



# 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 Supply Center Philadelphia (DSCP) General & Industrial (G & I) Directorate.

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## MOVE & STORE MATERIAL

### (MSM) IS ENVIRONMENTALLY FRIENDLY



Since everyone creates waste on a daily basis, it is everyone's job to treat our environment in a friendly and responsible way. At the Defense Supply Center Philadelphia (DSCP), we are doing our best to help our customers do this in both a cost effective and healthy manner.

The Heavy Equipment Procurement Program (HEPP) initiative was put in place to satisfy your complete recycling and environmental needs. We carry equipment and accessories needed to collect, compact, store, and transport refuse. We currently carry over 860 products in a line that is broken down into two main categories: recycling & pre-fabrication structures. The recycling products include items such as balers/compactors/crushers, trailers, shredders, and conveyors. The pre-fabrication structures range from hazardous material storage buildings to guard houses, showers, and restrooms. We even have the equipment and supplies required to erect your own semi-permanent building.

Visit our web site at <http://www.dscp.dla.mil/gi/general/hepsrch4.htm> to do a



complete product search. This site has directions and helpful search hints.

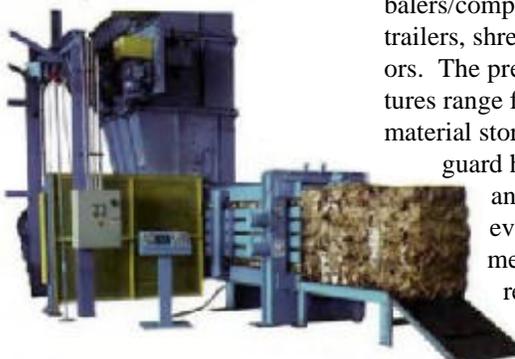
Now that you have decided exactly what you need, how do you get it quickly and at the right price? This is where DSCP shines. We have long-term agreements in place with approximately 35 industry leaders. This allows you, the customer, to choose brand name equipment to fit your needs and to customize with the accessories and options to do the job the right way.

Once you determine what you want, we offer multiple ordering methods such as Military Interdepartmental Purchase Requests (MIPRs), MILSTRIP requisitions, or purchase orders. You chose the equipment you want and the ordering method that best meets your needs. Since the terms and conditions are already determined, administrative turnaround time averages less than 16 days and can be shortened in emergencies. As a result of DSCP's "most favored customer" status, we are able to offer substantial discounts and excellent delivery times not available to small purchasing shops. In addition, our cost recovery factor is only 1.387%. These features

help keep procurement costs and lead time low, which in turn allows the customer to concentrate on core mission. At DSCP you deal with logisticians who understand the supply chain and manage it from cradle to grave.

If you check out our product line and do not see the exact product you want, just contact Joe McHenry at (215) 737-7244 or Judy Henry at (215) 737-7256. Our DSN is 444. Due to our close partnerships with our suppliers, we have access to most, if not all, of their product lines. Just talk to Joe or Judy about what you need and they will work with the suppliers to get your equipment. Exceptional customer service is our goal.

Although DSCP is a Department of Defense agency, the military is not our only customer. Most of our products are "commercially available" so many other federal agencies have taken advantage of our services. We have provided equipment for customers such as the National Parks Service, Fish and Wildlife, the Army Corps of Engineers, and even Federal Prison System. If you need environmental equipment, do not hesitate to contact us.



# Director's Corner



By George T. O'Neal  
Colonel, USAF  
Director,  
General & Industrial  
Directorate

As we approach the halfway point in FY00, employees of the Defense Supply Center Philadelphia's General and Industrial Directorate have achieved a number of significant accomplishments. And as usual, all of our accomplishments are targeted towards meeting our vision of providing top-notch customer support.

We continue to aggressively pursue customer interaction in a concerted effort to better understand their requirements, and develop support mechanisms to meet those needs. As a result of this engagement, we've rolled out many innovative commercial solutions including prime vendor, long-term direct vendor delivery, and inventory locator contracts. These and other innovative business initiatives are providing the type of support experienced in the private sector.

G&I has awarded prime vendor support con-

tracts across our entire range of commodities. Two awards, the Industrial Prime Vendor contracts for the Air Force Materiel Command's Air Logistics Centers, and the Army's Red River and Anniston depots, stand out. We've worked long and hard with our AFMC and Army partners to bring about a successful resolution of the many issues which had to be addressed. We're excited about these awards, and look forward to rolling up our sleeves and ensuring the execution of these efforts are successful. Our expectation is for these contracts to meet and exceed the same high levels of timely support and total logistics costs reductions which other organizations have experienced with industrial prime vendor.

While the IPV awards are the headliners, G&I has aggressively rolled-out prime vendor coverage for other commodities as well. The Midwest Region Wood Products prime vendor contract consists of all activities located in Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Mis-

souri, Nebraska, Ohio, North Dakota, South Dakota, and Wisconsin. This contract is for one base year with four subsequent option years. The initial implementation activity is Rock Island Arsenal, Ill. A Wood Products prime vendor contract has also been awarded for Hawaii and Guam with the Fleet Industrial Supply Center (FISC) in Pearl Harbor, Hawaii serving as the implementation site.

We also awarded three prime vendor contracts for the Atlantic Region Marine Lifesaving and Diving program. In combination with the Pacific Region contracts awarded last November, worldwide coverage for all military and federal diving organizations has been achieved. G&I customers will now be able to order equipment and incidental marine services on-line via the prime vendor's fully operational web-based systems.

While we believe these support mechanisms have great merit in terms of competitive prices, quality products, and reliable and timely delivery, the proof of our belief comes about when

customers try these contracts and are satisfied with the support they receive from them.

Well, you have, and you are! You're 'voting' with your pocketbook. During fiscal year 1999, G&I's sales broke the one billion-dollar mark [\$1.091 billion] for the first time in our history. Based on initial sales figures for FY00, we'll break that record-breaking figure by almost \$200 million this year.

