



True North Logistics Newsletter - 1st Quarter 2019



Major General
Bradley M.
Lott USMC
(Ret) CEO of
True North
Logistics



Rosanne Lott, COO

Message from the General

With the release of the FY 2019 and 2020 Congressional budget approvals, it is apparent that our projections of a busy couple of years of buying are upon us! We are already seeing a ramp-up in acquisition as the DoD attends to the aging fleets and years of hard use and minimal investment in maintenance. There is ample opportunity for every one of our clients and potential clients to become part of this national effort to re-vitalize our armed forces.

Something that has been a question in the past year relates to the balance of automotive and other sector industries within a company's order book. Two years ago the automotive sector was on a projected rise but as the result of a number of factors, the demand is now appearing to be flat at best and decreasing at worst. Some analysts are projecting as much as a 20% decrease over earlier projected trends for total sales. In any event, now is the time for each company to

look at the balance of industries in your planned order book. I would recommend that now is the time to expand into government sector work. This is not a new phenomenon, historically the automotive and defense sectors have opposing, or alternating, sine waves. It just makes sense then, to anticipate the wave and start now to expand in to the government sector!

Message from Rosanne Lott - COO

Welcome to FY2019 already. I remember when we were waiting for the millennium, and I was concerned about whether the DLA bid board would work. The years have flown by, but the way the Government does business still has not changed much. We still wish the 2D drawings were converted to 3D, and we still have to sit on the DLA help desk waiting to find out why we are having technical glitches.

Recently, we noticed the government doing extended validation processes on some small businesses. As much as we don't like having to redo paperwork and update ownership information to prove United States business status, it makes me proud to be an American. I am happy to finally see the DOD during more due diligence on its contractors.

We are also seeing a trend in our small businesses that are bidding and receiving multiple contract awards at the same time. Sometimes it is hard to keep everything straight with the FAT (First Article Testing), VSM

(Vendor Shipment Module), and WAWF (Wide Area Work Flow) on the multiple shipments going out to various locations. We are here to help you through these steps. True North is also very happy to see the support these small businesses are receiving from DCMA (Defense Contract Management Agency) team approach to post-award contract administration.

DCMA is not only overseeing your contracts but they want to see you do well. DLA buyers don't always procure the right items at the right time, and don't react quickly to changes in budgets and the direction of DOD leadership. On occasion, they need to issue TFC (Terminations for Convenience). Remember this key point: when it is the government's decision to terminate the contract, you are allowed to recoup the cost you already have into the manufacturing process. This process is called REA (Request for Equitable Adjustment). Make sure the cost occurred are reasonable when requesting a REA.

True North is here to assist

you during this process and we can help you articulate these requests back to the Contracting Officers. Please keep in mind that just because a contract was cancelled it doesn't mean you did anything wrong!

This summer we began redirecting our efforts on working more closely with Michigan companies vs. all over the country. In doing so we cut down on our travel and began to enjoy working where we live for a while. Since we directed this focus we have assisted more local businesses get awarded government contracts. I want to congratulate three local businesses Rak-O-Nizer (E-tech Plastics) from Port Huron, Biewer Lumber from St. Clair and Detroit Gun Works from Troy on their multiple awards with McCalister Army Ammunition Plant, Defense Logistics Agency Troop Support and Defense Logistics Agency Land and Maritime and the State of South Carolina.

Who is next in line? Call us to get started at 810-326-4252!



Eleanor Holland-Lynch, Sr. Capture Specialist

Video on DLA Packaging Requirements Now Available

Eleanor Holland-Lynch, Sr. Capture Specialist

As you may already know, materiel received, stored, and issued within DLA Distribution Centers require proper care to ensure the items remain in a ready-for-issue condition. A video describing the importance of DLA packaging, labeling, and transportation is now available at <https://www.youtube.com/watch?v=mlwl9GkiO9Q&sns=em>. This video, titled DLA Distribution Supplier Shipping Requirements, provides guidance to suppliers on proper shipping requirements which allow DLA Distribution personnel to quickly process receipts and make materiel available faster to customers. Contact the contracting officer on a solicitation or the contract administrator on a contract with specific questions.

News From DIBBS

Eleanor Holland-Lynch, Sr. Capture Specialist

Fraud Alert! Fraud Alert! Fraud Alert! Fraud Alert! Fraud Alert!

The DIBBS Help Desk has received numerous inquiries from the supplier community receiving e-mails from DIBBS BSM but the underlying e-mail address is a commercial address and NOT DLA: dibbsbsm@dla-mil.com.

