



The Main Course

Newsletter of DSCP's Food Service Office

July 2003, Edition #19

Notes From the Editor:

You've got more on your mind than burgers, so we've got them covered for you! Lessons learned from recent activities have led to a new initiative to develop a wartime catalog in order to help insure the flow of the products that you really need, even during times of crisis. Read on!

Maryann DiMeo





Upcoming Solicitations



The Food Service Equipment (FSE) Section of the Central Contracts Branch is in the process of preparing a solicitation for the next generation FSE Prime Vendor Contracts slated for issuance late summer 2003.

The solicitation and resultant contract will be slightly revised from the current contract(s) to include 6 zones, Conus East, Conus West, Oconus East, Oconus West, Conus/Oconus East (Ships) and Conus/Oconus West Ships in lieu of the current 4 regions. The solicitation has an estimated Total Yearly Value of \$54,000,000.00. The solicitation includes four one-year options.

In addition the solicitation will call for potential vendors to supply full life cycle support for FSE, which may include, but is not limited to combinations of products, parts, design, not to mention layout, installation, removal, repair and tech manuals.

The Food Service Equipment Team looks forward to serving our customers as we continue supplying state of the art Food Service Equipment for use by and for Today's Warfighter. For more information, please contact Contracting Officer Paul Brown (215) 737-3659, DSN 444-3659, or e-mail paul.brown@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

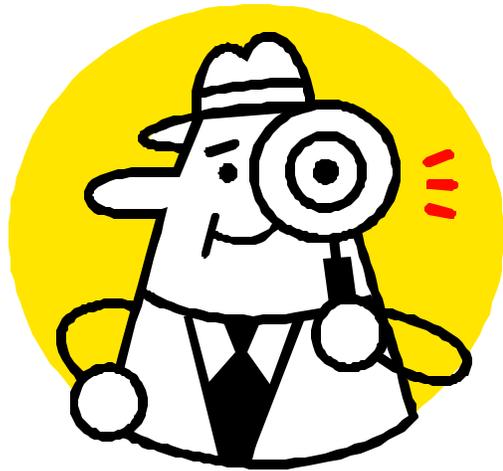


Upcoming Food Audits

16-17 July 2003

Southeast Region
Kentucky / Tennessee

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



20-21 August 2003

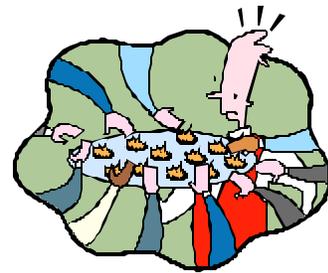
Northeast Region

Pocono Produce Co.
Rt. 191 & Chipperfield Drive
P.O. Box 669
Stroudsburg, PA.
SPO300-03-D- 3019 & 3020

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.

Two of our NE Region PVs recently completed very successful Food Audits. SYSCO Lankford had a compliance rate of 93% (one of the highest ever) and SYSCO Hampton Roads had a compliance rate of 89%. Even better was that there were no Berry Amendment violations on either audit. This is a remarkable feat given that the law is complex and there are many potential ways for items to be in non-compliance. As detailed above, another NE Region PV, Pocono Produce, will have their food audit on August 20-21. All customers are invited and will be notified of the details pertaining to the audit. Customers should try to attend since this will be a great opportunity to provide feedback on what you are ordering as well as to interact with other customers, the USDA, and USDC. For more information, please contact Nick McGinty, Chief, Northeast Region at (215) 737-3661, DSN 444-3661, or e-mail nicholas.mcginty@dla.mil.

Food Shows



Labatt Foodservice, San Antonio, Texas held their annual food show at the San Antonio Convention Center on June 10, 2003. Central Region Account Managers for the Ft. Hood and Ft. Sill contracts were in attendance, Dianne Yarborough and Melvina Pressley-John. They met with the representatives of Ft. Hood, Ft. Sill and Lackland Air Force Base. Additionally, they met with the Regional Manager of the Installation Management Agency for the Southwest Region, Mr. Richard Morizen. If last years food show is any indication, customers under Labatt contracts can expect to see savings of approximately \$65,000 or more. For more information, please contact Margaret Zizas, Chief, Central Region, at (215) 737-8766, DSN 444-8766, or e-mail margaret.zizas@dla.mil.

