



# **How to Do Business with the U.S. Army Materiel Command**

**March 2015**



## **INTRODUCTION**

The U.S. Army Materiel Command (AMC) is decisively engaged in supporting the Army's transformation to an ever more responsive, deployable, agile, versatile, lethal, survivable, and sustainable force. AMC serves a crucial role in technological innovation, state of the art streamlined acquisition support, and seamless logistics from the laboratory to the foxhole to enable our 21st century Army to fight and win our Nation's wars.

To accomplish this extremely complex mission, AMC relies on the industrial base to provide innovation and the best possible technology and support services for our warfighters. This defense industrial base is comprised of both large and small businesses, and higher education institutions, including historically black colleges and universities and minority institutions.

Each of the AMC major subordinate commands have Associate Directors of Small Business and Small Business Specialists who are committed to helping you explore opportunities to do business with their commands. These specialists, whose contact information are in this pamphlet, are an excellent starting place for you to effectively market your organization's capabilities. There are literally thousands of business opportunities within the command and we encourage you to use the information in this pamphlet to seek opportunities to support AMC.

We invite you to join the Army Materiel Command team to help us achieve our vision of continuously improving support to our military men and women and leading the development of new technologies and sustainment process to transform the Army.

*Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States and our allies.*

<http://www.army.mil/institution/organization/unitsandcommands/commandstructure/amc/>



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## **HQ U.S. Army Materiel Command (HQ AMC)**

AMC is the Army's premier provider of materiel readiness -- technology, acquisition support, materiel development, logistics power projection, and sustainment -- to the total force, across the spectrum of joint military operations. The command's complex missions range from development of sophisticated weapon systems and cutting-edge research, to maintenance and distribution of spare parts.

AMC operates research, development and engineering centers, laboratories, depots, arsenals, ammunition plants, and other facilities, and maintains the Army's prepositioned stocks, both on land and afloat. The command is also the DoD Executive Agent for the chemical weapons stockpile and for conventional ammunition.

The command is engaged in the development, support, and sustainment of the future Army while at the same time, supporting and sustaining the current Army. Through its maintenance depots, AMC restores weapon systems needed as the Army makes its way to full transformation. The command's overhaul and modernization efforts are enhancing and upgrading major weapon systems -- not just making them like new, but inserting technology to make them better.

AMC handles diverse missions that reach far beyond the Army. For example, AMC manages the multi-billion dollar business of selling Army equipment and services to friends and allies of the United States and negotiates and implements agreements for co-production of U.S. weapon systems by foreign nations. AMC also provides numerous acquisition and logistics services to the other components of the Department of Defense and many other government agencies.

AMC is headquartered at Redstone Arsenal, AL and is located in about 149 locations worldwide, including more than 45 states and 38 countries. AMC has about 50,000 dedicated employees at these organizations, both military and civilian, many with highly developed specialties in weapons development and logistics.

To develop, acquire, and maintain materiel for the Army, AMC works closely with industry, as well as colleges and universities, to ensure that state-of-the-art technology is effectively leveraged for the defense of the nation.

As the place in the Army where superior technology, acquisition support, and logistics are integrated to assure readiness for today and tomorrow, AMC is heavily involved in making the Army more responsive, deployable, agile, versatile, lethal, survivable, and sustainable.

*From beans to bullets, helmets to helicopters, spare parts to spare ribs,  
AMC touches every soldier in the Army everyday*



# GUIDE TO CONTRACTING OPPORTUNITIES "A Step-by-Step Approach"

## 1. Identify Your Product or Service

It is essential to know the Federal Supply Class or Service (FSC/SVC) codes and North American Industry Classification System (NAICS) codes for your products or services.

## 2. Register Your Business

- **Obtain a DUNS Number**

The Data Universal Number System (DUNS) Number is a unique nine character identification. If you do not have a DUNS Number, contact Dun and Bradstreet to obtain one.

[http://www.whitehouse.gov/sites/default/files/omb/grants/duns\\_num\\_guide.pdf](http://www.whitehouse.gov/sites/default/files/omb/grants/duns_num_guide.pdf)

- **Register with System for Award Management (SAM)**

You must be registered in [the System for Award Management \(SAM\)](https://www.sam.gov/portal/SAM#1) at <https://www.sam.gov/portal/SAM#1> to be awarded a DoD contract. SAM is a database designed to hold information relevant to procurement and financial transactions. SAM affords you the opportunity for fast electronic payment of your invoices. ["Dynamic Small Business Search"](#) is an additional tool used by Contracting Officers and Contract Specialists to locate Small Business concerns.