One final note. For the second time within a year, DSCP's General and Industrial Directorate has been awarded the Vice President's *Hammer Award* for our Maintenance, Repair and Operations prime vendor team. The team was recognized for their innovative and outstanding achievements in putting customers first; achieving documented savings; improving timeliness, productivity, and supply availability; and partnering with the private sector to improve government service.

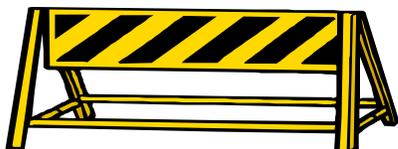
**Great work** and a well-deserved honor!



## MOVE & STORE MATERIAL

Continued from page 1

For more information on our Heavy Equipment Procurement Program (HEPP) or to learn more about our construction equipment, material handling equipment and/or our fire truck/rescue vehicles, visit our web site at <http://www.dscp.dla.mil/gi/general/hepp.htm>. Your comments, questions or concerns should be directed to Ted Kelly at 215-737-7278, DSN 444-7278, or email [ekelly@dscp.dla.mil](mailto:ekelly@dscp.dla.mil).



**Special Contributors**

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## Coming Soon: A Prime Vendor Contract for Drums and Cans

By this summer certain customers needing drums and cans under federal stock class 8110 will be able to get them through a pilot prime vendor contract being set up by the Defense Supply Center Philadelphia. As part of its ongoing efforts to improve support to America's warfighters and other customers, DSCP's General and Industrial Directorate's Move and Store Material Group is initiating a prime vendor solicitation to supply 45 different kinds of drums and cans including hazardous material types of drums. As requirements are determined from customer to customer, the list of available products will increase.

Ann Friend, who is a Customer Liaison Specialist for DSCP, said the pilot customer for this initiative is the Norfolk Naval Shipyard in Portsmouth, VA. The contract will cover all customers based in the continental United States. After a successful implementation period, Friend said other 'anchor' sites will be implemented including Portsmouth Naval Shipyard in Portsmouth, NH; Puget Sound Naval Shipyard in Bremerton, WA; and the Pearl Harbor Naval Shipyard in Hawaii.

Friend said having a prime vendor contract for drums and cans in place affords several conveniences, including:

- ♦ **Tailoring the contract to each customer's individual requirements.**
- ♦ **Eliminating the need for customers to store drums and cans.**
- ♦ **Just in time delivery.**
- ♦ **Customers deciding on the most convenient drop off point.**
- ♦ **A Web-based ordering system.**
- ♦ **Tailored reports, surge protection clauses, and an add and delete clause.**



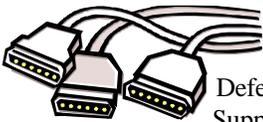
"We'll also offer several product-ordering options including palletizing the drums, quantity discounts, delivery selections, and pricing," Friend said. "If warranted by usage levels, we'll also offer off-site warehousing.

For more information on the drum prime vendor initiative, contact Friend at DSN 444-7520, (215) 737-7520, email [afriend@dscp.dla.mil](mailto:afriend@dscp.dla.mil); or Eileen Friel, DSN 444-7535, (215) 737-7535, email [efriel@dscp.dla.mil](mailto:efriel@dscp.dla.mil).

### DSCP Now Offering Tailored Logistics Support Packages



### Discounts and Easy Ordering – Keep Your Office Supplies Coming!



The Defense Supply Center Philadelphia's General and Industrial Directorate can develop logistics support packages for military customers which will include an internet site showing products of interest to the customer. The Command, Control, Communications, Computer, & Intelligence (C4I) group manages ADP equipment and peripherals, telecommunication products, imaging needs, and a full line of administrative and office products.

Sally Ewing said each customer's tailored site will emphasize those items of particular interest as communicated to the assigned

Customer Liaison Specialist. It will be linked to a database of all C4I products on DSCP's web pages.

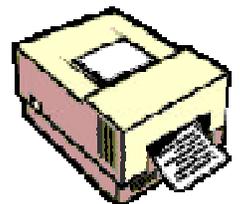
"The internet site is being designed to keep the customer current on product changes, new product availability, and pricing," said Ewing, a Customer Liaison Specialist at DSCP. "Before a package is developed, a Customer Liaison Specialist reviews the historical buying patterns and interviews the customer to determine future trends and needs."

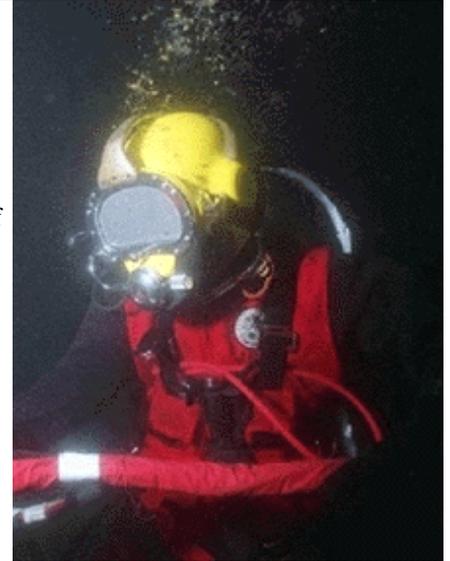
If you are interested and want to participate in this program contact Ewing at DSN 444-4395; commercial (215) 737-4395 or via email at: [sjewing@dscp.dla.mil](mailto:sjewing@dscp.dla.mil)

DSCP's C4I team has negotiated a Blanket Purchase Agreement (BPA) for next-day desktop delivery of office products with Boise Cascade Office Products (BCOP). The BPA offers deep discounts (e.g., 77% off list price for copier and printer paper) on over 800 common use items such as transparencies, binders, envelopes, diskettes, and printer cartridges – all are available for next-day delivery. In addition, the agreement makes a full range of ADP equipment (like computer accessories, scanners, and storage devices) and business machinery (copiers, fax machines, printers, telephones, etc.) available through contractor teaming arrangements. Or-

dering can be done via phone, fax, or a user-friendly Internet ordering system.

If you are interested in taking advantage of the low prices and ease of ordering office products our BPA offers, please contact Suzan Cohen, DSCP-IDB, (215) 737-4518, email [scohen@dscp.dla.mil](mailto:scohen@dscp.dla.mil) for more information. We'll send the forms you need to get signed up on our account.