It is requesting you to confirm your personal key with a link to what they want you to think is login.gov. If the recipient clicks on the "Confirm Personal Key" link in the message, the URL which would be contacted is "http://ec2-18-222-200-115.us-east-2.compute.amazonaws.com/?=SAM_GOV." DO NOT CLICK ON THIS LINK! The DIBBS team will never request a company's login.gov credentials. Please contact the DIBBS helpdesk for any questions at dibbsbsm@dla.mil.

New DIBBS Registration Process

On August 2, 2018, DIBBS established a new DIBBS registration process. All new, expired, or deleted DIBBS registrants will be subject to a two-step authentication process. This two-step authentication process includes the current e-mail verification and adds the new physical address verification step.

The physical address verification step will send all new/expired/deleted registrants an actual postcard which will be mailed via U.S. Postal Service to the address of record in SAM. The postcard will contain a PIN, which once received, is used to complete the supplier's DIBBS registration. The supplier will not be able to complete their registration or quote once the registration is complete.

Please allow up to 10 calendar days CONUS (Continental US) and 30 calendar days OCONUS before requesting a second postcard via the DIBBS website as both postcards will contain the same information to complete the registration process. Any questions concerning this new process should be directed to the DIBBS_Validation@dla.mil mailbox.

Training, Knowledge & Opportunities (TKO) Seminars

DLA Land and Maritime in Columbus offers free Training, Knowledge & Opportunities (TKO) Seminars periodically. The next TKO is November 15th and 16th. If interested, register ASAP at <https://tko.dla.mil/>. Seating is limited. Let True North know if you will be attending and we can arrange side appointments for you with some key DLA Land and Maritime personnel.

DLA Land and Maritime Small Business Jump Start Program

Eleanor Holland-Lynch, Sr. Capture Specialist

DLA Land and Maritime has historically experienced a degraded supply posture on the items identified herein, manifested in excessive backorders and increasing lead times. Each of these items requires First Article Testing (FAT) before production quantities can be accepted and have historically been supplied by small business manufacturers. The historic decline in support points to a shrinking small business industrial base capable of passing FAT and/or manufacturing the items in a timely manner and on a recurring basis. In an effort to remedy this problem by expanding the small business industrial base for such items, Land and Maritime is offering "Jump Start" opportunities for these items. The intent is to build a base of more than one supplier at any one time that have passed a FAT for the item and therefore may be FAT-waived in accordance with FAR 9.306(c) for subsequent stock replenishment procurements at the Government's discretion. FAT-waived sources are likely to be more competitive than sources not waived for FAT on future solicitations for stock replenishment buys because most DLA Land and Maritime acquisitions for items requiring FAT are awarded using a best value tradeoff process that comparatively assesses offerors price, past performance, and delivery.

DLA Land and Maritime's Small Business Jump Start Program is 100% set-aside for small business concerns.

All potential offerors shall contact the applicable Government POC listed below for the specific item(s) if they are interested in performing on one, some or all the items listed below. The Government's POC(s) will forward the solicitation(s) to the vendor to complete and return for evaluation and review. Evaluation will be based on consideration of past performance, price and offered delivery.

Solicitations forwarded to the vendor will reflect that production quantities are equal to the approved first article(s), to the extent practicable. If the unit of issue contains multiple items that exceed the number of units to complete first article testing, production quantities will not exceed one unit of issue (ex. 1 package of 10 each = 1 unit of issue). All technical drawings/bid sets will be available through the following link upon receipt of the Jump Start solicitation: <https://pcfl.bsm.dla.mil/cfolders>.

The list below may be updated periodically to add new qualifying National Stock Numbers (NSNs) or to remove NSNs when at least three potential sources successfully perform such that the NSN has a sufficient manufacturing base. An NSN may also be removed, or offers therefore rejected, if DLA Land and Maritime has a number of pending Jump Start awards for the same item such that efficient testing and review is impeded.

The forecasted demands in no way constitute a commitment for future opportunities. DLA Land and Maritime may end this program at any time. Maritime and Land POCs for the Jumpstart NSNs:

Maritime: Ms. Mandy Phipps-Kuhlman
Phone: 614-692-8675
E-mail: Mandy.Phipps-Kuhlman@dlam.mil

Land: Mr. Jimmy Christian
Phone: 614-692-1685
E-mail: Jimmy.Christian@dlam.mil



Liz Roe, Contracting Specialist and GSA Advisor

U.S. General Services Administration (GSA)

Liz Roe, Contracting Specialist and GSA Advisor

Federal, State and Local Governments purchase millions of dollars worth of products from www.gsaadvantage.gov every year. Think of Amazon Prime, but for local, state and federal government workers and contractors. By offering competitive pricing and the opportunity to purchase items in bulk, this is a great opportunity for some businesses to expand their client base and introduce their product line to a new group of buyers.

