



Highlights

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*A Newsletter for Customers;
from the DISC Industrial
Directorate
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The Toolbox



Defense Industrial Supply Center
700 Robbins Ave. Philadelphia, PA 19111

Director's Corner

TO OUR VALUED CUSTOMERS

In our last "Toolbox," we updated you on the Defense Industrial Supply Center's (DISC) pending disestablishment next year, and the assumption of our functions by the Defense Supply Center Philadelphia (DSCP). DSCP will also perform the mission of the Defense Personnel Support Center. In addition to Clothing and Textiles, Medical, and Subsistence commodities, DSCP will manage Industrial and General items. This directorate will become one of five within DSCP.

While this is a significant internal change for DISC, I anticipate this change will be transparent to you. We have worked very hard over the years to be your center of choice for Industrial commodities, and will continue to do so in the future. We have been, and will continue to be, on

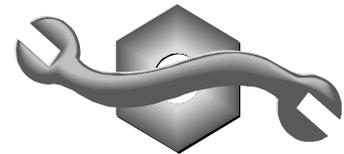
the cutting edge developing and implementing innovative logistics solutions to support the warfighter. DISC's selection as one of ten finalists for the 1998 "President's Quality Award" demonstrates not only this commitment to innovation, but a solid foundation of strong leadership, sound business practices, and customer focus.

I use the term "warfighter" deliberately. We consider ourselves integral partners with you, the soldiers, sailors, airmen and marines on "the point of the spear." Our job is to provide responsive support for readiness and sustainability in both peace and war, and we're committed to being the best in providing timely and responsive support to you. And while we do this, we want to ensure we achieve maximum productivity and cost benefits.

So we want to partner with you – we need to work closely together to determine your requirements and how best to meet them. We have an active, aggressive customer satisfaction program designed to do this. We routinely contact many of our customers to see how well we're supporting them, what improvements we can make in this support, and determine any concerns they have. **Elsewhere in this issue is point-of-contact information.** Use it

to help us help you. I solicit your input on how we can better serve you.

George T. O'Neal
LtCol, USAF
Director, Industrial Directorate



THE WARFIGHTER

The Base Realignment and Closure concept of operations established two Weapons System Centers and one Troop and General Support Center within DLA. Defense Supply Center Richmond was designated as the Aviation Center and Columbus was assigned responsibility for surface and underwater sea systems and land warfare. DSCP was designated as the Troop and General Commodity Center. Although on paper this all seems very clear cut, in practice it is anything but. Because of the nature of our commodity based expertise, DSCP will continue to be an important and integral player in the readiness of Weapon Systems. We will be in a unique

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position to support the entire spectrum of the warfighters' needs.

By 1999, we will manage 29% of all the weapons coded items that DLA manages and process 37% of all the DLA requisitions for these items. The ability of the Services to deploy and operate their primary Weapon Systems will depend in large part on how we at DSCP are able to do our job efficiently and effectively.

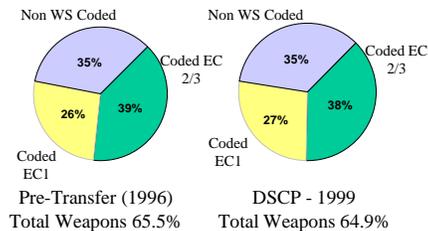
The chart below further stratifies the weapons items we will manage. Of all the items that the Industrial and General

Weapon Systems Supply Availability

	<u>Number</u>	<u>S/A</u>
Level A	97	92.35
Level B	214	90.32
Level C	1105	90.85

Directorates of DSCP will manage, 65% will be weapons coded and 27% of those are coded Essentiality Code 1 which are the most critical to the mission capability of the system. We will remain an important player in the weapon system readiness equation.

DISC/DSCP Weapons Support



We will not only impact the warfighters capability to deliver ordnance through his fighting platforms, but will be integral to the soldier himself/herself through the personnel support commodities and the infrastructure which supports the warfighter, with our commodities such as lumber, plumbing. We will be a full service Center, supporting all aspects of the military capability to fight. This puts us in a unique position of importance to