## 3. Identify Your Target Market

Research [Personnel & Procurement Statistics](#). Of particular interest to small businesses is the Standard Tabulation (ST) 28 report of products and services purchased each fiscal year by the DoD. Data on the ST28 are sorted by FSC/SVC code and provide name and location of DoD contracting offices. This can be cross-referenced with the list of Small Business Specialists within each individual service organizations.

- [ARMY](#)
- [NAVY](#)
- [AIR FORCE](#)
- [DLA](#)
- Other Defense Agencies (ODAs) are included in a list of [DoD Small Business Office Sites](#) on this site.



#### 4. Identify Current Procurement Opportunities

Identify current procurement opportunities in your product or service area by checking the electronic version of the [Federal Business Opportunities](#) website, which can assist you in identifying all Federal procurement opportunities. For the most up to date Army solicitations, visit the [Army Single Face to Industry website](#). Also visit the Small Business Innovation & Research Information website, <http://www.arl.army.mil/www/default.cfm?page=29>.

#### 5. Familiarize Yourself with ARMY Contracting Procedures

Be familiar with [Federal Acquisition Regulations](#) (FAR) and the [Defense Federal Acquisition Regulation Supplement](#) (DFARS).

#### 6. Investigate Federal Supply Schedule (FSS) Contracts

Many DoD purchases are, in fact, orders on Federal Supply Schedule (FSS) contracts. [Contact the General Services Administration](#) (GSA) for information on how to obtain a FSS contract.

#### 7. Seek Additional Assistance as Needed

There are several important resources that are available to assist you in the ARMY marketplace:

- [Procurement Technical Assistance Centers](#) (PTACs) are located in most states and are partially funded by DoD to provide small business concerns with information on how to do business with the Department of Defense. They provide training and counseling on marketing, financial, and contracting issues at minimal or no cost.
- Small Business Specialists (SBS): The Military Services and some Defense Agencies have small business specialists at each of their procurement and contract management offices to assist small businesses, including veteran-owned, service-disabled veteran-owned, HUBZone, small disadvantaged, and woman-owned small business concerns in marketing their products and services to the DoD. Among other services, these specialists provide information and guidance on (1) defense procurement procedures, and (2) how to identify prime contract and subcontract opportunities. To learn more about the Army's Mission and before attempting to sell to your customers of interest, contact the SBS at <http://sellingtoarmy.com/army-small-business-specialists>.

The Army, Navy, Air Force, and Defense Logistics Agency maintain the names of Small Business Specialists associated with their organizations. Links to these websites are below.

- [ARMY](#)
- [NAVY](#)
- [AIR FORCE](#)
- [DLA](#)
- Other Defense Agencies (ODAs) are included in a list of [DoD Small Business Office Sites](#) located on this site.



- [DefenseLink](http://www.defense.gov) (<http://www.defense.gov>) is the official web site for the Department of Defense and the starting point for finding U.S. military information online, including links to the Military Services and ODAs.
- Additional procurement-related resources are located in the Links section of our web site <http://www.amc.army.mil/pa/SMALLBUSINESS.asp>.

## 8. Explore Sub-contracting Opportunities

Regardless of your product or service it is important that you do not neglect our very large secondary market, Our guide [“Subcontracting Opportunities with DoD Prime Contractors”](#). This directory provides, by state, the names and addresses of DoD prime contractors, the names and telephone numbers of Small Business Liaison Officers (SBLOs), and the products and services supplied to the DoD. The report is generated from data mined through DoD Prime Contractor’s contracts and subcontracting plans. Please note that the DoD OSBP does not maintain the data on this website. The directory reflects data as of September 30, 2005. We encourage you to investigate potential opportunities with these firms. Many also have websites that may be useful and we encourage you to explore teaming options. In addition, many of the larger organizations may have subcontracting opportunities at the lower tiers (beyond the first and second tiers).

The SBA’s [SUB-Net](#) is another valuable resource for obtaining information on subcontracting opportunities. Solicitations or notices are posted by prime contractors as well as other government, commercial, and educational entities.

