equipment is a quick and simple process and

significant discounts can be realized when compared to individual procurement actions. The Drake site has already realized almost \$2 million in savings," said Stephen Hoff, an engineering technologist. "The USACE staff at the Drake Project site is committed to furthering the use of this program."

According to Singer, DISC has 1,895 major pieces of heavy equipment on contract. However, if a customer wants an item that's not in the catalog, DISC will make arrangements to buy it. One product area that the HEPP program has expanded into is environmental products.

"There's a big demand for things like balers, crushers, shredders and water treatment systems," he said. "In only two months we did \$700,000 in environmental business. We expect that to grow to about \$10 million."

Other new products include fire trucks and barge cranes. Singer said many of these new items complement products already bought by DISC. For instance, the HEPP now buys a building machine that uses material also supplied by the Center.

"Managing this program has been great for DISC," he said. "We're doing so well that customers are requesting

DISC to handle their other supply needs."

For more information on HEPP, call Singer at DSN 442-6086, (215) 697-6086 or e-mail jsinger@disc.dla.mil



Fire Trucks Have Arrived

The newest HEPP product line, fire trucks and emergency vehicles, has arrived from the Defense Supply Center Columbus. Now customers can come to DISC for their fire fighting equipment and vehicle needs.

For more information, contact: Bob Hutkowski DSN 442-5530, (215) 697-5330, or e-mail bhutkowski@disc.dla.mil





The Heat Is On

Military customers using a tent being heated by the new H-45 heater will be pleasantly surprised at how clean it smells compared to the old days.

"Due to difficulties in Bosnia we realized it was time for a change," said Dan Dilossi, an item manager at the Defense Industrial Supply Center. "The old heater needed constant supervision, and

it emitted fumes in the tents."

"Compared to the previous heaters [pot-belly or Yukon stoves], the H-45 puts out cleaner and more environmentally safe exhaust," emphasized Dilossi. "Part of the reason is that the new heater uses JP-8 battle-field fuel instead of wood, coal or paper."

As an added option,

Dilossi said the heater can be coupled with a quiet fan that helps to radiate the heat. The heater and accessories are available and can be delivered to customers anywhere in the world.

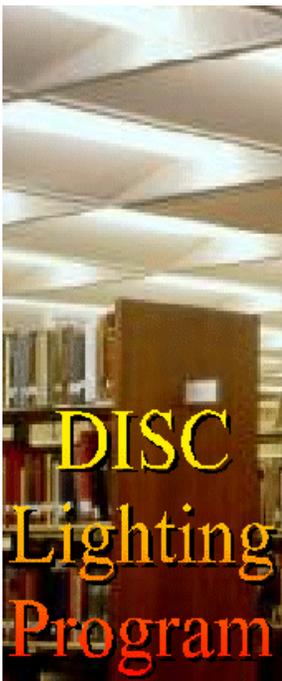
Dilossi is encouraging customers to buy the H-45 heaters now.

"With the new H-45 heater, the danger of fire is greatly reduced, and

the lack of odors makes for a better night's sleep," he said. "Don't wait until the leaves start to fall or it gets too cold to purchase your heaters."

For more information, call Dilossi at DSN: 442-6353, (215) 697-6353, or email: ddilossi@disc.dla.mil.

Customer Focus – Lighting



In October 1998 the DISC 800 number that provides customer service and support for our lighting products was revamped into a focused customer satisfaction tool. The original number 1-800-DLA-BULB was established by Defense Supply Center Richmond and was transferred to DISC, along with the entire lighting product line in March 1998. The original number gave our customers access to a DISC associate who would handle a multitude of calls and requests daily.

The enhanced 800 number is now menu

driven and allows customers the option of selecting an associate that will provide customer/technical support, requisition status, product development information or request general assistance. This enhancement allows us to better serve our daily customer requests

(approximately 60 calls per day) for a variety of lighting products and services.