our customer base and will require closer partnerships with them than ever before. We will be getting more involved with capability assessments by the Joint Chiefs, in the form of the Joint Monthly Readiness Review which the JCS uses to assess total warfighter sustainment capabilities. As the Combat Support Agency, DLA is developing Weapon System Manager positions to focus on the individual weapons platforms the Services field. Although we will not be assigned Weapon Systems Managers for the system, we will be a critical team player, since we manage many of the parts on those systems and in some cases the bulk of those items. We will be assigned the Program Manager function for the human Weapon System, the soldier, sailor, airman and marine and the support infrastructure he/she requires to sustain life and fighting capability. We will be involved in all facets of the military deployment and engagement and will need to develop additional reporting systems, which assess our ability to meet these needs of man, machine and infrastructure. We will be in a unique position, unlike the Weapons Focused Centers, to assess the entire theater operation in areas like Bosnia for instance, from the perspective of how the weapons, the infrastructure (housing, kitchens, aircraft hangers, landing strips etc.) and the soldier (subsistence, clothing, medical supplies etc.) are being supported. At the JCS level this holistic view of theater support is critical to full operational readiness and we at DSCP are committed to providing timely and responsive support.

We will have an opportunity to show our capability on March 25-26, 1998, as the Combat Support Agency Review Team visits DISC and DPSC. This team is comprised of representatives of the various components that work directly for the Joint Chiefs and will be visiting us to get an assessment of what we are and will be doing, to support the warfighter in multiple theater warfare scenarios.

They will not only visit the DSCP elements, but all the other Centers as well as our customers, to get an assessment of how DLA is performing and the steps we are taking to provide the warfighter with AFFORDABLE material and responsive logistics support in a timely and effective manner.

DISC has always been a leader when it comes to the weapons systems of the Services. Today, we support over 1400 individually identified systems and innumerable subsystems and repairable assemblies that are not identified in the Weapon System Support Program.

These systems are segmented by criticality of mission into Levels A, B and C, with A being the most critical. As we can see from the following chart, we are doing very well in supporting these systems as measured by our supply material availability.

As we move into the future as DSCP, we will strive to continue our history of exceptional support and expand our ability to provide affordable readiness to the warfighter.

For more information, contact Tony Cosenza at (215) 697-4587, DSN 442-4587 or email acosenza@disc.dla.mil.



Metals & Metal Products
First Regional Integrated Supplier
Contract Awarded

DISC's Metals & Metal Products Group has awarded the first Regional Integrated

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Supplier (RIS) contract for the Southeast Region of the United States to Interstate Steel Supply Company of Philadelphia. This is a long term contract with one base year and four option years. The RIS program is the next step in the evolution of metals-supply systems logistics support to America's Armed Forces. This program will reduce lead times, lower costs and provide better overall service for our metal customers.

Interstate will serve as the metals supply chain integrator, providing a broad range of bulk metal or semi-finished metal products plus related services on a just-in-time, direct-vendor-delivery basis. The contractor is responsible for a full scope of logistical and customer-support processes including supplier partnerships, transportation, return processing, scrap handling, invoicing, marketing and data collection. The RIS program will reduce logistics response time from weeks to days, i.e., 24-72 hours.

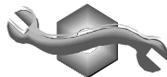
The RIS provides customers a comprehensive selection of carbon steel, stainless steel, aluminum, nickel, copper, brass, titanium and other industrial metals in a variety of shapes and forms. This contract also includes related services such as cutting, shearing, sawing, scrap removal, technical support, problem resolution, order processing, data collection and reporting.

Customers will place orders directly with the contractor. This contract will not be limited to a fixed group of items. Each activity will be able to develop a customized on-line product catalog which can change over the life of the contract. New items can be added at any time.

The pilot sites for the Southeast Region include Norfolk Naval Shipyard, Fleet Industrial Support Center (FISC), Norfolk, Shore Intermediate Maintenance Activity (SIMA), Norfolk and NASA-Langley Research Center. The projected sales for these sites is \$4.5

million. DISC will partner with Interstate to market this project to the other DoD and Federal customers in the region. Projected sales for the entire Southeast Region is \$12 million.

For more information about the Regional Integrated Supplier of Metals & Metal Products, please contact Tom Cavanagh at (215) 697-6245 (DSN 442-6245).



Industrial Prime Vendor

Formerly known as COSCM

During the Quadrennial Defense Review (QDR), the Logistics element of the Infrastructure Panel identified a number of actions that could potentially reduce the size of the logistics infrastructure. Of these many initiatives, one of those viewed collectively as a mirror of commercial best practices, is the Prime Vendor concept. DLA has taken the lead to put substance to the concept, in conjunction with the Military Services. According to the Deputy Under Secretary for Logistics in his letter of December 15, 1997, each Component was to propose an arrangement in which to partner with DLA for a test of the integrated supplier concept. The results of which are to be compared to the traditional system to determine overall effectiveness.

