



# The Main Course

Newsletter of DSCP's Food Service Office

June 2004, Edition #25

## *Notes from the Editor:*

It's that time again, our Worldwide Customer Conference comes to you on July 20<sup>th</sup> and 21<sup>st</sup>. We're all hoping to see you in San Antonio! Please look for the registration details that follow.



Maryann DiMeo

## Upcoming Events

### DSCP Worldwide Customer Conference and Food Show 2004

The **2004** Subsistence Worldwide Customer Conference & Food Show saddles up at the San Antonio Convention Center in San Antonio TX.

The dates are **July 20-21, 2004**. YEEHAH!!!

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

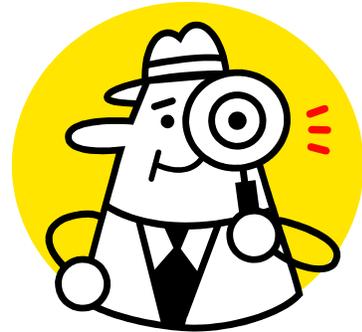


## Upcoming Food Audits

### June

West Region Ship Support - An audit will be held 9<sup>th</sup> & 10<sup>th</sup> June 2004

SYSCO Food Services of Seattle  
22820 54<sup>th</sup> Ave. South  
Seattle, Wa.  
SPO300-04-D-3031 (Spokane area)  
SPO300-04-D-3055 (Seattle area)  
SPO300-04-D-3053 (ships Zone 1)  
SPO300-04-D-3054 (Ships Zone 2)



Northeast Region - An audit will be held 23<sup>rd</sup> & 24<sup>th</sup> June 2004

Reinhart Food Services  
9950 South Reinhart Drive  
P.O. Box 395  
Oak Creek, WI.  
SPO300-04-D-3074

### July

Central Region - An audit will be held 14<sup>th</sup> and 15<sup>th</sup> July 2004

Labatt Food Service  
4501 Industry Park Drive  
San Antonio, TX 78297  
SPO300-04-D-3006 (Hood Area)  
SPO300-04-D-2986 (San Antonio)  
SPO300-04-D-3028 (OK)  
SPO300-04-D-3017 (Ingleside)

West Region - An audit will be held 28<sup>th</sup> and 29<sup>th</sup> July 2004

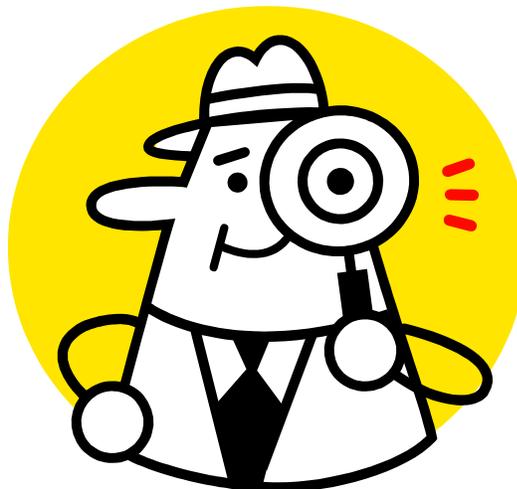
SYSCO Food Services of Seattle  
Audit Location  
SYSCO- Alaska  
Anchorage, AK.  
SPO300-04-D-2988 (Zone 1- Anchorage)  
(Zone 2 - Fairbanks)

## August

Northeast Region - An audit will be held 4<sup>th</sup> and 5<sup>th</sup> August 2004

Reinhart Food Service  
1500 St. James St.  
La Crosse, WI.  
SPO300-04-D-3034 (Wisconsin Area)

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](mailto:Anthony.koprivec@dla.mil).