For more information, contact: Tony Armentani, DSN 442-5028, (215) 697-5028 or e-mail: aarmentani@disc.dla.mil



1-800-DLA-BULB

Cob Web Corner

See what's up for bid at an online auction house.
www.ebay.com

Check out a satellite photo so detailed you can actually find your own home.
teraserver.microsoft.com

Search the Federal Web Locator for one stop shopping for Federal Government information.

www.law.vill.edu/fed-agency/fedwebloc.html



Care Packages



(Continued from page 1)

reps asking for more packages," she said.

Maxwell plans to better tailor the care packages as DISC gains a clearer understanding of what each customer needs.

If you would like a care package or have comments on the care package, contact your DLA rep or Pat Maxwell at DSN 442-2151, (215) 697-2151 or e-mail: pmaxwell@disc.dla.mil

DISC Should Be Your Imaging Supplier

The Defense Industrial Supply Center wants to be your first-choice supplier for all your imaging needs. Here is our top ten list for why you, our customer, should choose DISC:

10 – Responsiveness:

We have placed thousands of commercial items on long-term contracts called the Photographic Industry Contracts (PICs). This means improved logistics support at a moment's notice.

9 – Brands:

We realize you prefer particular brands for your imaging needs, so we have contracts with imaging industry leaders, such as Kodak, Polaroid and Fuji. You can count on quality with DISC. There are no unauthorized substitutions so you get what you order!

8 – Choice:

We offer a comprehensive product line to satisfy all your wet process and digital imaging needs – everything from film and

mini labs to digital cameras and equipment.

7 – Delivery:

Our suppliers ship directly to you within an average of five days; if it is an urgent requirement, it will be faster. No more warehouses!

6 – Pricing:

Our prices are very competitive because our buying power results in lower costs for you. Additionally, you get an experienced imaging support team.

5 – Technology:

We remain ahead of the ever-growing technology curve, by constantly adding new items to the PICs. For example, we have recently added the latest digital cameras to enter the market.

4 – Flexibility:

If we do not have the product you're looking for in our catalog, we can add it. We've added hundreds of new items, at both customer and contractor requests.

3 – Catalog Information:

We list our entire imaging product line in various formats – paper, Internet access, diskette, & CD-ROM.

2 – We are on the World Wide Web:

You can read all about us on our website at <http://iscnts03.disc.dla.mil/scripts/piccat/picsrch2.cfm>. Our up-to-date catalog is also available here so you can do a product search using a part number, NSN, vendor name, or item description.

And finally, the number one reason DISC should be your imaging supplier:

1 – “We’re easy to do business with”:

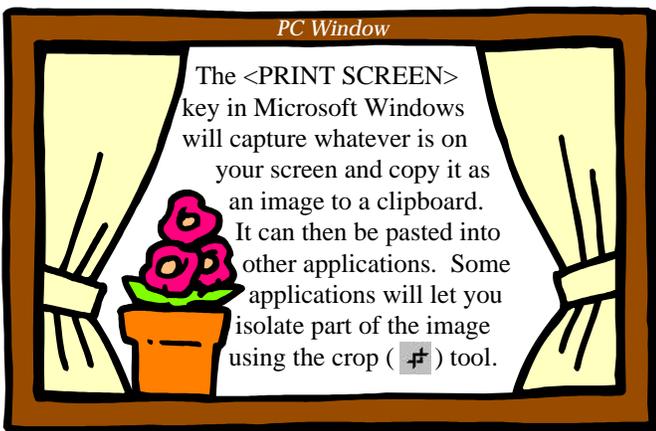
If you have any questions and/or concerns, need status information, or technical assistance, we will be happy to assist you. We have a team of specialists, including item managers,

contract specialists, equipment specialists and other customer service personnel, ready to answer your question or help you place an order. DISC is truly a one-stop shopping experience. In addition, you can place orders using MILSTRIP, credit cards, or our new on-line ordering system, DMART (see page 7).