Focus on Initiatives



The Wartime Catalog



Coming soon - in coordination with our Readiness Team, a Wartime Catalog geared to provide the top moving items in the event of war or contingency. This catalog will consist exclusively of the heavy hitter items all the Services want in order to help ensure a steady supply of these products in times of high demand. This will help the Prime Vendors to better manage their inventory, and also increase morale by making sure that all of our warfighters are eating the same quality and variety of food. 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.



THE PUBLIC WAREHOUSING COMPANY (PWC) KSC

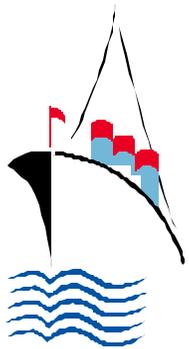
DSCP-HFOE announced that effective 28 May 2003, The Public Warehousing Company (PWC) KSC of Safat, Kuwait won the award for the Subsistence Prime Vendor Foodservice Contract SP0300-03-D-3061, to provide full line food and non-food distribution for Zone III authorized customers in Kuwait and Qatar. This came in response and proposal submission under Request For Proposal SP0300-02-R-4003, which was issued on 10 May 2002, and was closed on 21 August 2002 via amendment.

Contract implementation commenced on 01 July 2003. PWC operates two (2) distribution facilities, located in Safat, Kuwait and Doha City, Qatar. PWC has also begun supporting the Iraqi Deployment Zone, providing uninterrupted full line distribution service to authorized customers in the Iraq area of operations, under the continuing initiative of Operation Iraqi Freedom (OIF). This action was invoked and implemented via contract modification effective 27 June 2003. For more information, please contact Contracting Officer, Tom Haley, (215) 737-7804, DSN 444-7804, e-mail Thomas.Haley@dla.mil, or Account Manager, Mike Cianfrani (215) 737-4470, DSN 444-4470, e-mail Michael.cianfrani@dla.mil.

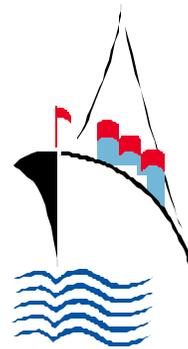


Force Protection Measures Added to NE PV Region Contracts

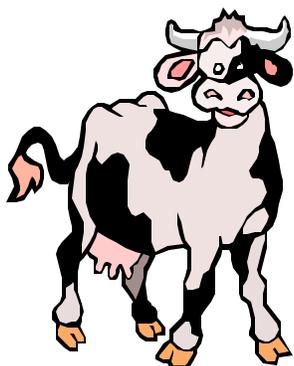
SYSCO Lankford and SYSCO Hampton Roads recently signed contract modifications to add Force Protection measures to their contracts. These measures take into account all security measures in place at their facilities and on their delivery trucks. Customers should talk with their vendor if they have any questions about this coverage. The goal of the NE PV Region is to have Force Protection measures included in all existing contracts. We expect to add Pocono Produce and US Foods in the near future. We have already made Force Protection a ratable factor in PV Contract solicitations. This was done in cooperation with our partners at NTC Great Lakes. For more information, please contact Nick McGinty, Chief, Northeast Region at (215) 737-3661, DSN 444-3661, or e-mail nicholas.mcginty@dla.mil.



NAVY SHIPS REGION PRIME VENDOR ASSISTS IN CONSTELLATION DECOMMISSIONING



The USS Constellation was scheduled for decommissioning after her return from the Gulf. During the process in San Diego, many of her food stores had to be transferred to the USS Stennis. The problem of where to store the provisions arose during the off loading process. It took all day to off load the food in stock. The Prime Vendor, U.S. Foods loaned the FISC four trailers (2 for dry and 2 for frozen), to assist the process. They also provided drivers to move the trailers from one carrier to the other. The process took longer than first expected, but U.S. Foods was fine with the additional time and provided the necessary service at no charge for the entire off loading process. This is just one of the many ways the Prime Vendors assist our customers and provide needed solutions when unforeseen circumstances arise. A big Navy salute and well done to U.S. Foods for this enhancement to their customer service initiatives! For more information, please contact Navy Ship's Chief Lennie Giorgianni (215) 737-3331, DSN 444-3331, or e-mail Lenore.giorgianni@dla.mil.