## Awards

### Prime Vendor Award - South Carolina

On April 16, 2004 the DSCP Southeast Region announced the third generation award of the Prime Vendor Contract for support to DoD and Non-DoD Customers in the state of South Carolina. Contract award was made to US Foodservice - Lexington/Walterboro, SC and is estimated at \$30M annually. The contract will commence on June 20, 2004 and will continue for a one-year base term. In addition, the contract includes four one-year options. US Foodservice was determined to be the best value to the government, as considered through an integrated assessment of both technical merit and price. The Contracting Officer, Pat Amendolia, and the Contract Specialist, Sylvia Meminger, completed an extensive evaluation on this highly competitive acquisition. US Foodservice, the incumbent, has successfully supported our customers in this zone for approximately eight years, and we anticipate a continued, successful partnership with them as we move forward in support of our mission to America's greatest fighting forces. A Post-Award Conference is scheduled to be held at the US Foodservice facility in Lexington, South Carolina, on Wednesday, June 2nd, 2004. We look forward to seeing all customers supported in under this contract for this informative meeting. For more information please contact Pat Amendolia (215) 737-4469 DSN 444-4469 or e-mail: [Pat.Amendolia@dla.mil](mailto:Pat.Amendolia@dla.mil).



## Pacific Region Supports New Prime Vendor Contract for Korea with Customer Service Visits

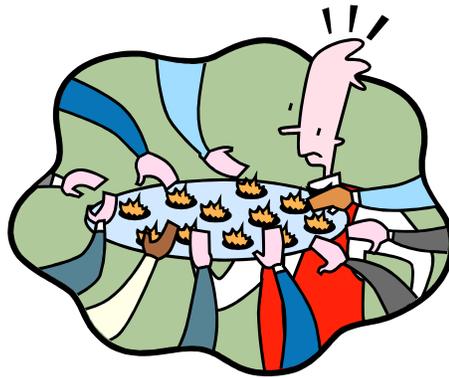
On March 05, 2004, USFI Incorporated was awarded the second generation contract for Subsistence Prime Vendor Korea. The contract is for one year plus four one-year options, with an estimated dollar value of \$40 million per year.

In support of the new contract, the contracting officer and account manager visited Korea the week of 5/4/04, conducting post-award and cataloging sessions with both the vendor's Korea and California representatives and various Army and Air Force food service officers stationed on the Korea peninsula. The sessions were timed to coincide with the Eighth US Army's menu board meetings in Taegu, and provided excellent attendance of well over 50 Army food service officers and Air Force representatives. USFI, who has performed successfully in Korea since 1999, runs three GOCOs for DSCP as well.

The contracting officer and account manager also conducted site visits with Army and Air Force customers from Seoul to Osan, Kunsan, and Taegu. These visits were very positive, and should serve to ensure that we keep customer satisfaction at the high level it is right now. For more information, please contact Contracting Officer Yasmin Dossa at (215) 737- 8020, DSN 444-8020, or e-mail: [Yasmin.dossa@dla.mil](mailto:Yasmin.dossa@dla.mil).



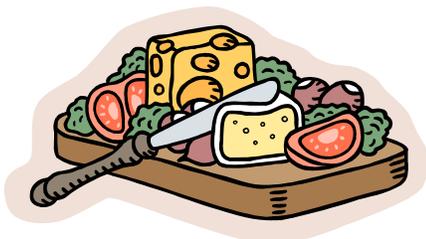
## Food Shows



### North Carolina Food Show at Lankford-SYSCO

The Lankford SYSCO Food and Foodservice Supply Show was held at the Convention Center in Ocean City, Maryland on March 23-25, 2004. The theme was "Your Success Is Our Mission." This was a new vendor and new region for the Account Manager, Ms. Hattie Richardson, who successfully managed the Alabama/Florida Panhandle zone prior to taking over North Carolina. She was greeted and introduced to the Military Sales Specialist Representative, Mr. Jimmy Fidler, and the Vice President of Military Sales, Mr. Harvey Payne. There were hundreds of exhibits of traditional and new food items and food service product displays.

Ms. Richardson was able to negotiate some additional allowances to pass along to our customers in the state of North Carolina. The allowance period will run for 12 weeks, from April 5 - June 12, 2004. For more information, please contact Ms. Lillian Gardner, Southeast Regional Manager, at (215) 737-9231, DSN 444-9231, or e-mail: [Lillian.Gardner@dla.mil](mailto:Lillian.Gardner@dla.mil).



### Upcoming Pacific Food Shows

**Okinawa** - Food Service Incorporated (FSI) is hosting a Food Show in Okinawa. This event will be held on the 24<sup>th</sup> of June in the Sunshine Room at Camp Kinser. For more information, please contact Contracting Officer, Dennis Strolle, at (215)737-5349, DSN 444-5349, or e-mail: [Dennis.Strolle@dla.mil](mailto:Dennis.Strolle@dla.mil).

