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United States Senate

COMMITTEE ON SMALL BUSINESS

WASHINGTON, DC 20510-6350

May 18, 2001

CONTRACTING OPPORTUNITIES FOR SMALL BUSINESS IN YOUR STATE

Dear Colleague:

No doubt you have heard the recent controversy over the Army's purchase of berets from a British firm with a manufacturing plant in mainland China. The controversy focused on the Army's waiver of the Berry Amendment to allow purchase of military clothing from non-domestic sources--particularly from China. The Army waived the Berry Amendment requirement for a domestic source on the grounds that they were unable to locate sufficient domestic suppliers.

On May 1, I was pleased to announce an agreement with the Department of Defense to do better at seeking out domestic sources. Moreover, the Department decided to purchase replacement berets from domestic sources. Some 100,000 per month will be needed to replace those that are lost, damaged, worn out, and so forth. This could mean real value to a small business that competes and wins a contract for part of that requirement.

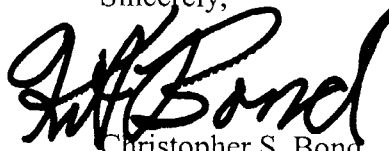
The **Defense Supply Center Philadelphia**, which handled the purchase of the berets, has announced an **Industry Day on May 23** to try to meet small businesses interested in pursuing these contracts. A follow-up Industry Day will be held in **Atlantic City, NJ, on June 5**. This is a prime opportunity for small businesses in your state to market themselves and to demonstrate their capabilities to perform these contracts.

Moreover, the Industry Days are not devoted solely to berets. Other clothing items that have been the subject of Berry Amendment waivers will be under consideration at Philadelphia, and subsistence items will be considered in Atlantic City. Small businesses interested in manufacturing any of these items should make themselves known.

I commend the Defense Logistics Agency for its constructive effort to find domestic sources for these items. Now small business must step up to the plate. I encourage you to notify *your contacts in your state's small business sector* of these important Industry Day events. You may also want to share this information with Small Business Development Centers and Procurement Technical Assistance Centers in your state.

Attached is a copy of the Industry Days announcement and a list of the clothing items under consideration in Philadelphia. Please call the contact name on the announcement or contact Cordell Smith of my Small Business Committee staff on 4-5175 if you need more information.

Sincerely,



Christopher S. Bond
Chairman



IN REPLY
REFER TO

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DEFENSE LOGISTICS AGENCY
DEFENSE SUPPLY CENTER PHILADELPHIA
700 ROBBINS AVENUE
PHILADELPHIA, PENNSYLVANIA 19111-5092

Signed:
23 May 01

SUBJECT: Defense Supply Center Philadelphia (DSCP) Domestic Sourcing Conferences

TO: United States Industry Associations and DSCP Suppliers

You are cordially invited to attend one of two conferences whose purpose is to increase the domestic sourcing of items acquired by DSCP, to include components of those items. For the Clothing and Textiles and Medical industries, the conference will be held at the Hilton Philadelphia Airport, 4509 Island Avenue, Philadelphia, PA 19153, on May 23, 2001 beginning at 10 A.M. and concluding at approximately 3 P.M. For the Subsistence industry the conference will be held in conjunction with the Worldwide Subsistence Conference in Room 402 at the Atlantic City Convention Center in Atlantic City, NJ on June 5, 2001 beginning at 9 A.M.

After a brief general session, the Clothing and Textiles and Medical conference will break into individual commodity sessions during which we will brainstorm strategies for increasing domestic sourcing of our items. The Subsistence conference will begin immediately with a strategy session. Our goal is to explore every avenue of approach and to exhaust every possibility. While our preference is, of course, to achieve 100 percent domestic sourcing, we will consider any approach that will improve our current level of domestic sourcing.

We are committed to providing the United States armed forces with domestically-sourced products as required by statute whenever this is feasible, and to pursuing this goal aggressively. We hope that you will join us on May 23 or June 5 in order to support this effort that is so critical to the maintenance of a domestic industrial base. Please contact Mr. Leonard Gregory at (215)-737-4025 to indicate your interest in attending or to obtain further information. Please let us know whether you plan to attend by May 18, 2001.

Sincerely,

J.A. MANGUAL
Brigadier General, USA
Commanding

CLOTHING AND TEXTILES ITEMS
TO BE DISCUSSED AT DOMESTIC SOURCING CONFERENCE

Wool Berets
Lining Materials for Dress Coats
Fur Trim for Parkas
Fusible Woven Interlinings
Midsoles and Outsoles for Running Shoes
Poromeric Material for Dress Shoes
Ecclesiastical Vestments
Cambrelle Vamp Lining for Safety Shoes
Flame-resistant Rayon/wool Pile Knitted Cloth for Cold Weather Jackets
Communications components for Aviator and Combat Vehicle Crewman Helmets