



The Main Course

Newsletter of DSCP's Food Service Office
June 2003, Edition #19

Notes From the Editor:

This month, we're pleased to announce several new awards and options to support you. Also, to satisfy your summertime thirst, our June edition features an article on one of our ongoing initiatives you might want to learn more about, the national soda program. We're also proud to provide welcome back treats to our customers returning from the Gulf. Enjoy.

Maryann DiMeo





(We're repeating this due to popular request)

The Importance of Timely Receipts

Just a friendly reminder to all customers that the Subsistence Prime Vendor, Market Ready, Soda and other programs rely heavily on the ability of our customers to post receipts within 24-48 hours of delivery. A recent survey indicates that approximately 25% of all receipts are either received late or not at all.

This is a situation where the customers can really help themselves for many reasons. In the first place, the customer receipt is the basis on which we pay the vendors (often with payment terms of 7-10 days). In a worst case scenario, a vendor may threaten to discontinue deliveries if it is not getting paid which is certainly not in the customer's best interest. Second, should the customer reject product and then correctly receipt for what was actually accepted, the vendor does not get paid for what was rejected nor does the customer get billed for product never accepted. This eliminates the necessity for later receipt adjustments, billing adjustments and claims. In a more general sense, timely and accurate receipts are important since they allow us to turn around and provide timely and accurate bills so that our customers are able to keep their financial books in order.

Obviously, timely and accurate receipts lessen everyone's workload allowing all of us to concentrate on our primary mission of providing quality support to customers who deserve no less. Should you have any questions in this area, please contact your DSCP Account Manager. Thanks! Tom Lydon Chief CONUS PV.



AWARDS



The Prime Vendor Europe and Mideast sections are pleased to announce the following three contract awards:

Southern Europe - Ebrex Food Services Sarl, Geneva Switzerland, has been awarded a \$25.4 million dollar prime vendor contract for food and non-food products for customers located in the Southern Europe Zone. This contract covers customers in Portugal (Azores,) Spain, France (Toulon,) Italy to include Sardinia and Sicily, Crete-Greece, Turkey, Bulgaria, Macedonia, Kosovo, Romania, and Ships at any port of call south of the Alps. Additionally, provisions to support operational deployments in Albania, Algeria, Cyprus, Egypt, Israel, Lybia, Moldova, Montenegro, Morocco, Serbia, Slovenia, and Tunisia are included. Performance completion date for the first contract year is expected to be June 30, 2004. The contract also includes four (4) one-year options. The contract number for food items is SP0300-03-D-3059 for prime vendor food and is SP0300-03-D-N029 for non-food items. POCs are Linda Ford, Contracting Officer, DSN 444-3780 or e-mail linda.ford@dla.mil

, and Don Murphy, Contract Specialist DSN 444-7458 or e-mail don.murphy@dla.mil.

Middle East -Kuwait/Qatar- The Public Warehousing Co., (PWC) KSC, Safat, Kuwait, was awarded a \$22.4 million dollar prime vendor contract for food and non-food products for customers located in the Middle East, Zone 3, covering the countries of Kuwait/Qatar. Additionally, provisions to support potential or actual deployment areas in Afghanistan, Bahrain, Djibouti, Eritrea, Iran, Iraq, Jordan, Kenya, Lebanon, Oman, Pakistan, Somalia, Sudan, Syria, UAE, and Yemen are included. Performance completion date for the first contract year is expected to be June 30, 2004. The contract also includes four (4) one- year options. The contract number for food items is SP0300-03-D-3061 and is SP0300-03-D-N030 for non-food items. POCs are Linda Ford, Contracting Officer, DSN 444-3780 or e-mail linda.ford@dla.mil, and Don Murphy, Contract Specialist, DSN 444-7458 or e-mail don.murphy@dla.mil.