In the last five years, the Services and DLA have moved substantially away from traditional views of ICP functions. New business practices such as Prime Vendor have sought to emulate industry best practices through supply chain integration. In many cases, DLA has identified industry supply chains already robust enough to simply "buy in place"--for example, the national pharmaceutical, medical supplies,

subsistence, and general hardware distribution systems. In other cases, DLA and the Services have identified opportunities to buy more complex combinations of integrated support services. An example of this type of innovation is the Defense Industrial Supply Center's Industrial Prime Vendor (IPV) program.

These initiatives focus on customer outcomes, rather than the functional issues involved in obtaining those outcomes---in other words, the desired outcome drives the functional process, or choice of support methods employed to achieve that outcome. The key element of these initiatives is leveraging information technology to bridge functional and institutional stovepipes.

Currently, several projects are underway. Projects for the NADEP at North Island, the USAF Air Logistics Centers at Ogden, Oklahoma City, and Warner Robins are all on track for an award in the near future. Several other projects, NADEP Cherry Point, Anniston Army Depot, USMC Camp Pendleton, Camp Lejeune, MCLB Albany, MCLB Barstow, and a Joint Logistics Initiative for the Island of Okinawa are close behind.

While in the past, the DLA supply system was a one-size-fits-all, today IPV merges both the wholesale and retail supply systems to provide tailored customer solutions. Integrators perform a full range of tasks, from shipping and receiving to potentially operating the customer's supply areas, including issuing parts to the technicians. Customers and wholesale depots will no longer need to store expensive inventory. Experienced integrators will design systems to ensure customers needs are met 100% of the time.

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Please contact Major Bob Daugherty, USAF, at (215) 697-5604, or Tony D'Ambrosio at (215) 697-3052 if you would like more information on this exciting new program.



INVENTORY LOCATOR SYSTEM (DILS)

Developed as a means to decrease backorders and increase supply availability, DISC Inventory Locator System (DILS) has been a beneficial tool in the decrease of Administrative and Production Lead Times (ALT & PLT) of awards. Inventory Managers and Buyers in the Industrial Commodity Business Units have access to supplier based inventories. Industrial hardware such as screws, studs, nuts, washers, bolts, rivets, pins, shims and o-rings are cataloged. While suppliers are encouraged to submit downloaded lists of on-hand inventories, the majority have agreed to provide over night downloaded files (via FTP). Referenced by NSN and correlated to a part number or specification, the list shows the suppliers quantity on-hand as well as a price. This download is then compared and merged with DISC's active purchase request database. Resulting matches can be reviewed and utilized by inventory managers and buyers on a real time basis.

The match of on-hand assets allows the inventory manager to inform a buyer that stock is available from a particular supplier. The buyer then places an order with the supplier, eliminating the time it takes for a formal solicitation to be out on the street. In addition, since DILS suppliers must meet the strict qualification criteria, (certification in the DISC Quality Suppliers List (QSL) Program or ISO 9000 certification) procurement quality assurance (PQA) requirements can be administered by

DISC saving money and time without compromising quality.

Currently, there are five suppliers listed in the pilot program. All have agreed to delivery within 20 days ADO/net 30. Orders are placed with delivery as the key evaluation factor. A special list of PIIN numbers has been assigned for ease of tracking. Unless a special need exists, commercial packaging is acceptable, QUP to be as specified

To date, the program has issued over 300 awards, with the average PLT decreased from 120 days to 10 days. In order to expand the program, an announcement is being drafted for the Commerce Business Daily. Presentations are planned at various industry forums and advertisements are being placed in trade magazines. The final DILS Commercial Agreement is pending litigation review, with full implementation of the program scheduled in April 1998.

To learn how this exciting new venture can help you, contact Edward Pawlak at (215) 697-6590. DSN 442-6590.



KC-135 SERVICE LIFE EXTENSION PROGRAM (SLEP)

In response to the needs of our customer, DISC recently issued a solicitation in support of the KC-135 Service Life Extension Program. This program is being managed by Oklahoma City-Air Logistics Center, who provided us with a list of over 900 fasteners...fasteners which are unique, oversized parts not previously stocked and specifically catalogued for this project. Following extensive market research to look at factors such as industry capacity and parts availability, the decision was made to group these items by part number and diameter

where the, as yet to be determined, contractor will maintain "blanks" for each lot...thereby decreasing production lead time. Structured as an indefinite delivery quantity order, this contract has the ability to dovetail into our ongoing Industrial Prime Vendor initiatives. More importantly, we demonstrate our commitment and dedication to developing logistics solutions to meet the needs of our customer.