**Japan** - Coastal Pacific Distributors will host the first full Prime Vendor Food Show to be held in Japan. This will be held on June 21<sup>st</sup> and 22<sup>nd</sup> 2004 at the Officer's Club at Fleet Activities Yokosuka Japan. For more details, please contact Contracting Officer Tony Hope (215)737-7427, DSN 444-7427 or e-mail: [Anthony.Hope@dla.mil](mailto:Anthony.Hope@dla.mil).

## *Focus on Initiatives*

### **New Northern "Stans" Customer for TWI**

The US Embassy in Tashkent, Uzbekistan has established an account and recently begun to place PV food orders from TWI's Tashkent platform. The orders are placed against the TWI Tashkent catalog and are picked up on a weekly basis by Embassy designated staff. While the Embassy typically places very small orders, they can do so economically because of their proximity to the Tashkent platform. The Tashkent platform was established to support much larger Army and Air Force customers in the region. However, the US Embassy Association in Tashkent (the organization responsible for operating the commissary) can now obtain a full range of American food items for their commissary, providing their patrons with a unique "taste of home" that would otherwise not be available. Typical items of interest have been frozen meats, seafood and chicken, as well as certain snack foods. This is the second US Embassy in this region to obtain support through the Northern Europe Central Asian Subsistence prime vendor contract, the first being The Republic of Georgia, and both programs have been well received. For more information please contact Europe Chief, Bill McClenahan 215-737-9225 DSN 444-9225 or e-mail: [William.McClenahan@dla.mil](mailto:William.McClenahan@dla.mil).



## NAVY REGION SUPPORTS BATTLEGROUP DEPLOYMENTS

The Prime Vendor Navy Ships group supported the recent deployment of the Stennis battlegroup in San Diego by providing a "hands on" session to the SUPPOs and ordering personnel. The information session consists of detailed instructions on how to access the various Prime Vendor contracts/catalogs as the ships progress from one geographical area to another through their deployment. In addition to a hard copy booklet, we also offer global contact points, should any further assistance be required.

A group attended the JFK Predeployment Conference in Mayport last month. As a follow on, last week we also presented an information session in Norfolk to provide the same information to the ARG Saipan and the balance of the ships that would deploy out from Norfolk. For more information, please contact John Tolomeo at (215)737-7783, DSN 444-7783, or e-mail: [John.Tolomeo@dla.mil](mailto:John.Tolomeo@dla.mil).





## **Food Service Operating Supplies (FSOS) Success**

A coordinated effort between DSCP, KBR, and our customers in Uzbekistan and Afghanistan resulted in the successful delivery of FSOS items in a very short timeframe. A request was received by DSCP on April 8th for delivery of FSOS items to military customers in Bagram, Kandahar, Kabul, and K2 by no later than 27 April 2004. FSOS items include such items as paper plates, plastic cups, flatware, and napkins. Theodore Wille Intertrade (TWI,) based in Germany, was tasked to support the K2 requirement, and was able to do so successfully by delivering goods via Mil-air out of Ramstein Air Force Base in Germany. Requests went out to all 3 Middle East prime vendors for availability of items for our Afghanistan customers. Once again, Seven Seas Shipchandlers (based out of Dubai, UAE) responded to the challenge and sourced and delivered the required items via charter flight in time to meet the due date. The successful delivery of these items was praised by our counterparts at KBR, who have become repeat customers for DSCP. For more information please contact Thomas Ferzetti, Contract Specialist PV Food Service-Southwest Asia 215-737-7820 DSN: 444-7820 or e-mail: [Thomas.Ferzetti@dla.mil](mailto:Thomas.Ferzetti@dla.mil).



## NAPA Update



The total Napa (National Allowance Pricing Agreement) savings for DSCP customers to date for calendar year 2004 is **\$6,308,998**.

For more information, please contact Ed Lees (215) 737-9238, or e-mail: [Edward.Lees@dla.mil](mailto:Edward.Lees@dla.mil).

This Month's NAPA Recipe is courtesy of:



Campbell's

### Grilled Chicken & Orange Salad

from: **Campbell's Kitchen**

Prep/Cook Time: 25 min.