Northern Europe - Theodor Wille Intertrade GmbH (TWI), Bischofsheim, Germany, has been awarded a \$22.8 million prime vendor contract for both food and non-food products for customers located in the Northern Europe Zone. This zone covers

customers in the countries of Germany, UK, Netherlands, Belgium, Bosnia, Croatia, Hungary, Norway, Sweden, Finland, Denmark, France (Brest,) Poland, Ireland and Scotland, and Ships at any port of call North of the Alps. Additionally, provisions to support potential or actual operational deployments in Armenia, Azerbaijan, Belarus, Czech Republic, Estonia, Georgia, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Russia, Slovakia, Tajikistan, Turkmenistan, Ukraine, and Uzbekistan are included. Performance completion date for the first contract year is expected to be July 7, 2004. The contract also includes four (4) one-year options. The contract number for food items is SP0300-03-D-3085 and is SP0300-03-D-N032 for non-food items. POCs are Tom Haley, Contracting Officer, DSN 444-7804 or e-mail thomas.haley@dla.mil, and Ginny Barnwell, Contract Specialist, DSN 444-2977 or e-mail ginny.barnwell@dla.mil.



Upcoming Events

DSCP Worldwide Customer Conference and Food Show 2003

The 2003 DSCP Worldwide Customer Conference and Food Show will be held at the Atlantic City Convention Center in Atlantic City, NJ. The dates are **October 7th and 8th**.

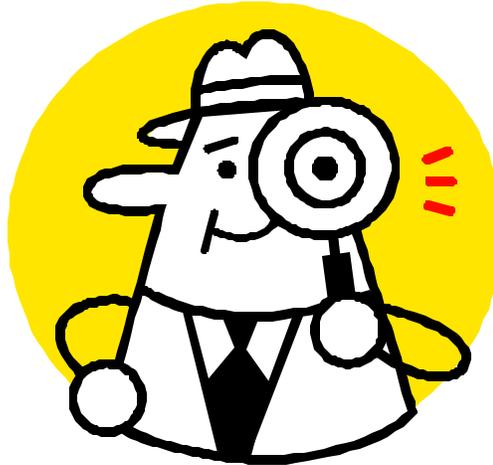
For further info call the conference hotline at 215-737-5300



Upcoming Food Audits

17-18 June 2003

Ship Support / Northeast Region
SYSCO of Hampton Roads
Suffolk, VA.
SPO300-03-D-2990 - NE
SPO300-03-D-3001 - SS



16-17 July 2003

Southeast Region
Kentucky / Tennessee

SYSCO Louisville
Louisville, KY.
SPO300-03-D-3021
2- distributor locations- consolidate at Louisville

For more information on Quality Audits, please contact Tony Koprivec (The Quality Guy) on (215) 737-3878, DSN 444-3878, or e-mail anthony.koprivec@dla.mil.

Focus on Initiatives

Shorter Lead-Time For Diego Garcia

Now that DSCP has implemented full PV support in Singapore under contract SP0300-03 D-3046 (catalog 3047,) Diego Garcia customers are able to receive deliveries within 10 days when needed, rather than the 52 days after order support they're historically relied on. The lead- time on this can be further reduced if necessary with the use of airlifts. Customers have routinely and successfully been utilizing this popular new option since shortly after the contract become effective in late March of this year. For more information, please contact Maryann DiMeo, Contracting Officer, at (215) 737-3726, DSN 444-3726, or e-mail maryann.dimeo@dla.mil.



NAVY SHIPS REGION WELCOMES HOME OUR CUSTOMERS

The Navy Ships Region has taken great pleasure in assisting the TYCOMs, Food Management Teams and FISCs, in their preparations to welcome home our customers from Operation Iraqi Freedom. The various battle groups from Norfolk, San Diego and Seattle have been returning to festive homecoming celebrations. Our vendors have all gone out of their way to make these occasions a special treat, from providing specialty items as requested to offering entertaining and tasteful new product demonstrations for the Navy customers and their families pier side. We look forward to the increased activity and the opportunity to further provide your foodservice needs. For more information, please contact Lennie Giorgianni, (215) 737-3331, DSN 444-3331, or e-mail Lenore.giorgianni@dla.mil.