For more information about the PICs or any of the 28,000 different imaging items DISC handles, contact Linda Colma at DSN 442-9364, (215) 697-3621 or e-mail: lcolma@disc.dla.mil, or Ted Kelly at DSN 442-3621, (215) 697-3621 or e-mail: ekelly@disc.dla.mil.



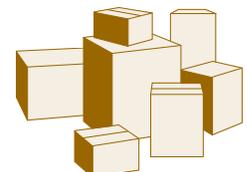
When You Think Imaging, Think DISC



Storing Materiel Becomes Easier

DISC awarded two Customer Value Contracts for stacking systems to Ridg-U-Rak and Stanley Vidmar. These contracts significantly reduce administrative leadtime and will enable DISC to supply these important warehouse systems in an effective and efficient manner.

For more information, contact: Kathy Ford DSN-442-3859, (215) 697-3859 or e-mail: kford@disc.dla.mil





Questions Every Facility/Security Director Should Be Asking...



Ever lost a master key to your facility?

Saddled with a 30-year-old lock/key system that virtually provides no real security?

Missing some keys to your buildings?

Cost of maintaining your current lock/key program consuming your budget?

If any of these situations sound familiar, the Defense Industrial Supply Center can help. DISC recently awarded two multi-year contracts to industry's top suppliers, InstaKey Lock Corp. and Best Access Systems, offering an advanced lock/key program that addresses numerous security issues.

DISC's contract with the InstaKey Lock Corp. provides a proven key control program that is rapidly becoming the standard by which other key control systems are being measured. Features include:

- 🔑 Patented technology that allows the user to rekey his own locks by simply using the next key
- 🔑 Patent restricted keys that prevent unauthorized key duplication
- 🔑 System development processes that allow for master key designs useful today and decades to come
- 🔑 Y2K compliant software systems that

virtually prohibit human error

- 🔑 Customized administrative programs designed exactly around an end user's operational requirements

DISC's contract with Best Access Systems offers a single control key, unique to each system, that removes the lock core. The same key inserts a new or recombined core in seconds. So when keys are inevitably lost, the BEST interchangeable core allows you to change lock combinations with minimal effort and cost. Simply remove the core with your system's control key, insert a new core, issue new keys and update

your records. There's no need for any lock disassembly or expensive service calls.

Also, with BEST's self-service equipment, a member of your security staff becomes your locking security manager. When it becomes necessary to make quick changes in your key access plan, you'll not only save the cost of outside service and time, but reduce security worries as well.

For more information on DISC's key control program, contact: Captain Bob Cross at DSN 442-2370, (215) 697-2370, e-mail rcross@disc.dla.mil or Angela Bogucki at DSN 442-6752, (215) 697-6752, e-mail abogucki@disc.dla.mil.



A Note of Thanks

As I relinquish the directorship of the General Directorate to become DISC's deputy commander, I would like to take this opportunity to reflect on the last one-and-one half years.

The General Directorate has persevered in the face of many challenges including federal supply class transfers, changing business practices, reorganization, readiness concerns...just to name a few. Not only were these challenges an adjustment to DISC employees, but to you, our customers. Thank you for patience and commitment during this time of change. We could not have done it without you.

The directorate has made a great deal of progress with its new business initiatives geared toward customer groupings. Our Wood Products prime vendor ("Lumber") program in the Mid-Atlantic Region alone had well over \$1 million in sales in a few short months! MRO has awarded prime vendor contracts throughout the continental United States, Alaska, Hawaii and continues to rollout. Our Heavy Equipment Procurement Program won praise from the Army Corps of Engineers for its responsiveness and cost benefits, and we are nearing the award of prime vendor contracts for Firefighting, Marine Lifesaving/Diving and Food Service Equipment prime vendor contracts. We even partnered with the General Services Administration to negotiate blanket purchase agreements to get you office products from industry leaders at discounted prices.

We also started numerous transitional programs to make procurements less labor-intensive prior to prime vendor and for situations where prime vendors cannot provide total coverage for our customers...and cooperative efforts with the ever-expanding network of NIB stores at military bases to sell our commodities and interface with our prime vendors. These efforts created new opportunities to pass benefits onto you!