**Pacific Prime Vendors:**

- Amron International
- MAR-VEL Underwater Equipment Inc.
- Aqua Tech Dive Center

**Atlantic Regions:**

**Region 4** - Northeast Atlantic Coast and Europe

**Region 5** - Southeast Atlantic Coast, Puerto Rico, Cuba, Panama, Bahamas

**Atlantic Prime**

**Vendors:**

- Amron International
- MAR-VEL Underwater Equipment Inc.
- Atlantic Diving Supply Inc.

Web sites are fully equipped with an electronic ordering system so that customers can use an electronic shopping cart and place an order, all at the touch of a button. Aqua Tech and Atlantic Diving have Web sites; their electronic ordering systems are being developed. It should be noted that all prime vendors still accept phone and fax orders.

***Competitive Prices***

DSCP's five year, long-term contracts were competed through best value source selection processes to make sure customers get the best possible prices within the competitive market. With the growing popularity of the prime vendor program, more and more orders are being placed. The higher volume of orders ultimately means that costs are driven downward and savings get passed on to the customer.

***Brand Name Preferences***

DSCP's prime vendors carry products of most of the major diving and marine lifesaving manufacturers including but not limited to: Draeger, Bauer, Gates, Typhoon, Seatec, Poseidon, Miller, XCEL, Aqua Lung, Ocean Tech Systems, Viking, Diving Unlimited Intl., Dacor, Scott Mask, Mako, and Interspiro.

***24-Hour Customer Support***

Prime vendor representatives are on call 24 hours a day, seven days a week. Customers will never be left waiting to place an order, emergency or otherwise.

***Rapid Delivery Times***

The contract allows 30 days for routine delivery, seven days for urgent delivery, and 24 hours for emergency deliveries. Most orders are shipped on receipt of order assuring much quicker delivery times than the standards set in the contract. Deliveries can be made to a centralized location, a deployed unit, or worldwide if necessary. The prime vendor will ship wherever the customer wants.

***Personal Relationship with Prime Vendors***

DSCP's General and Industrial Directorate encourages regular rapport between customers and prime vendors. This allows the prime vendor to get to know the personal needs of the customers. In many cases prime vendors can stock according to customer needs so that hard-to-get or regular-use items are always available without added time to the ordering process. The prime vendor will custom stock according to the customer's needs.

*(Continued on page 5)*

As of Jan. 1, the Defense Supply Center Philadelphia's General and Industrial Directorate's marine lifesaving and diving prime vendor program is fully operational worldwide. What this means is that any federal military or civilian agency can use DSCP's contracts to order a host of diving and marine lifesaving supplies and services to satisfy the needs of their respective missions.

DSCP contracts currently cover equipment, repair parts, tools, gases, and marine services and support various missions including special warfare groups, explosive ordnance disposal, mobile diving and salvage, underwater construction, counter drug programs, ships, and husbandry. The program is made up of six separate best-value prime vendor contracts, provides regional coverage as follows:

**Pacific Regions:**

**Region 1** - Pacific Northwest including Alaska

**Region 2** - California

**Region 3** - Hawaii, Guam, Japan, Okinawa, Korea

What makes DSCP's prime vendor contracts attractive and easy to use?

***Ease of Ordering***

Once a customer is on file with DSCP and the prime vendor, they can begin ordering immediately. Customers are encouraged to use the online ordering systems provided by the prime vendors, or they can place orders via phone or fax. Either way, orders can readily be placed at the touch of a button or placement of a phone call.

***Web Sites, Electronic Ordering Systems and Catalogs***

As part of a contractual obligation to DSCP, all prime vendors must have a Web site dedicated to the prime vendor program. These Web sites include an electronic catalog with various search methods; item descriptions, and technical data in a user-friendly format. Amron International and MAR-VEL



(Continued from page 4)

**Commercial Warranties**

Commercial warranties are passed along to customers.

**DSCP Customer Liaison Specialist Assigned to Each Region**

A DSCP Customer Liaison Specialist is assigned to each region. This employee functions as a customer service representative to keep the customer happy and troubleshoot any program problems should they arise. In the case of an isolated problem with a prime vendor, the ordering process, or any other aspect of the program, the customer service specialist will step in to resolve the issue.

**Inventory Reductions**

A customer will not have to stock as much inventory as in the past. The prime vendor will serve as the customer's inventory. Prime vendors stock most regular-use items. In addition prime vendors will stock specific items on a per-customer basis based on customer use, ordering history, customer knowledge, and communication with the customer.

**Reduced Inventory Burden**

Does the competitive "three bid process" sound familiar? The prime vendor contracts have already been legally competed; therefore, competition is not necessary when orders are placed. Think of the time saved; no need to solicit and evaluate bids, process and administer awards.

**Item Variety**

Over 1,700 national stock numbers covering most items that are needed for diving and marine related missions.

**Not Only Diving**

In addition to diving related items, DSCP's contracts cover other marine related mission equipment such as life support equipment/last chance survival gear, life rafts and preservers, dye markers, flares, and other marine associated items.

DSCP's marine lifesaving and diving prime vendor program is here so that all federal diving activities, military and civilian, can focus on their missions while leaving the administrative burden of acquiring items, equipment and services to us. For

more information, the following are the prime vendor phone numbers and Web sites. DSCP Customer Liaison Specialists' phone numbers and the DSCP Marine Lifesaving and Diving Web site are also provided:

Amron International  
Phone: 760-746-3834  
[AmronIntl.com](http://AmronIntl.com)

MAR-VEL Underwater  
Equipment Inc.  
800-325-5711  
[MAR-VEL.com](http://MAR-VEL.com)

Atlantic Diving Supply Inc.  
757-481-7758  
[ADSDIVE.com](http://ADSDIVE.com)

Aqua Tech Dive Center  
619-237-1800  
[divecenter.com](http://divecenter.com)

**Atlantic Regions:**

Kevin Dean 215-737-4190  
Mike McPeak 215-737-4186  
Vance Cooper 215-737-4168

**Pacific Regions:**

Mara Bailey 215-737-4053  
Donna Dougherty 215-737-4066  
Michael Gargiulo 215-737-4076  
Maritza Guevara 215-737-4057

**Contracting Officer:**

Ralph Lund : 215-737-4154,  
email: [rlund@dscp.dla.mil](mailto:rlund@dscp.dla.mil)

DSCP Marine Lifesaving and Diving Web site: [www.dscp.dla.mil/gi/general/mardiv.htm](http://www.dscp.dla.mil/gi/general/mardiv.htm)



**Aquatic Facts**

- € A pregnant goldfish is called a twit.
- € The giant squid has the largest eyes in the world.
- € Humans and dolphins are the only species that have sex for pleasure.
- € The catfish has over 27,000 taste buds, ranking it #1 in the animal kingdom.