## 9. Investigate DoD Small-Business Programs

There are several programs that may be of interest to you such as: Veteran-Owned, Service-Disabled Veteran-Owned, HUBZone, Small Disadvantaged, Woman-Owned, Small Business Innovation Research, Small Business Technology Transfer, Mentor-Protégé, Indian Incentive, Historically Black Colleges, Tribal Colleges, Hispanic Serving Institutions, and other Minority Institutions. Information on all these programs is available on the DoD Office of Small Business Programs website [http://www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm).

## 10. Market Your Firm Well!!!

After you have identified your customers, researched their requirements, and familiarized yourself with DoD procurement regulations and strategies, it is time to market your product or service. Present your capabilities directly to the DoD activities that buy your products or services. Realize that, like you, their time is valuable and if the match is a good one, you can provide them with a cost-effective, quality solution to their requirements. Additional helpful resources, posted on our website, include [“Government Contracting: The Basics”](#) and [“Marketing to the Department of Defense: The Basics”](#).



## Headquarters U.S. Army Materiel Command (AMC) Office of Small Business Programs

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DSN: 320-7953  
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Freedom of Information Act – FOIA : provides the public access to U.S. Government Records  
[www.army.mil/fmwrc.foia](http://www.army.mil/fmwrc.foia)  
[www.armyg1.army.mil/foia](http://www.armyg1.army.mil/foia)

For business opportunities, visit:  
<http://www.fedbizopps.gov/>

[Army Single Face to Industry website](#)

**MISSION:** Serve as an advocate in support of the small business enterprises.



Dennis L. Via  
General, Commanding  
US Army Materiel Command



# Major Subordinate Commands: Heads of Contracting Activities

U.S. Army Contracting Command (ACC)

U.S. Aviation & Missile Life Cycle Management Command (AMCOM LCMC)

U.S. Army Sustainment Command (ASC) and Joint Munitions Command (JMC)

U.S. Army Communications-Electronics Life Cycle Management Command (CECOM LCMC)

U.S. Army Joint Munitions & Lethality Life Cycle Management Command (JM&L LCMC)

U.S. Army Research, Development & Engineering Command (RDECOM)

U.S. Army TACOM Life Cycle Management Command (TACOM LCMC)







## **U.S. Army Contracting Command Expeditionary Contracting Command (EEC) Office of Small Business Programs HQ at Redstone Arsenal, AL**

### **ECC Activities:**

**Mission:** Plan and execute effective and agile contracting support for U.S. Army Service Component Commanders in support of Army and Joint Operations. Provide effective and responsive contracting support for OCONUS installation operations.

Website: <http://www.acc.army.mil/ecc/>

### **ECC – 410<sup>th</sup> CSB USAR “The Americas” HQ at Fort Sam Houston, TX**

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**Mission:** The 410<sup>th</sup> Contracting Support Brigade (CSB) for the US Army Reserve (USAR) South's Director and Principal Assistant Responsible for Contracting (PARC), Office of the PARC (OPARC), and Mission Support Directorate are all co-located here. We support contracting efforts in US Army South's Area of Responsibility comprised of Central and South America and the Caribbean, hence our title “The Americas”.

Main Website: <http://www.acc.army.mil/ecc/410th/>

Main - Ft. Sam Houston, TX – 210-295-2427  
Contracting Soto Cano, Honduras - 011-504-234-4634  
Contracting Miami, FL- 305-437-2662  
Contracting Key West, FL – 305-293-5689  
Contracting Bogota, Colombia - 011-571-315-0811 ext 348



## **ECC – 413<sup>th</sup> CSB USAR PACIFIC** **HQ at Fort Shafter, HI**

The 413<sup>th</sup> Contracting Support Brigade (CSB) US Army Reserve (USAR) Pacific is responsible for contracting support efforts in the Pacific and Alaska. Support includes US PACOM, IMCOM, MEDCOM and other major tenants.