As most of us agree, change is good. And for DISC, it's not over. In 1999, we will be conjoining with the Defense Supply Center Philadelphia. I ask for your patience during this transition. Together, DISC and DSCP will capitalize on experiences and knowledge to become the best organization it can be. The ultimate benefactor will be you. Readiness will remain a top priority that we share with our military customers.

As I depart the General Directorate, I want to say thanks again to our customers our achievements are a direct reflection on your support and feedback. I leave you in very good hands with Yvette Burke as the Acting Director.

RICHARD C. POCH, COL, USAF
Deputy Commander



Need Video Equipment?

Have you tried video teleconferencing and now want to purchase your own equipment? Do you have other video needs? The Defense Industrial Supply Center now buys video conferencing, video recording and reproducing equipment.

For more information, contact Robin Thomas at DSN 442-5904, (215) 697-5904, e-mail: rthomas@disc.dla.mil or Sally McNamara at DSN 442-4151, (215) 697-4151, e-mail: smcnamara@disc.dla.mil

General Hardware

DISC's General Hardware business unit has been supporting a Navy initiative to reduce the amount of plastic packaging used aboard U.S. ships. Working in conjunction with Naval Inventory Control Point (NAVICP) on their Plastic Reduction In the Marine Environment (PRIME) project, DISC was able to eliminate plastic packaging requirements from approximately 400 stock numbers. These efforts will reduce the amount of plastic entering the shipboard environment and ease the management of bulk waste for shipboard personnel.

For more information, contact: Jim Pfender, DSN 442-4881, (215) 697-4881 or e-mail: jpfender@disc.dla.mil

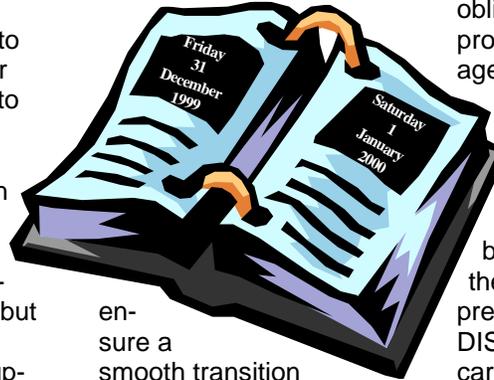
How is DISC Dealing With Y2K?

The Year 2000 Problem, also referred to as Y2K, has the potential to be a big problem not only for commercial businesses, but also for the U.S. government. The Y2K problem exists because of the universal practice over the years of using two digits rather than four to designate the calendar year (i.e. DD/MM/YY) to save valuable storage space and data entry time. The problem with using two digits is that after the year 1999, computers will not recognize the year 2000, but go back to year 1900.

Some products supplied by the Defense Industrial Supply Center have embedded computer chips that contain a clock with a date that may not work as of Jan. 1, 2000. Because this can potentially impact our customers, DISC is proactively working to ensure our contractors and their products are Y2K compliant. If they are not, we are finding contractors

and products that are.

Fixing the problem is generating a high level of interest and energy not only at DISC, but also from our customers, vendors, the Defense Logistics Agency and the U.S. Defense Department. To



ensure a smooth transition for DISC and its customers and vendors, we established a Y2K executive steering group, consisting of system, supply and acquisition personnel, who is working nonstop to address the problem and ensure that DISC itself is Y2K compliant.

We are also designing a business continuity contingency plan that should be completed by

December 1998. Testing the plan will begin in January 1999 and entail using worst case scenarios in each business area. These areas include: requirements determination; acquisition/supplier capability/fund obligation; requisition processing; asset management/distribution management; and finding alternate methods for our personnel to use, such as processing manual buys instead of using the computer. Such preparation will enable DISC to operate and take care of our customers through the year 2000 and beyond.

We will soon place a "Y2K awareness info" on our web site located at <http://www.disc.dla.mil/>. Check it out in the near future!