Middle East options Invoked

DSCP Prime Vendor Middle East is pleased to announce the awards of the second year options to the current Southwest Asia Prime Vendors, BMMI and Seven Seas. Contracts SP0300-03-D-3003 and SP0300-03-D-3004 apply. Deliveries under these options begin June 1, 2003. These companies have performed exceptionally well given the major military build-up in the AOR due to Operations Enduring Freedom and Iraqi Freedom. They have met the test of supporting the largest mobilization seen in recent history, a feat made more challenging



due to the logistics of the 60-day supply pipeline from the United States. In order to support the 250,000 troops in the AOR, they were required to utilize unconventional modes of transportation such as commercial airlifts, barge, and in some cases when normal commercial airspace was unavailable, charter entire planes of product to meet the increased requirements. In addition, they were required to store and issue ration-type items, such as MRE's and UGRA's. For more information, please contact Cathie Sexton, Contracting Officer, Prime Vendor Middle East Region 215-737-7134, DSN 444-7134, or e-mail

Cathie.Sexton@dla.mil



DSCP NATIONAL SODA PROGRAM



The DCSP National Soda Program is currently in its 6th year of operation and continues to grow and expand. The 1st full service contracts for bag in the box fountain syrups were awarded to Coca-Cola USA, Pepsi Cola Company, and Dr. Pepper/7 Up, effective 1 October 1997 through 31 March 2000. Follow-on contracts were awarded to the same firms effective 1 April 2000 and are currently in their 3rd year of operation. One additional option remains.

The initial contracts were awarded to provide carbonated beverages to all CONUS Air Force bases as well as Air Force bases in Hawaii, Alaska, and Guam. Over the years the program has grown to include most Army, and Marine bases, a number of Navy land customers, and Navy ships in Norfolk, and San Diego. Recently we have begun to add some Coast Guard ships to the program, as well as Federal Prisons and Job Corps Centers. In addition to the carbonated beverage items that were on the initial contracts, we have expanded the item selection to include teas, lemonade, and sport drinks such as Powerade from Coke and Sports Drink from Pepsi. Also, as soon as one of our contractors introduces a new item, such as Vanilla Coke, Pepsi Blue or Mountain Dew Code Red, we prioritize the cataloging process to ensure that these products are available to our customers as soon as possible.

In addition to the favorable prices we have negotiated with our contractors, the contract price also includes dispensing equipment, CO2 cylinders, service and maintenance. The current prices per gallon, which are in effect until 1 April 2004, are as follows:



	CONUS	Alaska/Hawaii	Guam	Navy Ships
Coke	\$4.30	\$4.30	\$5.66	\$5.00
Pepsi	\$4.65	\$5.65	\$5.65	\$4.65
Dr.Pepper/ 7 Up	\$4.56	\$4.56	\$4.56	\$4.56