## G&I Awards Benchstock Contracts to SAIC and Raytheon

DSCP's General and Industrial Directorate has awarded industrial prime vendor contracts for the Air Force Air Logistic Centers located at Tinker [OK], Warner-Robins [GA], and Hill [UT]. Similar contracts were also awarded for operations at the Anniston Army Depot [AL], and the Red River Army Depot [TX].

Science Application International Corp. (SAIC), San Diego, who won the contract to support the Logistics Centers, will be responsible for supply chain management of benchstock items. "This support includes providing parts for depot maintenance for the F-15, F-16, C-130, C141,

C-5, KC-135, and B-1B aircraft," said Tony Cosenza, Commodity Business Unit (CBU) Chief in DSCP's General and Industrial Directorate. Overall support will be managed from SAIC's office in Warner-Robins.

The Raytheon Co., Falls Church, VA, won the prime vendor contract for depot maintenance at the U.S. Army's depots at Anniston and Red River. Raytheon, who is DSCP's prime vendor for customers at the Naval Aviation depot in North Island [CA] and Cherry Point [NC] will be providing parts for various weapon systems including the M-1 Abrams, M60, Sheridan M-551 tanks;

the M9 Armored Combat Earth Mover, and the M-88 series Recovery Vehicle.

Cosenza said the industrial prime vendor initiative is an acquisition strategy for integrated logistics that provides items used in the overhaul, repair, and maintenance of weapon systems, which are normally stocked at or near the point of use. He explained that the prime vendor forges partnerships across industrial segments in order to secure the wide range of items specified by the customer.

"The contractor also partners with the customer in the full spectrum of material management functions, be it forecasting, configura-

tion control, or engineering and technical support," he said. "By providing the part when the customer needs it, this initiative frees the customer from having to requisition and store material. And," added Cosenza, "in addition to decreasing the customer's inventory investments, storage, and handling costs, [industrial prime vendor] provides a faster response time and an opportunity for infrastructure restructuring."

For more information on the industrial prime vendor initiative, contact Cosenza at DSN 444-3764, Commercial (215) 737-3764 or via email at: [acosenza@dscp.dla.mil](mailto:acosenza@dscp.dla.mil).

*...decreases  
the customer's  
inventory*

*...provides a  
faster response  
time*

### Forty Customers Save Time, Money and Space through the DSCP Metals Program

The DSCP Metals Prime Vendor program is off and running and now covers the entire continental United States. So far, more than forty sites, consisting of both military and non-military customers, have signed onto the program and are taking full advantage of the program's unique benefits.

Using the Internet from his own desk computer, a buyer or planner can order necessary materials and specify when and where the material should be delivered. The easy-to-use electronic ordering system allows users the opportunity to view volume discounts, delivery times, and other special services that are available. Some special services include cut-to-order lengths and scrap/salvage removal.

According to Joe Seborowski, a Division Chief in DSCP's Metals group, "We plan to expand outside the continental United States this spring with an award for customers in Hawaii and Guam. We are planning an award in the fall for our customers in Japan."

If you are anxious to reduce your in-house efforts and expenditures, give Seborowski a call. A Customer Liaison Specialist will contact you or even visit your activity. Once you have signed on to the program, this CLS will be your own personal program contact. Contact Seborowski at DSN 444-4698, Commercial (215) 737-4698, or via email at: [jseborowski@dscp.dla.mil](mailto:jseborowski@dscp.dla.mil).

### Food Service Equipment Program Goes to DSCP's Subsistence Directorate

Since our last newsletter, the food service equipment commodity transferred from DSCP's General and Industrial Directorate to the Subsistence Directorate. This was done as a part of the Defense Supply Center Philadelphia's internal realignments made to better serve America's warfighters and other customers worldwide. Although subsistence and food service equipment support the same customers, different funds are used to buy these supplies and services.

Four food service equipment specialists and the commodity transferred to DSCP's Subsistence Directorate's central contracts division and now work for Bill McClenahan. They are: Paul Brown, contracting officer, Food Service Equipment Prime Vendor team; Frank La-Forgia, technical specialist; Mike Fox, item manager; and Scott Fletcher, contract specialist. The reorganized central contracts division now handles worldwide food service equipment prime vendor contracts, national soda contracts, and other national initiatives that could not be placed under a specific subsistence region or zone.

Although there are many challenges on the road leading into the 21<sup>st</sup> Century, the food service equipment team, in its new environment is committed to the success of the FSE prime vendor program in support of military customers worldwide.

For more info contact Bill McClenahan at DSN 444-9225, (215) 737-9225 or via email at [wmcclenahan@dscp.dla.mil](mailto:wmcclenahan@dscp.dla.mil).

DSCP Named Lead Center for  
**CLASS IV**  
Items and Services

Being able to provide construction, fortification materials and other Class IV supply items is critical in supporting and sustaining troop movement and deployments of America's fighting forces during contingency and peace keeping operations. This was made clear during the *Focused Logistics War Game 2010* held at the Naval War College in Newport, RI. DSCP has been

designated as the lead Center for class IV items including lumber, concertina wire, sand bags, and ground stabilization material. For more information about these items, contact Tom Lauersen at DSN 444-7798; commercial (215) 737-7798 or via email at: [tlauersen@dscp.dla.mil](mailto:tlauersen@dscp.dla.mil).