### **Regional Contracting Office – Hawaii** **Ft. Shafter, HI**

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### **Regional Contracting Office – Alaska** **Fort Wainwright, AK**

Marian Taylor  
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561210 Facilities Support Services  
221320 Sewage Treatment Facilities  
236210 Industrial Building Constructions  
237110 Water and Sewer Line and Related Structures Construction  
334111 Electronic Computer Manufacturing  
621910 Ambulance Services  
517911 Telecommunications Resellers  
238160 Roofing Contractors  
238320 Painting and Wall Covering Contractors  
334220 Radio and Television Broadcasting and Wireless Communications  
721110 Hotels (except Casino Hotels) and Motels  
722310 Food Service Contractors  
221310 Water Supply and Irrigation Systems  
337214 Office Furniture (except Wood) Manufacturing  
561720 Janitorial Services  
562111 Solid Waste Collections  
517210 Wireless Telecommunications Carriers (except Satellite)



## Mission & Installation Contracting Command (MICC) HQ at Fort Sam Houston, TX

**Mission:** MICC certified professionals provide responsive, complete, and compliant contracting solutions to Army commands, installations, and activities. On order, provides trained and deployable Contracting Support forces to the Operating Force.

### Top Nine NAICS:

561210 Facilities Support Services  
236220 Commercial and Institutional Building Construction  
722310 Food Service Contractors  
517110 Wired Telecommunications Carriers  
541330 Engineering Services  
541990 All Other Professional, Scientific and Technical Services  
541810 Advertising Agencies  
541612 Human Resources Consulting Services  
334111 Electronic Computer Manufacturing

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## MICC Small Business Contacts

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## U.S. Army Aviation and Missile Life Cycle Management Command (AMCOM LCMC)

### AMCOM LCMC

ATTN: AMSAM-SB  
Redstone Arsenal, AL 35898-5000

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Phone: (256) 876-0921

DSN: 746-5441

Fax: (256) 842-0085

<https://osbp.redstone.army.mil>

**Mission:** Conduct, perform, and manage basic and applied research and engineering, acquisition, integrated logistics materiel readiness management, advanced development and maintenance support functions for all assigned (aviation/missile weapons) systems/subsystems and associated equipment. Execute assigned missions in support of Program Executive Officers (PEO)/Project Managers (PM) and other DOD elements having centralized management responsibility for specific weapon systems or items. These support missions include procurement, production, engineering, system engineering, product assurance, materiel management, system safety engineering, maintenance engineering, integrated logistics, configuration management, security assistance management activities, resource management, and staff and base support activities as required in such areas as legal financial management personnel, and installation management. Manage DA test, measurement, and diagnostic equipment (TMDE) acquisition, logistics, and support as specified in AR 750-43. Exercise command, control, and oversight of assigned activities and installations. Overhaul Army helicopters for major programs, and test, repair, rebuild, modification, and storage for multiple missile systems.

### NAICS Codes:

- 541330 Engineering Services
- 336411 Aircraft Manufacturing
- 336412 Aircraft Engine and Engine Parts Manufacturing
- 336413 Other Aircraft Part and Auxiliary Equipment Manufacturing
- 336414 Guided Missile and Space Vehicle Manufacturing
- 336415 Guided Missile and Space Vehicle Parts and Auxiliary Equipment Manufacturing
- 336419 Other Guided Missile & Space Vehicle Parts
- 488190 Other Support Activities for Air Transportation
- 541710 Research and Development
- 541330 Engineering Services
- 541712 Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
- 334111 Electronic Computer Manufacturing



**AMCOM LCMC Activities:**

**Aviation Applied Technology Directorate (AATD)**

ATTN: CCAM-RDT  
Fort Eustis, VA 23604-5557  
Linda Diedrich  
Phone : (757) 878-4828  
DSN: 826-4828  
Fax: (757) 878-0008  
<http://www.aatd.eustis.army.mil>

**Corpus Christi Army Depot (CCAD)**

ATTN: CAM-ALC  
308 Crecy Street  
Corpus Christi, TX 78419-5260  
Ida Ramirez  
Phone: (361) 961-0511  
<http://www.ccad.army.mil>

**Letterkenny Army Depot (LEAD)**

ATTN: CCAM-ALK  
1 Overcash Avenue  
Chambersburg, PA 17201-4152  
Kelly J. Rhodes  
Phone: (717) 267-5313  
DSN: 570-5313  
Fax: (717) 267-9834  
<http://www.letterkenny.army.mil>

**AMC**  
*Providing Warfighters  
what they need...where they need it...when they need it*



## U.S. Army Sustainment Command (ASC) AND U.S. Army Joint Munitions Command (JMC)

### ASC & JMC

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1 Rock Island Arsenal  
Rock Island, IL 61299-6500

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<http://www.aschq.army.mil/home/SmallBusiness.aspx>

