



The Main Course

Newsletter of DSCP's Food Service Office

August 2003, Edition #20

Notes From the Editor:

Don't forget, this is the time of year to forward holiday requirements to your Account Manager so that your Prime Vendor can make whatever arrangements are necessary to get you all of the specialty items you want. Also, if you haven't made a reservation yet for our 2003 Customer Conference in Atlantic City, what are you waiting for? To get the details, please see page 2. We hope to meet with you there!

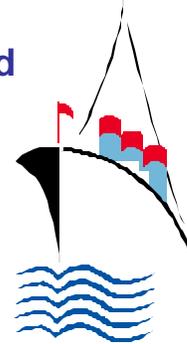
Maryann DiMeo



New Awards

Prime Vendor Navy Ships Award

The Navy Ships Region recently awarded a Prime Vendor contract for Combat Logistics Force support in the Norfolk VA and Earle NJ areas. Contract SPO300-03-D-3071 was awarded to Sysco Hampton Roads for support of the resupply ships in the above areas. The contract is awarded for one year with four one- year option periods to be invoked at the Government's discretion. For more information, please contact Contracting Officer Karen Aquino (215) 737-2928, DSN 444-2928, or e-mail Karen.aquino@dla.mil.



Upcoming Events

TWI/IJ Food Show in Heidelberg

TWI/IJ Food Show/MWR Expos 2003 - "Back to the Future: A Changing Business Environment" is to be held at the Patrick Henry Village in Heidelberg, Germany on the 23rd, 24th, and 25th of September 2003. This combined event will feature some of the latest products in our industry from approximately 70 Vendors with 100's of line items to taste. For more information, please contact, Barbara Gesner, Commodity Logistics Specialist, (215) 737-7522, DSN 444-7522 or e-mail Barbara.Gesner@dla.mil.



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

20-21 August 2003

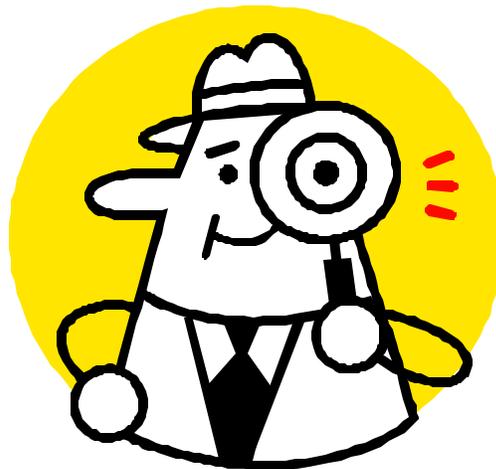
Northeast Region

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

17-18 Sept. 2003

West Region

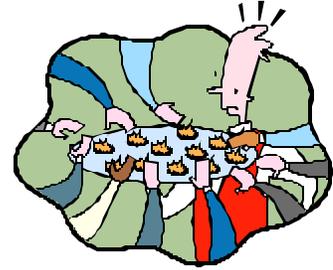
Food Services of America
1495 N. Hickory Avenue
Meridan, Idaho 83642
SPO300-02-D-3032



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.

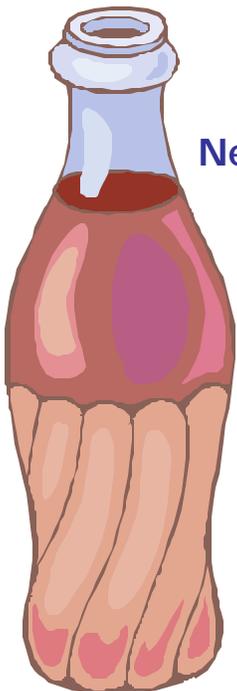
Food Shows

Prime Vendor's West Region New Mexico Food Show



US FOODSERVICE located in Albuquerque, New Mexico held their Annual Foodshow showcasing many new exciting products. All customers in NM were invited and many participated in the taste testing of new items as well as meeting the manufacturers that serve them each day. Although DSCP was unable to attend, due to travel budget constraints – no need to worry – we've got you covered. The Contracting Officer, Maureen Steffani was able to place your orders electronically with the US Foodservice Major Accounts Manager, Elaine Bland, in order to ensure that the customers (both Military and Non-DoD) would receive all available discounts. The Food Show discounts will run for the 8-Week Period, commencing on August 17th, so there is still time to BUY AND SAVE. The total food show savings will be computed after the 8- week period and we'll let you know in the next issue just how much you saved. For more information, please contact the DSCP Account Manager, Wanda Kinsey at (215) 737-3871 or DSN 444-3871 or e-mail wanda.Kinsey@dla.mil.