**MRO Prime Vendor is Up and Running in Korea**

The new year welcomed in a new era of customer service and responsiveness as customers in Korea at the Osan Air Base became the first to order stock using DSCP's Maintenance, Repair and Operations prime vendor program. Universal Services, the prime vendor for Korea, has acquired warehouse space in Songt'an, and will be locally stocking material the bases have identified as critical or 'fast-moving'. Universal has already shipped five containers of material for stock use to its warehouse. The next implementation site in Korea is scheduled to be Kunsan Air Force Base in March followed by Camp Humphreys and the Yong-san community.

WOOD PRODUCTS  
TWO MORE REGIONS on  
board

Customers for wood products can now satisfy their requirements through two prime vendor contracts recently awarded by the General & Industrial Directorate to Forest Products Distributors of South Dakota and Dooley Lumber Company of Balboa Island, California.

Forest Products will provide excellent service and quality to customers in the states of Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, Ohio, North Dakota, South Dakota, and Wisconsin. Rock Island Arsenal, IL, is currently on-board and enjoying the benefits of this partnership with industry.

Dooley Lumber has extensive experience in meeting the unique needs of customers located in Hawaii and Guam. They will continue to provide such quality service to our customers in these areas through the contract awarded on 8 February.

The Fleet Industrial Supply Center (FISC), Pearl Harbor has volunteered to be the initial implementation site in the Hawaii/Guam region.

Customer benefits, as with all prime vendor contracts, include partnership arrangements between customer and industry, enhanced customer support, quick deliveries, competitive pricing, and surge coverage.

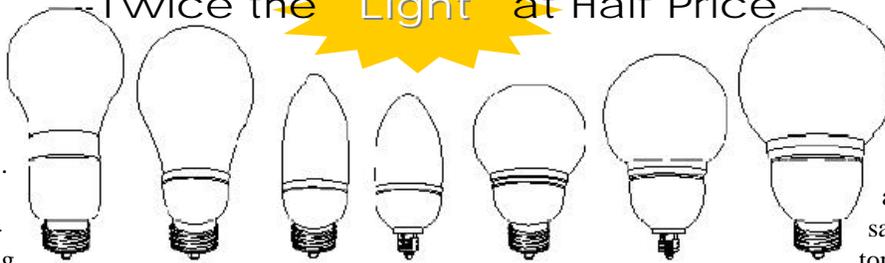
If you are interested in participating in either of these prime vendor arrangements, or others across the continental United States or in the Pacific, please contact Tom Grace, Program Manager, at DSN 444-7164, COM (215) 737-7164, or via email: [tgrace@dscp.dla.mil](mailto:tgrace@dscp.dla.mil).



Compact Fluorescent Lamps  
Twice the Light at Half Price

For a limited time only, DSCP's General and Industrial Directorate in partnership with the U.S. Department of Energy's Federal Energy Management Program, is offering energy efficient, long-lasting compact fluorescent lamps at half their standard unit price.

Tony Armentani said customers using the fluorescent lamps rather than the



incandescent ones will realize energy savings nearly five times what the fluorescent lamps cost to buy and install.

"We recently provided over 500 lamps for use

throughout the White House and adjacent executive buildings," said Armentani, Lighting Program Manager for DSCP. "We've provided thousands of these compact fluorescent lamps to federal

users who are upgrading their lighting efficiency." For more information about this half price sale, call DSCP's customer support team or visit the compact fluorescent lamp promotional website at <http://www.dscp.dla.mil/gi/general/light3.htm>.

**1-800-DLA BULB**



## The SHARE Database

The latest tool to help customers find those hard to procure items is an automated system that links their demands with our NATO allies' stock. The purpose of the Stock Holding and Assets Requirements Exchange database, more commonly called SHARE, is to help NATO countries buy and sell their excess stocks to each other. The data, which resides at the NATO Maintenance and Supply Agency in Luxembourg, currently holds about 135,000 line items.

The U.S. Navy and the Defense Logistics Agency are on line with this secured database; DSCP's General and Industrial Directorate hopes to expand its use in the future. Two of the more commonly used features of the SHARE database are *Offers* and *NATO-wide calls*.

"Under *Offers*, countries with excess stock place it in the database for sale," said Laurence Cooper, a Customer Liaison Specialist in the Defense Supply Center Philadelphia's General and Industrial

Directorate. "The parts are listed by national stock number and include quantity, price in U.S. dollars, and the country offering the part. These parts can be ordered on line with delivery anywhere from 7 to 60 days later depending on the item, its unique requirements, and destination."

Cooper said under *NATO-wide calls*, any country can post a message asking all participating countries if they have a specific quantity of a national stock number that they require.

"A country that has the

item as excess stock that hasn't yet been posted could fill that need," he said. "The ability of SHARE to link countries that need stock with those that have an abundance of stock make it a valuable tool when normal supply lines fail."

For more information on the SHARE program, contact Cooper at DSN 444-2070; commercial (215)-737-2070 or via email at: [lcooper@dscp.dla.mil](mailto:lcooper@dscp.dla.mil).

## DILNet Expands Commodities

The Defense Supply Center Philadelphia's Inventory Locator Network (DILNet) is growing rapidly in both vendor participation and commodity diversity. DSCP's General and Industrial Directorate now has its first vendor capable of supplying drive belts, fan belts, and other accessories covered under FSC 3030.



There are currently 35 vendors that have signed the DILNet basic agreement, with several more in progress. These vendors provide items such as lighting material, fasteners, and o-rings.

DSCP anticipates adding belting, plumbing, and refrigeration/AC items, among others.

"Vendor's inventory information is transmitted daily, thus providing close to real-time stock availability," said Dawn Karpiak. "Participating vendors must be approved for the DILNet program and must maintain a quality level consistent with DSCP's established criteria. Vendors are also audited periodically to ensure compliance with the program requirements cited in the DILNet basic agreement." Karpiak is a Branch Chief in DSCP's General and Industrial Directorate.