<http://www.automationalley.com/servlet/servlet.FileDownload?file=01560000000s6OW>

**Mission: The Army Sustainment Command (ASC)** organizes, trains, and sustains a quality, deployable force and integrates material and services to the Soldier. ASC provides combat service and property management support capabilities to soldiers while ensuring war fighting readiness to sustain a transforming ARMY at war. ASC harnesses the full power of Acquisition, Logistics and Technology and synchronizes Logistics Readiness with Army Force Generation Cycles (Reset, Train, Ready, Deploy). ASC provides support to the war fighter through its missions (Field Support, Reset, Materiel Management, Contracting Services, Logistics Civil Augmentation Program (LOGCAP) and Army Prepositioned Stocks).

**Mission: The Joint Munitions Command (JMC)** is the Single Manager for Conventional Ammunition (SMCA). The JMC provides bombs and bullets to America's fighting forces—all services, all types of conventional ammo from bunker-buster bombs to rifle rounds. JMC manages plants that produce more than 1.6 billion rounds of ammunition annually and the depots that store the nation's ammunition for training and combat. JMC is accountable for \$30 billion of munitions missiles.

Through its nation-wide network of munitions facilities, JMC manages the production, storage, maintenance, issue and demilitarization of conventional ammunition for all U.S. military services.

### NAICS Codes:

325199 All other basic organic chemical manufacturing  
325920 Explosives, solid propellants, and explosive devices  
325998 All other miscellaneous chemical product and preparations  
332992 Small arms ammunition manufacturing  
332993 Ammunition (except small arms) manufacturing  
332999 All other miscellaneous Fabricated Metal Product Manufacturing  
336413 Other aircraft parts and auxiliary equipment manufacturing



### NAICS Codes (Cont'd):

541611 Admin. Mgmt and General Management Consulting Services  
541614 Process, Physical Distribution and Logistics Consulting Services  
541620 Environmental Consulting Services  
561210 Facilities support services  
562910 Remediation services  
236210 Industrial Building Construction  
334111 Electronic Computer Manufacturing  
334220 Radio & Television Broadcasting & Wireless Communications Equipment Manufacturing  
541511 Custom Computer Programming Services  
541512 Computer Systems Programming Services  
541513 Computer Facilities Management Services  
541519 Other Computer Related Services

### JMC Activities:

#### **Blue Grass Army Depot**

Contracting, Bldg S-14  
ATTN: CCRC-IDB  
431 Battlefield Memorial Highway  
Richmond, KY 40475-5115  
<http://www.bluegrass.army.mil/>

Teri Jones  
Phone: (859) 779-6867  
DSN: 745-6867  
Fax: (859) 779-6860

### Types of products and services they buy-

**Products:** Production equipment such as conveyors and material handling equipment, shipping materials, computer equipment & supplies, general office supplies, equipment & furniture.

**Services:** Repair services (minor maintenance & repair of infrastructure), minor construction, heating & air conditioning services, boiler service & repair, snow removal, grounds maintenance, vehicle & MHE maintenance, repair of ammunition peculiar equipment, moving services & vehicle leases.

### NAICS Codes:

333921 Material Handling Equipment Manufacturing  
423830 Industrial Machinery & Equipment Merchant Wholesalers  
423840 Industrial Supplies  
236210 Industrial Building Construction  
238220 Plumbing, Heating & Air Conditioning Contractors  
561210 Facility Support Services  
423210 Office Furniture



### (NAICS Codes Con't)

423690 Computer Hardware  
511210 Computer Software  
325121 Industrial Gases  
424130 Shipping Supplies

### JMC Activities (Cont'd):

#### **McAlester Army Ammunition Plant**

ATTN: CCRC-IDM  
1C Tree Road  
McAlester, OK 74501-9002  
Steven Dunbar  
Phone: (918) 420- 6843  
DSN: 956-7401  
Fax: (918) 420-6536  
<http://www.mcaap.army.mil>

### Types of products and services they buy-

**Products:** Raw materials, chemicals, metals, pipe, wire, machines, industrial machine tools, industrial hand tools, pumps, scales, compressors, ventilation systems, electronic components, electrical items/supplies, valves, plumbing items/supplies, fire protection products, safety items, personal protective gear, water treatment, beverages, apparel, footwear, tires, ready-mix concrete, computer equipment, office furniture, truck & trailer rental/lease, railroad components & building components.