Focus on Initiatives



New Feature on Central Contracts Web Page to Enhance Soda Customer Relations

Check out the new feature on the Central Contracts Soda Contract section of the Subsistence web page, which is designed to better serve our soda customers needs! On the Central Contracts web page our soda customers will be able to click and submit their complaints and/or problems about their soda service to a DSCP Soda Contract representative.

After submitting the entry, Teresa Jimenez, the contract administrator, receives the email and addresses the problem within 48 hours. The customer can expect a response from Teresa via email or phone during those 48 hours. This is one of the new initiatives the Soda Contract Team is implementing to efficiently satisfy our customers' soda needs. To check out our web page and/or submit a complaint, go to <http://www.dscp.dla.mil/subs/beverage.htm>. For more information, please contact Teresa Jiménez at (215) 737-2998 or e-mail teresa.Jimenez@dla.mil.

ECUADOR PRE-SOLICITATION CONFERENCE HELD IN MIAMI

A pre-solicitation conference was held in preparation to beginning the Prime Vendor acquisition process for Ecuador. The conference was well attended by some current Prime Vendor contract holders and representatives from the U.S. Food Distribution and Ecuadorian Distribution companies.

A customer round table working session took place in the afternoon with representatives of DSCP, U.S. Air Force, CTF 43 and SOUTHCOM.

It was a very profitable day for all concerned. The Ecuador Prime Vendor team is very appreciative of the support and participation of our customers for this upcoming process.

DSCP TEAM ECUADOR

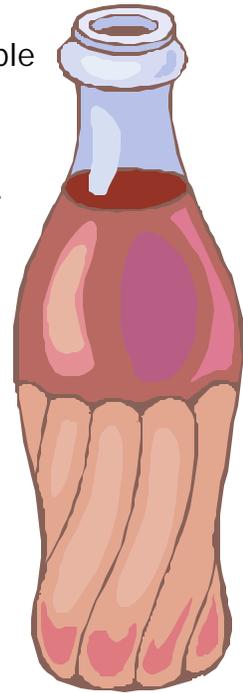
Lennie Giorgianni, Program Manager
Gina Vasquez, Contracting Officer
Joanie Hewes, Account Manager
Dennis Strolle, Contract Specialist



For more information, please contact Program Manager, Lennie Giorgianni (215) 737-3331, DSN 444-3331, or e-mail Lenore.giorgianni@dla.mil.

Getting a New Customer Aboard the National Soda Contract

When it began in 1997, the National Soda Contract started as a simple concept tailored for the Air Force and it has proved to be a great success for these customers. The National Soda Contracts program expanded due to great demand from unexpected customers. Our customers have more than tripled and more are joining the program everyday. The program has evolved since its beginnings and the process of bringing on a new customer may not be familiar to many.



Before a potential customer can be set-up for a soda contract they must have the following; access to the Internet and a DODAAC (activity address.) After confirming their prior requirements the customer contacts a member of the Soda Contracts Team: Diane Orapallo (215) 737-7571, Nancy Mrowczynski (215) 737-3680 or Teresa Jiménez (215) 737-2998 informing that his/her facility wants to join the National Soda Contract. During this time the new customer and the Soda Team representative will exchange information regarding the needs of the facility. The Soda Team will then contact Coca Cola or Pepsi-Cola with a new customer request. Internally at DSCP, the soda catalog is arranged for the customer in STORES, STORES NT, or STORES WEB, depending on which system will be utilized to place orders. Simultaneously, the soda company informs the Soda Team of the bottler's location and creates the military account. The soda company contacts the customer to make an appointment for an equipment survey, at which time a company representative goes to the customer's facility and consults with them to determine the best equipment to suit the customer's needs. A final appointment is then made for the date when the bottler will install the equipment as well as deliver the initial soda order placed by the new customer. Activating the National Soda Contract for a new customer can take 30-45 days from initiation until the customer receives their soda. If you have any questions on becoming a new customer please contact Teresa Jiménez at (215) 737-2998 or Teresa.Jimenez@dla.mil.