Karpiak said the database contains between 65,000 to 70,000 national stock numbers with quantities depending on vendor on-hand assets. The end result is a streamlined award and shipment process, which de-

livers material to customers quicker.

"This is one of the biggest advantages of DILNet," Karpiak said. "The average ship time is eight days with DILNet orders compared to production lead-time of 122 days, on average, for traditional requisitions." She added that the program is currently being upgraded to include automated awards to further reduce the administrative process.

Other DILNet advantages:

Customers can match their needs with a central database of current information on available parts and quantities from vendors who meet specific pricing as well as quality criteria.

Customers have an alternative to local purchase for those items that are hard to get, not stocked, or out-of-stock at the Defense Logistics Agency's depots.

Customers can check the availability of items through a part number, NIIN or NSN query. The result is a total quantity of assets available from participating vendors.

"Customers also can order material by contacting the proper DSCP inventory manager cited (just click on the link to the Inventory Manager Locator) and submitting a MILSTRIP requisition," Karpiak said. "DILNet does not offer direct ordering or on-line pricing. This must be done through the inventory manager."

To learn more about DILNet, visit DSCP's website (<http://www.dscp.dla.mil/gi/dilnet>) or contact Karpiak at (215) 737-2419/ DSN 444 or email: [dkarpiak@dscp.dla.mil](mailto:dkarpiak@dscp.dla.mil).

# Cob Web Corner

Ever wonder how a cruise missile works? Or on the more mundane level, how a toilet works? Check here for all the answers:

[www.howstuffworks.com](http://www.howstuffworks.com)

Still stumped? Check here to ask an expert: [www.askanexpert.com](http://www.askanexpert.com)

Wonder about the origin of the word “stumped” : [www.word-detective.com](http://www.word-detective.com)

[www.dscp.dla.mil/gi/](http://www.dscp.dla.mil/gi/)



Readiness  
Group  
Supports  
Task  
Force  
Falcon

## General & Industrial Conference Attendance Schedule

Expo/Conference	Date
DOD Logistics (NDIA) Kansas City, MO	13-16 Mar
Metals and E-Commerce 2000 Tampa, FL	20-22 Mar
26 <sup>th</sup> Environmental (NDIA) Long Beach, CA	27-30 Mar
Marine South 2000 Camp LeJeune, NC	5-6 Apr
Global Con 2000 Dallas, TX	18-21 Apr
GSA Expo 2000 San Diego, CA	10-11 May
Strategic Energy Forum Rosemont, IL	16-19 May
DLA Expo 2000 San Antonio, TX	31 May-1 Jun

For more information on these conferences contact:

Vernard Cabbler (215) 737-9050, DSN 444-9050, email [vcabbler@dscp.dla.mil](mailto:vcabbler@dscp.dla.mil)

DSCP's General and Industrial Directorate's readiness team is helping to reduce the number of parts on the Critical Item List in support of America's fighting forces currently involved in Task Force Falcon and Operation Joint Guardian in Kosovo. In just two weeks, the team reduced the CIL by 80 percent. The team's efforts will be ongoing until all critically required parts have been ordered and shipped. These parts include Tactical Water Distribution System, five-Ton Truck M939 series; Diesel Generator Set; five-Ton Cargo trucks; Heavy Expanded Mobility Tactical Trucks, and the M0973 Small Unit Support vehicle.

The **DLA EXPO 2000** is being held in San Antonio, TX at the Marriott Rivercenter, May 30 to 2 June. This year's theme is "Getting the Most from DLA". Workshops are scheduled with topics such as: Learning to order or check status via the worldwide web; DoD EMALL; and Information from other sources: Defense Supply Centers, GSA, NIB, NISH and other DOD Logistics Activities. Environmental products and hazardous management information and Lead Center Weapons system support initiatives will also be addressed.

The Dept. of Transportation and the Government /Industry Shelf Life Symposium will hold workshops at the site during the DLA conference. For more in-depth information, logon to the DLSC website: <http://www.supply.dla.mil>.

## Let Us Help You Build a Firm Foundation

Spring is rapidly approaching, and with spring comes the thaw, *and* the mud.

“DSCP’s General and Industrial Directorate Facilities Maintenance Group has a variety of solutions to help you with your soil and load support problems,” said John Martino, Technical Specialist. “And all of our ground stabilization systems have been tested by the U.S. Army Corps of Engineers at Waterways Experiment Station in Vicksburg, Mississippi.”



Geoweb is a three-dimensional honeycomb-like structure that confines and stabilizes infill material. This product was used extensively during Desert Storm to stabi-

lize the soft sand road conditions. The Geoweb sections collapse into lightweight, compact bundles for easy transport. Installation procedures are simple:

1. Level out the mud to create an even surface.
2. Install Geo Fabric which will eliminate the under soil from percolating and contaminating the infill.
3. Install the Geoweb by expanding the web to 8 feet x 20 feet. The eight-inch deep honeycombs are then filled with small stones or appropriate infill material.

The Dura-Base composite interlocking mat system, which is made of high-density polyethylene (HDPE) and is reusable. Each 8' x 14' mat weighs approximately 1,050 pounds and is 4-1/2 inches thick. Installa-

tion consists of:

1. leveling the ground/mud;
2. installing the Geo Fabric;
3. dropping the interlocking mats on the fabric; and
4. locking the mats together.

Additional stabilizing products are also available including the Lightweight Hexagonal Interlocking Pan-

els and Fiberglass Reinforced Mats.

For more information on these products, contact Martino at DSN 444-7924; Commercial (215) 737-7924 or via email at: [jmartino@dscp.dla.mil](mailto:jmartino@dscp.dla.mil).

**DURA BASE MAT:**  
NSN 5675-01-471-2683  
**GEO FABRIC:**  
NSN 5675-01-471-2647  
**GEOWEB:**  
NSN 5680-01-198-7955



## DSCP PROVIDES VENEZUELAN FLOOD RELIEF

The Defense Supply Center Philadelphia’s Maintenance, Repair, & Operations (MRO) Material Prime Vendor Program was utilized over the Christmas holidays to provide support for the Venezuelan flood relief under Operation Fundamental Response.