For more information, contact : Linda Brian DSN-442-6940, (215) 697-6940 or e-mail: lbrian@disc.dla.mil

Improving Support to Okinawa

In November, representatives from the military services, the Defense Logistics Agency, and the DISC were among the many organizations who gathered in Philadelphia for the Okinawa Joint Logistics In-Process Review (IPR). The IPR, hosted by the DISC, is the third working conference of the Joint Okinawa Forces and DLA in an effort to aggressively implement prime vendor and other innovative logistic solutions to improve support to the military services on the island. Outdated technology, long order ship time, unreliable local product and the high costs of the local economy are just some of the challenges faced by troops on the island.

Participants discussed numerous re-engineering efforts to improve support, including prime vendor, ordering supplies via the Internet and using commercial air delivery. DISC's Okinawa prime vendor initiatives cover wood and lumber products, facility maintenance, repair and operations support, and food service equipment.

The final IPR is scheduled for April 1999 in Okinawa.



Customer Feedback —We Really Do Read This Stuff



Marine Lifesaving & Diving

Ever wonder if those feedback questionnaires are worth the time and effort to fill out? Will anyone ever read them? Will you ever get a response? If you're dealing with the Defense Industrial Supply Center (Source of Supply-S9I or Navy COG-9Z), the answer is yes. Just ask Kelly Sanders, acting branch manager of the supply support activity branch, Camp Doha, Kuwait, who commented on a feedback questionnaire that lumber orders delivered to Kuwait were late about 50 percent of the time.

Within 24 hours of receipt of the completed questionnaire, Sanders got a response from DISC's Customer Value team who acknowledged receipt of the comments, the delivery situation and that DISC was investigating the problem. The questionnaire was forwarded to a team member from the Facilities Maintenance Commodity Business Unit that is responsible for supplying lumber. Research on delivery times for Kuwait be-

gan immediately.

It was found that the system Sanders was using didn't account for additional sixty days of ocean shipping time, causing a misinterpretation of the actual delivery date. The lumber team advised Sanders of the problem and also took the opportunity to explain the ordering process, various aspects of the



system, and the initiatives underway to substantially shorten ship time to the Middle East.

"The customer service provided by DISC to Kuwait concerning lumber products is second to none. I was quite surprised at the promptness and concern that DISC demonstrated in response to the questionnaire I submitted. DISC showed that they are truly working in earnest to rectify this problem," said

Sanders.

"Bringing this to our attention has made us aware of how a seemingly small problem with a single field in the system can cause problems for our customers and lead to such a poor impression of our performance," said David Lipshutz in his e-mail to Sanders. Lipshutz is chief of DISC's Building Materials division.

So if you ever receive an e-mail with a subject line of FEEDBACK, please take a few minutes to answer it. Tell us of your concerns, the good, the bad and the ugly, because if we can improve a process for you, we can improve the process for all. If you want to be included in our feedback process, send us your e-mail and/or DSN fax number, the types of commodities you are involved with and we will add you to our appropriate list. We really do read this stuff!

For more information, contact Helene Tunney at DSN-442-6330, (215) 697-6330 or e-mail: htunney@disc.dla.mil

In November DISC awarded three prime vendor contracts that will provide reliable flexible, cost-effective, prompt marine lifesaving and diving support to more than 125 military customers in three regions: the Pacific Northwest, including Alaska; the Pacific Southwest, and Hawaii, including Japan, Korea, Okinawa and Guam. Items covered include: marine lifesaving and diving equipment; incidental marine services; search and rescue equipment; underwater hydraulic tools; underwater welding equipment; compressors, and underwater communication and camera equipment.

This prime vendor program features electronic on-line ordering, on-line access to usage and sales data, 24-hour customer and product support, readiness contingencies and competitive pricing.

For more information, contact Ralph Lund at DSN 442-4284, (215) 697-4284 or e-mail rlund@disc.dla.