For more information contact Kathleen Catts, at (215) 697-0913, (DSN 442-0913) or email, kcatts@disc.dla.mil.



FASTNER CATALOGS SIGNIFY WAVE OF THE FUTURE

We have made significant progress on the publication and distribution of product catalogs in the fastener commodities. As a result, we published and circulated two hard copy product catalogs, the Grade 8 (ANSI B18.2.1) Screw and Close-tolerance (AN3 thru 20) Bolt catalogs.

In addition to the two catalogs previously mentioned, we also have available electronically, on the DISC *webpage*, catalogs containing four product lines of 316 CRES fasteners and a catalog of Fastener Assortments. The 316 CRES catalog covers, Pan-head machine screws, Flat-countersunk-head machine screws, Socket head cap screws and Hex head cap screws. Visit our webpage at http://www.disc.dla.mil/cbu/n/cbu_n.html. The Assortment catalog contains a number of fastener product lines. Ordering one NSN can get you a variety of fasteners in various sizes and lengths.

For more information contact Edward Adamchick via email, eadamchick@disc.dla.mil.

**GET LINKED TO
REQUISITION DATA!**

Need status on a requisition or data on an NSN? Want to check on-hand assets, delivery data, etc? Everything you need to know about the management of a particular item is available at your fingertips. Just visit the DLA Requisition status/NSN Data Query Home Page via Website (<http://206.38.38.10/dlahq/dlahq.htm>). Data is currently available for DISC Philadelphia (S9I), and DSCR Richmond (S9G) requisitions and NSNs. This system will soon be expanded to include data from all DLA ICPs.

For more information, contact George Colborn via email at gcolborn@disc.dla.mil or Steve Pielocik, spielocik@disc.dla.mil (DSN 442-6763).



The Toolbox

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Articles are written to provide customers with useful information about DISC products and services.

We encourage letters, feedback and questions from our readers.

Questions or requests for additional copies, contact Pat Skowrya at (215) 697-6126, DSN 442-6126 or email to pskowrya@disc.dla.mil.

DISC Exchanges

Commercial Phone Line: (215) 697-xxxx
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<http://www.disc.dla.mil>



**DLA CUSTOMER SUPPORT
REPS ARE HERE!**

The DLA Customer Support Representatives have been deployed and are out there to service you providing tailored logistics support. They are our link to the customer. Their responsibility transcends supply issues and extends to the full spectrum of DLA support, i.e., reutilization, disposal, cataloging, financial, transportation, and technical support.

The following is a list of the Continental U.S. Materiel Management Customer Support Representatives, as well as, DLA Europe and Pacific:

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Customer Support



At DISC/DSCP Customer support is provided world wide. This service is divided into three separate functional segments; land, sea and air. Each group will assist your activity according to your functional needs. If, for instance, you are calling from a Naval facility but are working on naval aircraft, your point of contact would be the air team. Listed below are points of contact for each team.

For **Emergency** calls on high priority requisitions, contact CPT Betty Yarbrough, USA, at DSN 442-6584, (215) 697-6584 or email esoc@disc.dla.mil

DISC-AC

Tony Cosenza (x4587)
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LtCol Myron Hampton (x4509)
Chief, Readiness Officer

Air Team: DISC-ACA

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MAJ Keith Greene x0362
Rich Buckman x9207
TSgt Sharon Bagent x0645

TSgt Pam Berie x0248
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Dan Moody x3005
Lisa Houston x9210
Bea Ross x3501
Phyllis Washington - FMS x9262
Tammy Worsley x9241
Margo Craig x3671
Joan Stott x3698
Donald Smallwood x0361

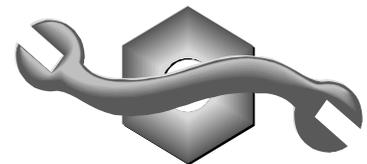
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Ed Dixon x6973
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Margaret Marlette x2266
Michele Roberts x0363

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Ann Viola x3729
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Ave Gracey x3051
Art Dawe (FMS) x3911
MaryEllen Long x9259

AMC Representative

Debbie Chase x9274



COME JOIN US AT THE 1998 DLA EXPO !!

WHEN:

- MAY 27-28

WHERE:

- WATERSIDE MARRIOTT
NORFOLK, VA

ACTIVITIES:

- NETWORKING
- PRESENTATIONS
- WORKSHOPS