Southern Command (SOUTHCOM) in Miami initiated an emergency request on Christmas Eve for a variety of items including shovels, pick axes, wheelbarrows, batteries, and lighting. Naish D’Anna, an MRO Regional Program Manager, immediately put out an urgent request to Graybar Electric, the MRO prime vendor for multiple regions.

Graybar wasted no time bringing in their people to source and obtain the materials required. Over the next sev-

eral days, Graybar worked diligently consolidating the items and arranging for transportation of the items to Venezuela. The material was shipped and ultimately received in Caracas, Venezuela on December 30, 1999. Graybar and D’Anna provided SOUTHCOM with daily status until the shipment was received.

“Because our MRO contracts provide for surge support in times of troop deployments and natural disasters, the MRO team and Graybar Electric were able to put into action and successfully carry out plans that both had hoped would never be needed,”

said D’Anna.

For more information on MRO, contact D’Anna at DSN 444-8636; Commercial (215) 737-8636 or via email at: [idanna@dscp.dla.mil](mailto:idanna@dscp.dla.mil).



# How to Reach Us:

With all of the ongoing changes within DSCP and its General and Industrial Directorate, both our people and telephone numbers are changing fast. During the first quarter of 2000 we will begin converting the commercial prefix 697 to 737. To stay connected with our most valued customers and vendors we have provided the following listing of leading contact points. For the most up-to-date G & I telephone numbers, check out the DSCP online phone listing at <http://www.dscp.dla.mil/phone/fonenew.htm> or call commercial at (215) 737-8600 or toll-free: 800-441-1837.

## Customer Support

Customer support is provided worldwide by the DSCP General & Industrial Readiness Office. This service is divided into four separate functional segments: Land, Sea, Air, and, Troop Support. Each group will assist your activity according to your functional needs. If, for instance, you were calling from a Naval facility but are working on Naval aircraft, your point of contact would be the air team. Troop support will assist your activity for urgent items that are personnel and individual equipment items that may not be coded to a weapon system.

In addition, the Emergency Supply Operations Center (ESOC) is a section of the Readiness Office For emergency requisitions, high priority requisitions, or requisitions with exception data, contact the **DSCP G & I ESOC at (215) 737-2336/DSN 444**. High priority requisitions can also be submitted via the ESOC web site at [www.dscp.dla.mil/gi/cbu/n/order/](http://www.dscp.dla.mil/gi/cbu/n/order/).

## Commercial (215) 737 + ext DSN 444+ ext

Readiness Office	POC	Phone
Director	Richard Strang	X5304
Deputy	LtCol Sheila Michalke	X5392
Air	MAJ Curt Hoffman	X5394
Land	Ed Dixon	X5341
Sea	Alicia Ingber	X5330
Troop	Robert T. Pezick	X5438

## Customer Support Emergency/Call Center X2336

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

### GENERAL & INDUSTRIAL DIRECTORATE

POC	Phone
Director	
Col. George T. O'Neal	X9151
Deputy Director	
Yvette A. Burke	X9152
Logistics Support	
Allan Rosen	X3160

Commodities	POC	Phone
<i>Move &amp; Store Material</i>	LTC Eugene Surmacz	X7563
Heavy Equipment/Construction Equip	Jim Singer	X7265
Fire Trucks/Emergency Vehicles	Bob Hutkowski	X7350
Environmental Equipment	Joe McHenry	X7244
Mat'l Handling: Storage Systems/Containers/Rope/Rigging	Mark Scott	X7531
<i>General Hardware</i>	Marvin Rosenbaum	X3638
Miscellaneous Hardware	Angela Bogucki	X2180
Special Padlocks	Jeffery Jobs	X3695
Knobs & Pointers	Joseph Selsky	X3632
DILNET	Dawn Karpiak	X2033
Foreign Military Sales (FMS)	Diane Dunn	X3672
<i>Operational Equipment</i>	Tony D' Ambrosio	X8024
Safe Environment	Tom Daley	X8000
Firefighting	Shirley B. Jones	X4421
Marine Lifesaving Diving/Morale Welfare & Recreation		
Pacific Region	Abie Fuller	X4052
Atlantic Region	Stephanie Gravitz	X4140
Telecommunications Supplies: Imaging/ADPE & Info	MaryJane Angelopoulos	X4418
<i>Facilities Maintenance</i>	Anne O'Connor	X3697
Building Material/Plumbing	Dave Lipshutz	X8465
Lumber	Tom Grace	X7164
Lighting	Tony Armentani	X8047
Maintenance Repair & Operations	Chet Evanitsky	X8048
<i>Metals</i>	Chris Brown	X9161
Metals Regional Integrated Supplier	Joseph Seborowski	X4698
<i>Benchstock</i>	Tony Cosenza	X3764
Commercial Practices	Gary Shute	X5200
Industrial Prime Vendor	Neil Kovnat	X3761
Customer Product Support	Elliott Chant	X8326

## G & I Email

addresses are typically (lower case):   
1st init of first name + lastname@dscp.dla.mil  
Ex. jdoe@dscp.dla.mil

## Internet:

General & Industrial Home Page: [www.dscp.dla.mil/gi/](http://www.dscp.dla.mil/gi/)