Good Cow

In the upcoming months, customers in Okinawa and Korea will be trying a new milk product – Good Cow brand. This item is “real,” milk with a large portion of the water “squeezed out,” through a reverse osmosis process. This allows the milk to freeze without feeling the effects of crystallization. This makes it possible to freeze and ship enough milk to produce a 5- gallon Bib of product in a small (16”x12”x4”) box. The company will supply dispensing equipment to chill and combine one part product with 1 1/3 parts water. This will provide some of our most distant customers with another milk option besides ESL and UHT. For more

information, please contact Contracting Officer Yasmin Dossa, (215) 737-8020, DSN 444-8020, or e-mail yasmin.dossa@dla.mil.

Ft Dix Presents PV with Plaque for OEF Support

At the recent Pocono Produce Food Show held at the Camelback Ski Resort in the Pocono Mountains of Pennsylvania, food management personnel presented their PV with a plaque expressing their appreciation for support given during OEF.

The plaque was presented to Dan Merklin of Pocono Produce and had the following engraved on it:

Thank you for supporting Fort Dix dining facilities and our troops
Operation Enduring Freedom
Ft Dix TISA and Food Service

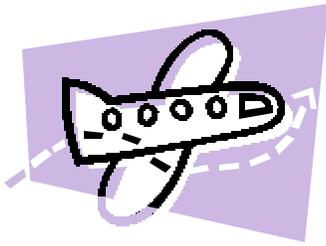


This award was well deserved and much appreciated by Pocono Produce who went more than the extra mile when it was needed. Thanks again for a job well done!!! For more information, please contact Nick McGinty, Chief, Northeast Region at (215) 737-3661, DSN 444-3661, or e-mail nicholas.mcginity@dla.mil.

Market Ready Contracts Soon to Go Electronic

Coming Soon - In an effort to get all vendors invoicing electronically, Central Region's Ray Poplas has been in meetings with Operations to set up a web-based electronic invoicing process. This website is being developed to allow our Market Ready vendors an alternate way to submit an electronic invoice. Many of our Market Ready vendors are not fully involved in electronic commerce. This website will allow the vendor to review receipts and enter an invoice number, thereby creating the invoice. This would be sent to DFAS as an electronic invoice. This will provide a quick and easy way for vendors to submit invoices for payment. For more information, please contact Margaret Zizas, Chief, Central Region, at (215) 737-8766, DSN 444-8766, or e-mail Margaret.zizas@dla.mil.

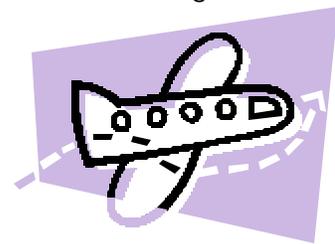




DSCP PROVIDES FF&V SUPPORT TO AFGHANISTAN

Beginning mid-May, DSCP's Prime Vendor in Bahrain, BMMI , began providing fresh fruit and vegetables to Kandahar, Afghanistan. Delivery is accomplished utilizing a TRANSCOM tender with DHL, a commercial airfreight carrier. DHL has leased an additional Boeing 727 in order to support this additional workload. The support was urgently required due to the rapid ramp down of Air Force bases in theatre that limits military flights into this region. In addition, because of the ever-changing military climate, movement of military personnel and equipment is essential at this time.

At the request of the Air Force, DSCP is looking into the possibility of expanding the program to include deliveries to bases located in Bagram, K2 and Jacobabad, Pakistan. In order to accomplish this mission, DSCP has requested the tender be modified to include all destinations, and expand the scope of the tender to include all Class 1 subsistence product and Government Furnished Materiel. This action will ensure complete support to all forward deployed areas. 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.