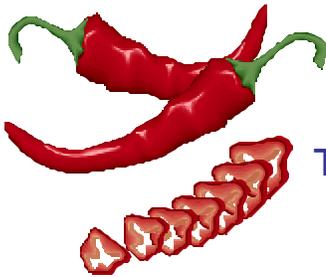


NAPA Update



The Napa (National Allowance Pricing Agreement) savings for DSCP customers for the month of July 03 is \$1,047,694. That's a total of **\$7,928,245.00** 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



Spicy Cranberry Jambalaya

Ingredients

2 tbsp (30 mL) oil, divided	2 garlic cloves, minced
1 lb (500 g) boneless pork, diced	1 cup (250 mL) diced onion
1 can (398 mL) Ocean Spray® Whole Berry Cranberry Sauce	
1 cup (250 mL) diced green pepper	1/2 cup (125 mL) chili sauce
1 1/2 tsp (7 mL) red pepper flakes	pinch cayenne pepper
2 plum tomatoes, diced	5 cups (1.25 L) hot, cooked rice

Directions:

Heat 1 tablespoon (15 mL) oil in a large non-stick skillet over medium heat. Add garlic and pork. Cook for 8-10 minutes or until pork is almost cooked through. Remove from pan; set aside.

Add remaining oil to pan. Add onion and pepper. Cook until almost tender, stirring occasionally. Add pork, cranberry sauce, chili sauce, red pepper flakes and cayenne pepper. Cover; reduce heat to low and cook for 30 minutes. Add tomatoes during the last 5 minutes of cooking. Serve jambalaya over rice. Makes 4 servings.

DSCP HAPPENINGS

Subsistence Category II Employee of the Month for August:

Linda Emmertz works as a Contract Specialist and Administrator in the DSCP National Allowance Pricing Agreement (NAPA) Program. Linda is the point of contact for over 165 national manufacturers in the NAPA program. Linda is responsible for maintaining the NAPA stock number catalog, which currently contains more than 12,500 stock numbers and grows continuously. On a daily basis Linda communicates with the NAPA manufacturers and updates the NAPA catalog quarterly. Linda also sends updated information to each Region Chief for dissemination to 58 Prime Vendors so that the DSCP customer catalogs are kept current. Copies are also sent to a third party tracking company and to the Subsistence system analysts for the web site updates. Linda also takes time to sit with interested companies and gives them a detailed description of DSCP's mission as well as an education of the NAPA program. Linda regularly works on the annual Subsistence Customer Conference and arranges NAPA manufacturer booth order blueprints, and booth placement for all vendors. Each year Linda works the registration desk, and answers all questions from both customers and manufacturers. Linda is definitely the one-person 200 manufactures rely on for their conference needs as well as questions relevant to the DSCP mission. She is always willing and able to put the customers needs first and is always willing to go out of her way to satisfy the customer. Linda is a unique employee and is the perfect example of an employee "going the extra mile" in everything she does.

Linda's standard should be that to which all DSCP employees are held. She is courteous, conscientious, and ambitious. She never quits until she finds the answer, and makes sure the customer, and manufacturer have a full grasp and understanding of DSCP's mission.

Linda shows great patience with all concerned parties. She always gets the job done promptly, efficiently and with a real "CAN DO" attitude.

She volunteers to help all parties involved no matter what the situation. Linda voluntarily takes work home and has never asked to be compensated for the time taken from her personal life. Her expertise in the entire Prime Vendor arena helps everyone do his or her job timely and in an efficient manner. She is responsible for all NAPA allowances and assures that as a result of a web based third party tracking company (she has been instrumental from conception through award and now

administrates) almost 20 million dollars in savings annually. Linda is one of the greatest assets to DSCP.

Linda constantly looks to improve the NAPA program.

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

Food Service Managers:

Food Service Chief - Jim Haverstick (215) 737-2904, DSN 444-2904, e-mail jim.haverstick@dla.mil.

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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.mcginty@dla.mil.

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

Central Chief- Margaret Zizas (215) 737-8766, DSN 444-8766, e-mail margaret.zizas@dla.mil

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

NAPA Chief - John E. Steenberge (215) 737-3661, DSN 444-3661, john.steenberge@dla.mil

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

Europe Chief - Bill McClenahan, (215) 737-4270, DSN 444-4270, e-mail william.mcclenahan@dla.mil

Middle East Chief- Gary Shifton (215) 737-3675, DSN 444 - 3675, e-mail gary.shifton@dla.mil

Pacific Chief- James Skedzielewski (215) 737-4632, DSN 444-4632, e-mail jim.skedzielewski@dla.mil.

Navy Ships Chief- Lenore Giorgianni (215) 737-3331, DSN 444-3331, e-mail lenore.giorgianni@dla.mil

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>.