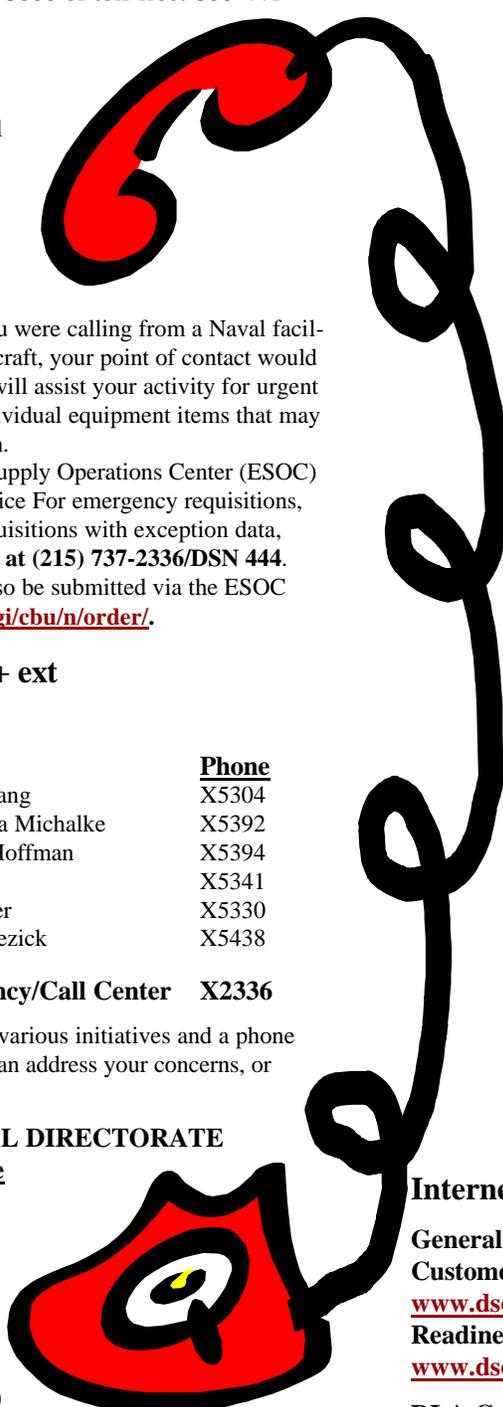
Customer Information:

[www.dscp.dla.mil/gi/general/customer.htm](http://www.dscp.dla.mil/gi/general/customer.htm)

Readiness/ESOC:

[www.dscp.dla.mil/gi/cust\\_service/esoc.htm](http://www.dscp.dla.mil/gi/cust_service/esoc.htm)

DLA Customer Service: [www.supply.dla.mil](http://www.supply.dla.mil)





The  
Back  
Porch  
By Yvette Burke  
Deputy Director,  
General &  
Industrial  
Directorate

**What Do We KNOW ?  
– It’s Worth A LOT!**

As a supply integrator responsible for worldwide support of general and industrial supplies and services, what we know and how we plan for the future based on that knowledge ensures your Readiness response.

Representatives of the Defense Logistics Support Command (DLSC) DLA routinely meet with military leaders from all Services. We hear your concerns regarding the Shift-to-Commercial-Practices (SCP) initiatives such as Prime Vendor and Virtual Prime Vendor contracts: “Will one ‘prime’ vendor be able to sustain deliveries under emergency – surge – requirements?” You want some assurance.

Certainly we have been gaining experience – and knowledge – about surge requirements over the last couple of years: Kosovo, earthquakes, hurricanes, and floods worldwide, unfortunately, have provided real-life tests of our supply support to war and

**G & I has changed its phone numbers!**

Our previous commercial exchange (697) has been replaced by (737). Our DSN prefix of 442 has been changed to 444. Many of our 4 digit extensions have also changed. To be sure you have the right number access our online phonebook at: <http://www.dscp.dla.mil/phone/fonenew.htm>

relief efforts for both human and natural disasters.

The DLA Office of Operations, Research, and Resource Analysis (DORRA) provided the General and Industrial (G&I) Directorate, back in late 1998, a list of 121,545 NSNs, wartime items potentially vulnerable to surge requirements. We are diligently refining this list. Based on our knowledge and experience, we have added other selected items with long lead-times, sole-source, and/or limited acquisition resources. We are planning and working in partnership with industry to assure you have effective supply sustainment of both “difficult” and priority NSNs in normal or surge situations.

Repeated contacts (at the strategic level as well as tactical) with you, our customers worldwide, enable G&I to support your requirements through Tailored Logistics Support Packages (TLSPs). Whatever your particular Service requirement, we welcome your input. In 1996 we had no TLSP coverage. Today, 18% of our contracts are tailored to meet specific customer requirements. We are incorporating clauses in all our contracts, of whatever type – multi-year prime vendor, long-term, or corporate – to address surge and sustainment issues. And that’s not all! Our contracts provide for random tests of contractors’ surge and sustainment capabilities. Between June 1999 and December 1999, 17 surge coverage tests were conducted for priority NSNs. Included in these tests, our contracts for Maintenance, Repair, and Operations (MRO), Wood, and Metals

indicated supply availability of 94%, 94%, and 100%, respectively.

A real-life surge occurred on Christmas Eve. Southern Command (SOUTHCOM) initiated an emergency request in order to support the Venezuelan flood relief effort. The MRO team coordinated with the Prime Vendor, Graybar Electric, for a variety of items including shovels, pick axes, wheelbarrows,



batteries, and lighting. The MRO regional manager provided daily status to SOUTHCOM until the shipment was received in Caracas, Venezuela, on 30 December 1999 – six days later!

In the past, DLA and Service inventories played a large role in meeting surge and sustainment requirements. As we continue to downsize and reduce inventories, we must increase our communication with, and understanding of, our industrial base. We have developed asset visibility through innovations like the DSCP Inventory Locator Network (DILNet). Thirty-four vendors have signed DILNet Basic Agree-

ments, with several more in progress, displaying between 65,000 to 70,000 unique NSNs daily.

Our objectives for item wartime requirements include a milestone plan to cover over one million NSNs assigned to G&I. Identifying and selecting priority NSNs for review of surge coverage and testing is underway. We are actively engaged in interaction with you, our customers, to expand our forward presence, understand warfighter requirements, and ensure DSCP’s Readiness capability, as well as yours, through TLSPs and surge planning and testing. We have made significant progress in the transition from “Mass” to “Velocity.” We recognize the imperative to provide fast, and reliable, support for you, the warfighter. Our knowledge and experience in logistics – managing the supply chain – is the Value Product we offer!

The “**General Store**” is published quarterly by the DSCP General & Industrial Directorate Business 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 :

**DSCP-ILBC  
700 Robbins Ave  
Philadelphia, PA  
19111-5096**

or through email to :  
[dcelli@dscp.dla.mil](mailto:dcelli@dscp.dla.mil)