DMART: Providing Worldwide Combat Logistical Support via the Internet

The Defense Industrial Supply Center realizes that Internet communication is the way of the future and effective communication is key to conducting business in an ever expanding global market. That's why DISC's corporate web team has partnered with

the ARIS and Microsoft corporations to develop an Internet ordering system called the DISC MarketPlace or DMART.

By accessing the Standardized Automated Material Management System (SAMMS mainframe application), customers will be able to use

DMART to place and receive status on NSNs currently covered under pre-existing long-term contracting vehicles. Customers may choose to use the normal MIL-STRIP format or their IMPAC credit card. Currently DMART is in the testing stage. It is ex-

pected to be on-line by January 1999 and, once completed, will list over one million DISC-managed items.

For more information, contact Estelle Bolbat at DSN-442-3011, (215) 697-3011 or e-mail: ebolbat@disc.dla.mil



The Back Porch

By Yvette Burke,
Director

Our Focus is on YOU!

Keeping customers happy is the secret to success in today's competitive marketplace whether in government or private industry. With this in mind, the General Directorate re-engineered its business process to better serve you, our customers. Every initiative we've developed over the past 18 months has been designed in conjunction with a group of customers.

By using the best commercial practices in industry we've shifted from an organization that fulfills orders to a supply chain manager. We arranged our commodities to an initiative customized to your needs. For example our Maintenance,

Repair and Operations (MRO) initiative was designed around the public work facilities to provide comprehensive supplies and service. We implemented a Prime Vendor Program that enables the customer a direct link to the supplier for an uninterrupted supply service. We manage the suppliers and the administrative needs of the program. The result has been a win/win/win situation for the vendor, DISC and most importantly for you because you get what you want when you want it and at the best price and we do the work. The program is designed to grow, and with your input, feedback and promotion it will serve a larger customer base more economically.

As a supply chain manager, we recognize that listening to customers is key to providing outstanding service and supply support. One initiative to improve cus-

tommer support is the establishment of customer liaison specialist. These trained specialist visit customers on-site to learn about their needs, problems and concerns, and provide comprehensive, on-going support. Working with customer and the innovative solutions teams at DISC, they customize solutions to get supplies to you when and where you need them.

As our folks visit customer sites, several themes are continually identified. We know that many of you are struggling with a declining workforce, reduced operating funds and increased pressure for work improvements. You want to streamline processes, high value products at lower prices with exceptional service. Let us help you. We have the experience and initiatives to bring logistics solutions to you.



How to Reach Us

The following list identifies the various initiatives and a phone number to reach someone who can address your concerns, or provide solutions.

DSN 442 (plus extension)

Commercial 215/697 (plus extension)

General Directorate

General Director X4332
General Business Office X4333

Commodities

Move & Store Material X2280
Heavy Equipment X6086
Construction Equipment X6086
Material Handling X6099
Storage Systems-
Rope & Rigging X6099
Containers X6099

General Hardware X3445
Knobs & Pointers X3445
Miscellaneous Hardware X3445

Operational Equipment X3680
Telecommunications X3945
Imaging X3945
ADPE and Information X3945
Firefighting X5547
Marine Diving X5547
Morale, Welfare and Recreation X5547
Food Service X4544

Facilities Maintenance X2383
Building Material X2383
Plumbing X2383
Lumber X3558
Lighting X5028
MRO/PV X3792

The "General Store" is published quarterly by the DISC General Directorate Business Development Office. It is intended to provide a link between our customers and our Customer Business Unit associates. Articles/questions may be submitted for consideration in writing to :

DISC-BBPD
700 Robbins Ave
Philadelphia, PA
19111-5096

or through Email to :
pmaxwell@disc.dla.mil

General Directorate Conference Attendance Schedule

Marine West 99
13 January 1999

GSA Expo
31 March 1999

MRO 99 / Aviation Week
6 April 1999

DLA Expo
2 June 1999

For more information on these conferences contact:
Chris Wilson, DSN 442-6342, (215) 697-6342 or e-mail
cwilson@disc.dla.mil



Happy Holidays from the Defense Industrial Supply Center