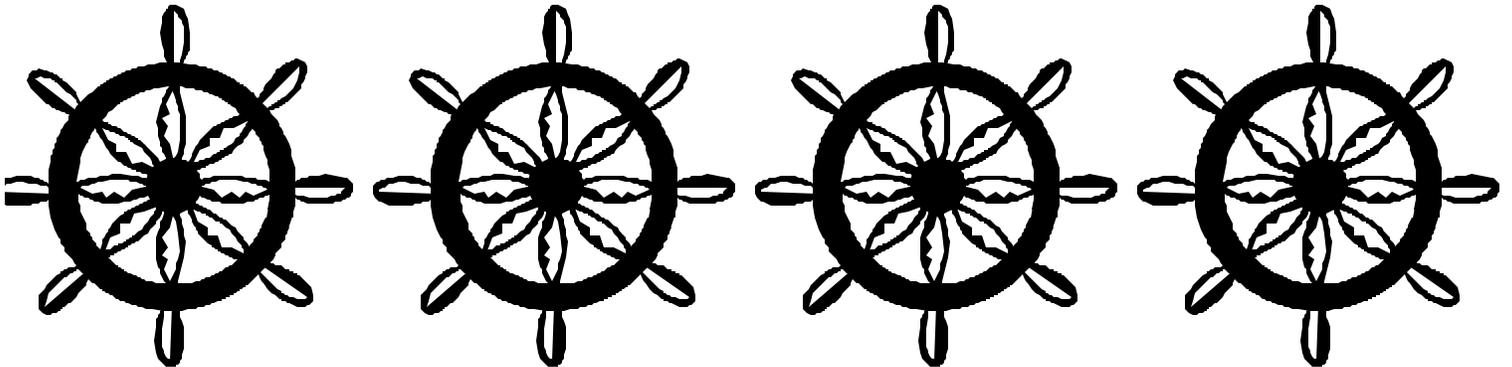


In addition to the National Contract for bag in the box syrup, the DSCP Soda Program also manages Blanket Purchase Agreements (BPA's) for canned and bottled beverages, and water. Unlike the bag in the box contract, which is between DSCP and the soda company's headquarters, the BPA's are agreements made between DSCP and local bottlers. We will attempt to set up an agreement with any bottler the customer

desires. Currently we have agreements in place with bottlers who distribute products manufactured by Coke, Pepsi and Star Beverage. One selling point for our program is the fact that we have been able to lock in prices that are good for a year on all of our agreements.

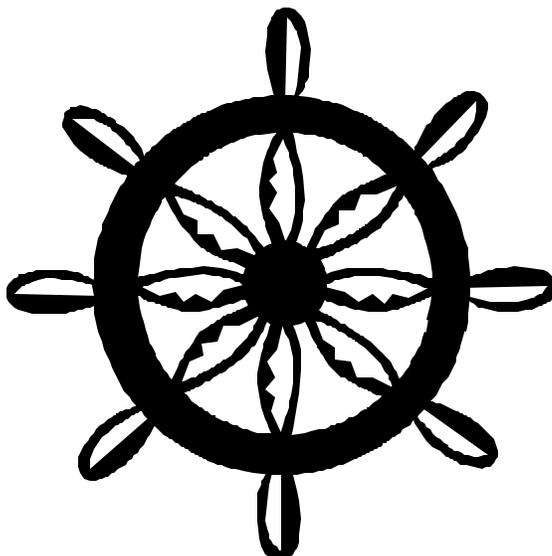
If you have any questions about the DSCP National Soda Program feel free to contact any of the following individuals:

Dennis Strolle	Program Manager	215-737-5349
Diane Orapallo	Contracting Officer	215-737-7571
Anna Riccardi	Contract Specialist	215-737-4528
Nancy Mrowczynski	Account Manager	215-737-3680



PRE-DEPLOYMENT CONFERENCE AND INFORMATION SESSION

The Pre-Deployment Conference for the Enterprise Battle group will be held in Norfolk on 9 and 10 July. The DSCP Information session will be held on the 8th of July, which will cover DSCP specific systems changes, contract support, P.O.C.s and other necessary information for participants. This information has proven to be very valuable to previous deployers. For information as to time, place of this session, please contact Joan Hewes, (215) 737-3678, DSN 444-3678 or email joan.hewes@dla.mil.





P2P Shipments – 37 Days OST

Since the beginning of Operation Enduring Freedom, the 2 SWA PVs, BMMI and 7 Seas, have been tasked with shipping PV product and Ration items into remote areas of Afghanistan and Pakistan. They have accomplished this through “Point to Point (P2P)” Movements from their facilities, through the Port of Karachi, and then onward to the base camps.

This amazing feat can be accomplished in as little as 37 days, from the time the order is placed, to the delivery to the end customer.

Day 1 – Orders are sent by the customers to DSCP-E for processing through Stores

Days 2 / 3 / 4 – Within 24 hours of the order being processed, if any items are Nis (not in stock,) the PV will send a substitute request list to the customer for their approval, requesting feedback within another 24 hours.

Day 7 – By Day 7, the PVs must determine the number and types of containers that will be required to ship this order and forward the info to DSCP-HFOM

Day 8 – The booking request is issued to MTMC

Day 11 – MTMC issues the ETR (Export Traffic Release)

Day 16 – The containers are spotted at the PV facility. Once the containers are loaded, a packing list is e-mailed to all concerned parties. The containers are hauled to the port for loading on the vessel.