NE Region Attends Army IMA Conference

Representatives from the NE PV Region attended the NERO (Northeast Region Office) meeting of the Army Installation Management Agency (IMA) at Ft A.P.Hill in early July. It was a great chance for all of the food service personnel in the NE region to match faces with the “voices” everyone had been dealing with on a day-to-day basis. Many topics were covered in the two- day event including budgeting, overviews of IMA and NERO, PV Issues and customer relations. The DSCP NE PV folks were happy to have been invited and welcomed the opportunity to participate in this event and work more closely with our customers. For more information, please contact Nick McGinty, Chief, Northeast Region at (215) 737-3661, DSN 444-3661, or e-mail nicholas.mcginty@dla.mil.



NAPA Update



The Napa (National Allowance Pricing Agreement) savings for DSCP customers for the month of June 03 is \$1,097,688. That's a total of **\$6,880,551.00** 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.

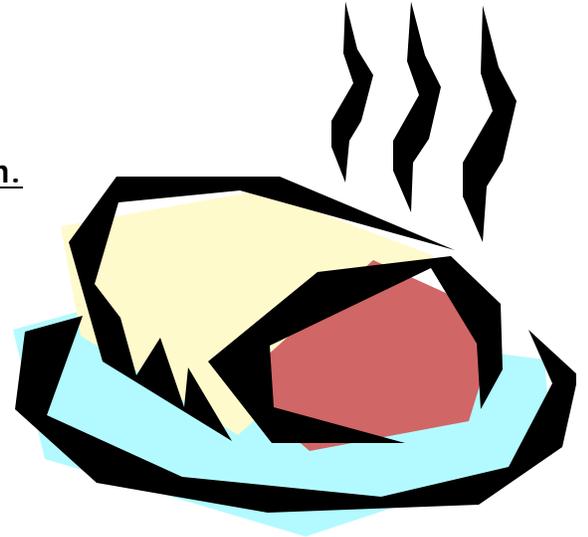
This Month's NAPA Recipe is courtesy of Quantum Foods

Quantum Culinary, LLC fully cooked Pot Roast system.
Code #2020 - 4/10 lb bags, pot roast cubes in gravy.

From the recipe files of our Chef - Chef Criag O'Brien.

Beef Chili Stew

- 1- Requires 1 number 10 can of diced tomatoes.
- 2- Requires 1 medium onion, diced
- 3- Requires ½ cup dark chili powder
- 4- Requires 1 tablespoon vegetable oil.
- 5- Fry Onions in oil until tender, add chili powder and Fry in oil for one minute.
- 6- Add tomatoes, including juices.
- 7- Add meat and gravy mixture
- 8- Heat and serve.



DSCP HAPPENINGS

Joint Service Commendation: On July 9th, a Joint Service Commendation Medal was presented to Chief Warrant Officer Richard Goodman, Jr. USA. Congratulations Chief!

Subsistence Senior Employee of the Month for July: Claire M. Singletary, Resource & Logistics Specialist, Support Office, DSCP-HXR. Claire's professionalism and determination have helped the way Subsistence managers think and make decisions to accomplish business goals. In doing projects and studies, Claire carefully evaluates and gives realistic and beneficial suggestions for improving work operations within the Directorate, devising creative solutions. Claire is hardworking, with a high energy level and "can do" attitude, always willing to go the extra mile for internal and external customers. Her exceptional skills with personal computers and graphics packages in preparing high-level briefings has helped bring in new business and enhanced customer satisfaction. Claire has assisted the Chief of the Subsistence Support Office on several projects involving organizational changes and effective use of resources to ensure maximum efficiency within Subsistence, even coming to work on days when she is scheduled to be off. Claire works closely with each of the Subsistence Commodities, sharing her in-depth business, technical, and logistics skills. Claire's contributions have been outstanding, and she receives high praise from employees and managers throughout the Directorate. Most recently, she was praised by the Produce Business Unit for briefing charts, sales reports, and graphic arts assistance she provided, on short notice, for a May 21, 2003 briefing for the U. S. Department of Agriculture's Chief of the Child Nutrition Programs, Food and Nutrition Service. Claire is a tremendous asset to the entire Subsistence workforce.

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

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