#### **Ingredients:**

- can (10 3/4 oz.) Campbell's® Tomato Soup
- 1/2 cup vegetable oil
- tbsp. vinegar
- tbsp. soy sauce
- 1/2 tsp. ground ginger
- 1/4 tsp. garlic powder OR 1 clove garlic, minced
- boneless chicken breast halves
- cups salad greens torn in bite-size pieces
- can (11 oz.) Mandarin orange segments, drained
- green onions, sliced

#### **Directions:**

MIX soup, oil, vinegar, soy, ginger and garlic. Remove 1/2 cup.

GRILL chicken 15 min. or until done, turning and brushing often with 1/2 cup soup mixture. Cut chicken into thin strips.

ARRANGE salad greens, Mandarin oranges and onions on platter. Top with chicken and drizzle with remaining soup mixture. Serves 4.

## DSCP HAPPENINGS

**Fruit Cup Award:** The 2<sup>nd</sup> Quarter 2004 award goes to the SUBSISTENCE PRIME VENDOR IMPLEMENTATION TEAM OIF. Team members include Cdr James McCormack, Major David Selnick, CW5 Richard Goodman, Richard Morrow (DSCPE), Joanne Rota, Gordon Ferguson, James Haverstick, Gary Shifton, Maryann DiMeo, Linda Ford, Joanie Hewes, Peggy Grady, Cynthia Baker, and Richard Faso.

This award goes to the "Subsistence Prime Vendor Implementation Team: OIF" for their diligence, creativity, professionalism, and personal sacrifices in accomplishing support to Kuwait and Iraq! This Team made themselves available 24 hours a day, 7 days a week, including weekend days so as to have constant contact with the customers. Cdr McCormack, Major Selnick, and CW5 Goodman have been deployed to the area of operations, with considerable periods of time spent in Iraq. Thanks to the Team's efforts, sales are between \$1 million and \$2 million per day, and fill rates are greater than 98%. Iraq and Kuwait entail an enormous amount of travel in extremely difficult areas. The range of support covers 800 miles and the Team visited many sites, moving over 350 containers of food per week. The Team has spent considerable periods of time in theatre, performing requirements planning on behalf of the customer, and training the customers on ordering techniques and STORES web. The Team created an automated replenishment method that creates a text file for upload to STORES, creating order day, delivery day, and serving day feeding plans. Their challenges included base access, determining proper storage levels, adjusting the catalogs to meet all special needs, supporting all Class I type items through SPV, communicating with Theatre Movement Control Teams, and working substitution processes. This Team, in conjunction with U. S. Central Command Facilities (CENTCOM), developed a plan that showed how our operation and food safety arrangements and logistical "know how" would make it a cost effective and comprehensive program, in an automated fashion. They also developed the theater logistics plan and are executing it. Thanks to this Team's efforts, Subsistence now supports 100% of the requirements, replacing the previous supplier.

**Employee of the Month for May 2004:** Theresa Maiellano, Commodity Logistics Specialist, GS-7, DSCP-HFVE - PV NE Region was awarded Category I employee of the month for May. As Commodity Logistics Specialist, Theresa Maiellano has been praised by several vendors, including SYSCO Connecticut and Reinhart Food Service, for her work on their behalf. She has worked tirelessly to clear up payment problems and to keep their payment status up to date. She works with our vendors in a very professional manner, and they have been outspoken in their gratitude for her work. Her efforts have resulted in expedited payments totaling over \$130,000.00 to our vendors and greatly reduced interest payments which would have had to be made as a result of the aging invoices. She has also assisted in reducing outstanding invoices for other than her own assigned contracts both within the NE Region and for the SE Region as BSM has unfolded. Ms. Maiellano's dedication and efficiency make her truly deserving of Employee of the Month Recognition.