Day 19 – Vessel / Container Sail Date

Day 37 – Product is downloaded and ready to be issued to the customers

All of the above require very close coordination between the customers, PVs, DPSC-E / DSCP, MTMC, the carriers, and the JLC Movement Control Center. There are approximately 125 - 150 containers moved per week to 5 different locations. For more information, please contact Joanne Rota, Account Manager Mid-East, at (215) 737-3942, DSN 444-3942 or e-mail Joanne.Rota@dla.mil .





NAPA Update



The Napa (National Allowance Pricing Agreement) savings for DSCP customers for the month of May is \$979,558.00. That's a total of **\$5,782,863.00** for calendar year 2003 to date. Keep on saving!

For more information, please contact Ed Lees (215) 737-9238, or e-mail edward.lees@dla.mil.

This Month's NAPA Recipe is courtesy of Rastelli's

Grilled Beef Tenderloin Tails with Sweet Corn and Crab Salad & Sweet Potato Crisps "The Bermuda Triangle"

2 Rastelli's 4oz Tenderloin Tails, butterflied 9335043
1 small mango, diced
3oz U.S. SeaFresh Jumbo Lump Crabmeat 7129182
1 tsp cilantro, finely chopped
½ cup sweet corn
juice of 1 lime
¼ cup red pepper, diced
1 large sweet potato, peeled and julienned
1 tsp poblano pepper, diced
oil
1 small red onion, diced
kosher salt and ground pepper
1 scallion, chopped
1 tsp brown sugar



Soak potato in cold water until ready to fry. Season tails, and grill. In a small non-stick pan, sear corn until slightly blistered. In a large bowl, add corn and remaining ingredients. Add salt and pepper to taste. Heat oil to 350. Drain potatoes and towel dry. Fry until golden. Season with brown sugar and salt.

DSCP HAPPENINGS

Subsistence Junior Employee of the Month for June: Teresa Jimenez, Co-Op, Subsistence Support - What makes an exceptional employee worthy of recognition? It begins at the journeyman level, the entry level where an employee's career begins. Teresa Jimenez's career is just beginning with DSCP and she has already shown that she is an outstanding member of the Subsistence Team who is truly deserving of the Junior Employee of the Month. Teresa is a recent college graduate who has spent approximately three years as a CO-OP in Subsistence. During her short time with DSCP, she has shown her exceptional organizational skills through work performance on various projects and through her efficient coordination of her school schedule and work schedule during her time as a CO-OP. The end result is that she always performs her job with dedication, commitment, professionalism and enthusiasm.

Subsistence Senior Employee of the Month for June: Gina Cimino, Subsistence Business Analyst - Ms. Cimino is recognized for this honor, for her outstanding efforts working with several Subsistence business units. Gina is what supervisors refer to as an employee who is "fully engaged" in our operation, and displays a sincere interest in the performance of her duties and beyond. Her enthusiasm is contagious, and Gina's attitude to many of her peers regarding servicing a customer is always, "We can do it!" Ms. Gina Cimino is clearly deserving of this nomination for Senior Employee of the Month. She is willing to accept the challenges of any job placed before her. She is a tremendous asset not only to the customers she services and her business unit, but also to the Subsistence Directorate.

To provide feedback or input for our next newsletter, please e-mail the Editor, at maryann.dimeo@dla.mil.

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Command Food Advisor - Chief, CW5 Richard Goodman (215) 737-4291, DSN-444-4291, e-mail richard.goodman@dla.mil.

CONUS Chief- Thomas Lydon (215) 737-2999, DSN 444-2999, e-mail thomas.lydon@dla.mil.

Northeast Chief - Nicholas McGinty (215) 737-8766, DSN 444-8766, nicholas.mcginity@dla.mil.

Southeast Chief - Lillian Gardner (215) 737-9231, DSN 444-9231, e-mail lillian.gardner@dla.mil.

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OCONUS Chief - Gordon Ferguson (215) 737-3621, DSN 444-3621, e-mail gordon.ferguson@dla.mil.

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Central Contracting and Foodservice Equipment Chief - Marty Lieb, (215) 737-4210, DSN 444-4210, e-mail Martin.Lieb@dla.mil.

For more information, check out the Foodservice Web site <http://www.dscp.dla.mil/subs/pvendor.htm>.