Below is a list of GSA categories; chances are your products fit into one of these categories. Consider whether or not a GSA Federal Supply Schedule is right for your company, and contact us for assistance on the process from start to finish.

Fall/Winter Supplies & Services	Building & Industrial
Disaster Relief	Furniture & Furnishings
Hospitality, Cleaning & Chemicals	IT Solutions & Electronics
Laboratory, Scientific & Medical	Law Enforcement, Fire & Security
Office Solutions	Recreation & Apparel Services
Security Solutions	Travel & Transportation Solutions
Tools, Hardware & Machinery	Wildland Fire & Equipment
Vehicles & Watercraft	

Disasters, FEMA and Your Business

Liz Roe, Contracting Specialist and GSA Advisor

The personal and economic toll natural disasters take on our nation is not news. It is estimated that in 2017, the cost of wildfires, flooding, tropical storms and hurricanes affecting our nation exceeded \$306 billion (source: National Oceanic and Atmospheric Administration). These costs include interrupted commerce, personal and public property damage, and infrastructure degradation.

Many businesses located in areas where disasters are common are prepared, and many municipalities have standing contracts with utility service repair companies, heavy equipment suppliers and big box stores such as Lowe's and Home Depot to accommodate first-line disaster response. However, there are many other needs that must be accommodated in order for local, state and federal officials to provide short-term and long-term disaster response.

TNL staff monitors these events and shares information with our synergy circles to assure that if there is a need to be met, businesses are aware in a timely manner and have the opportunity to provide their expertise and services where it is most needed. For example, during the 2018 hurricane season, TNL staff has identified the following contracting opportunities, either with FEMA, a state's National Guard, or a state emergency response agency:

Short-term and long term Housing accommodations, including hotels and Trailers	Computers and secure ISPs
Office space	Lumber, specifically utility poles
Warehouses for staging purposes	Utility repair
Food, water and other perishables	Marina/dock repair contracting
	Disaster clean up and recovery

A note on timing: FEMA triages its services. When a disaster hits, the focus is on satisfying the immediate needs of the community, saving lives, and cleaning up. RFQs and RFPs seen in the build up or immediately after disaster hits are related to these needs. It is not uncommon to see a significant delay in construction and rebuilding contracting opportunities; we recently saw a rebuilding opportunity for a piece of property that had been damaged by Hurricane Irma, at least a year after the event happened. This happens for a variety of reasons, the most important being that Congress and state legislatures must take action to approve emergency budgets in order for FEMA and state agencies to respond to a specific disaster.

If you have questions on potential opportunities to lend your services to disaster response and recovery, please contact a member of our team.



Gina M. McKillop,
Office Manager

From the Desk of Gina M. McKillop, True North's Office Manager

ANCHOR POINTE PROFESSIONAL OFFICE BUILDING- NOW LEASING

The True North Team is still loving their new office building with beautiful water views of the St. Clair River. This 8,141 square foot building is located in St. Clair, Michigan and offers: Updated Suites with Ample Parking, Security System with Key Card Entrance after hours as well as All Utilities Included in lease. We have an upstairs suite left with a private bathroom and spectacular view of the river. If you know of any business in the market for a beautiful location and great amenities, please have them call us at 810-326-4252 and we would be happy to give them a tour.

CONGRATULATIONS & WELCOME TO NEW CLIENTS

I would like to first take a moment to give a "Big Congratulations" to quite a few of our clients who have worked so hard and were awarded numerous contracts this year. You are all doing a great job and we are so very excited to be a part of your continued success in Government Contracting!

We also would like to welcome aboard our new clients that are just beginning this process. Please remember we are here to help you in any way we can, just keep pushing forward and it will pay off! We have confidence in all of you and believe that you too will be successful in in this process!

THIS MONTH'S QUOTE-

"Success seems to be connected with action. Successful people keep moving. They make mistakes, but they don't quit." -- Conrad Hilton

FINAL NOTE ON OUR HOLIDAY SCHEDULE FOR NOVEMBER

We would like to first say Happy Veterans Day (November 11th, Observed November 12th) to not only any of our clients or friends who were in the Military but to all those that are serving and have served our Country with honor.

In observance of Thanksgiving our office will be closed on Thursday, November 22nd, and Friday, November 23rd .

Lastly, but most importantly, we would like to take this opportunity to express our sincere gratitude to our past and present clients. It has been and is our pleasure to serve you. We would like to wish you and your families a Happy Thanksgiving.