**Employee of the Month for May 2004 Category II:** Doris E. Cabbell, Subsistence Business Analyst, GS-11, DSCP-FTSO is May's Category II awardee. As Subsistence Business Analyst, Doris Cabbell's high quality work, dedication to customer service, and conscientious work ethic is reflected in the way she conducts her various work assignments, including special projects, market research and analysis, and programs accountable to the Subsistence Business Office, including Business Systems Modernization (BSM) oversight for the Directorate. In addition, Ms. Cabbell is quick to volunteer to help with other work assignments, regardless of the complexity or volume. Recently, Ms. Cabbell volunteered to do a critical assignment, i.e., create transactions for over 150 contracts for soft drinks. This was an intensive effort, with new contract numbers having to be assigned for the new fiscal year in order to avoid duplication with the previous fiscal year contracts. Ms. Cabbell did this work using an online process, i.e., trading partner application that sends transactions to Subsistence Total Receipt and Electronic System (STORES). All of these inputs (contracts) are linked to military service and non-military customers. Ms. Cabbell's diligence and attention to detail are illustrated in the accuracy of these transactions, which were done in a very short amount of time, without "missing a beat" with her normal, busy workload. Ms. Cabbell saved the Government a significant amount of comp time by accomplishing this labor-intensive effort during her normal work day, an extraordinary feat indeed! Her ability to work well with others, professionalism, and dedication make Doris Cabbell very deserving of Employee of the Month Recognition.

**Winners of the 2004 Federal Executive Board (FEB) Excellence in Government Award:** A number of individual's and teams from Subsistence were winners of this year's FEB awards. The winning teams included: Produce Invoice Payment; The gold medal winning Subsistence Prime Vendor Europe; Industrial Base Extension (Ibex) Program; Surge and Sustainment Working Group; Hurricane Isabel Recovery; Subsistence Customer Conference; and Produce Buying Office (PBO) San Diego. The following employees or managers received individual awards: Ruthann Simotas, Andrew Scott, Pama Hamlett, Joanne Bonese, Bernadette Poserina, PJ Carr, Frank Bankoff, Gary Walker, Cathy Davis, Honey Scarangelli, and Karen King. Congratulations to all!



To provide feedback or input for our next newsletter, please e-mail: the Editor, at [Maryann.Dimeo@dla.mil](mailto:Maryann.Dimeo@dla.mil).

## **Food Service Managers:**

**Food Service Chief** - Jim Haverstick (215) 737-2904, DSN 444-2904, e-mail: [Jim.Haverstick@dla.mil](mailto:Jim.Haverstick@dla.mil).

**Command Food Advisor** - Chief, CW5 Richard Goodman (215) 737-4291, DSN-444-4291, e-mail: [Richard.Goodman@dla.mil](mailto:Richard.Goodman@dla.mil).

**CONUS Chief**- Thomas Lydon (215) 737-2999, DSN 444-2999, e-mail: [Thomas.Lydon@dla.mil](mailto:Thomas.Lydon@dla.mil)

Northeast Chief- Nicholas McGinty (215) 737-8766, DSN 444-8766, [Nicholas.Mcginty@dla.mil](mailto:Nicholas.Mcginty@dla.mil).

Southeast Chief- Lillian Gardner (215) 737-9231, DSN 444-9231, e-mail: [Lillian.Gardner@dla.mil](mailto:Lillian.Gardner@dla.mil).

Central Chief- Margaret Zizas (215) 737-8766, DSN 444-8766, e-mail: [Margaret.Zizas@dla.mil](mailto:Margaret.Zizas@dla.mil)

West Chief- Barbara Jordan (215) 737-7542, DSN 444-7542, e-mail: [Barbara.I.Jordan@dla.mil](mailto:Barbara.I.Jordan@dla.mil).

NAPA Chief - John E. Steenberge (215) 737-3661, DSN 444-3661, [John.Steenberge@dla.mil](mailto:John.Steenberge@dla.mil)

**OCONUS Chief**- Gordon Ferguson (215) 737-3621, DSN 444-3621, e-mail: [Gordon.Ferguson@dla.mil](mailto:Gordon.Ferguson@dla.mil)

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Middle East Chief- Gary Shifton (215) 737-3675, DSN 444 - 3675, e-mail: [Gary.Shifton@dla.mil](mailto:Gary.Shifton@dla.mil)

Pacific Chief- James Skedzielewski (215) 737-4632, DSN 444-4632, e-mail: [Jim.Skedzielewski@dla.mil](mailto:Jim.Skedzielewski@dla.mil).

Navy Ships Chief- Lenore Giorgianni (215) 737-3331, DSN 444-3331, e-mail: [Lenore.Giorgianni@dla.mil](mailto:Lenore.Giorgianni@dla.mil)

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

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