**Services:** Janitorial, grounds maintenance & refuse collection, optometry services, specimen collection, elevator maintenance, environmental remediation services, software maintenance, boiler inspections, truck & tractor leases, portable toilets, gasoline pump maintenance & plumbing.

### NAICS Codes:

541519 computer services/maintenance  
327320 ready-mix concrete  
423510 metals  
423840 industrial machine/hand tools  
424340 footwear  
423720 plumbing  
423610 electrical  
423690 computer hardware  
423210 office furniture  
424690 chemicals

### JMC Activities (Cont'd):

#### **Tooele Army Depot**



ATTN: CCRC-IDM  
1 Tooele Army Depot, Bldg 501  
Tooele, UT 84074-5003

Ms. Staci Williams Phone: (435) 833- 2128  
DSN: 790-2616 ?  
Fax: (435) 833-3468 ?  
Email: [staci.r.williams.civ@mail.mil](mailto:staci.r.williams.civ@mail.mil)  
<http://www.tead.army.mil/>

### Types of products and services they buy:

**Products:** Steel, gage wire, nuts, bolts, mirrors, industrial machines, machine tools, heavy duty casters, pneumatic tools, conveyors, heat tape, flow meters, sand blasters, welding machines, precision machined items, fabricated metal parts & assemblies, metal forgings, gas cylinders (oxygen, pure nitrogen, CO/N<sub>2</sub>, helium, & carbon monoxide), forklifts, aluminum sheeting, aluminum plates & various types of pumps, electronic assemblies & components, electrical boxes, wiring harnesses, circuit systems, cable assemblies, & electrical control panels, eye wash & emergency showers, safety items, office furniture, computer hardware & systems, computer servers, mobile radios, cell phones, various sizes of open top drums & glass test tubes.

**Services:** Road services, base repair services, heating & air conditioning services, minor construction, roofing, fencing, lighting & fixtures, janitorial services, weed control, drug testing, aerobics instruction, personnel investigations, vehicle maintenance services, radio repair; bomb dog & drug dog services, training & training materials, computer base training/software, copier/printer maintenance and mechanical manual services.

### NAICS Codes:

423510 Metal Service Centers & Other metal Merchant Wholesalers  
334111 Electronic Computer Manufacturing  
334119 Other Computer Peripheral Equipment Manufacturing  
334611 Software  
541511 Custom Computer Programming Services  
442110 Furniture Stores  
332813 Electroplating, Plating, Polishing, Anodizing, and Coloring  
335999 All Other Miscellaneous Electrical Equipment and Component Manufacturing  
335312 Motor and Generator Manufacturing  
423830 Industrial Machinery and Equipment Merchant Wholesalers

### JMC Activities (Cont'd):



### **Crane Army Ammunition Activity**

ATTN: CCRC-ISC  
Crane, IN 47522-5099

Rachel EGGLESTON  
Phone: (812) 854- 8888  
DSN: 482-4412  
Fax: (812) 854-4388  
Email: [usarmy.crane.jmc.mbx.pao@mail.mil](mailto:usarmy.crane.jmc.mbx.pao@mail.mil)  
<http://www.crane.army.mil/home.htm>  
<http://www.crane.army.mil/index.html>

### **Types of products and services they buy:**

**Products:** Ammunition components, ammunition containers, chemicals, machines, machine components, safety equipment, safety apparel including foot ware, personal protective gear, machine maintenance equipment, conveyors, components for forklifts and other vehicles, kits, tool steel, sheet metal, electronic components and equipment, computer software and hardware, office furniture, general office supplies, radios, stencil ink, and conveyor systems.

**Services:** Repair services, maintenance services, service agreements for computer software and hardware, training services.

### **NAICS Codes:**

321920 Wood Container and Pallet Mfg  
322211 Corrugated and Solid Fiber Box Mfg  
322214 Fiber Can, Tubes, Drums and Similar Mfg  
326199 All Other Plastics Product Mfg  
423510 Metal Service Centers and Other Metal Merchant Wholesalers  
423830 Industrial Machinery and Equipment Merchant Wholesalers  
339991 Gasket, Packing, and Sealing Device Manufacturing  
332999 Other Ordnance and Accessories Manufacturing  
332116 Metal Stamping  
325998 All other Miscellaneous Chemical Products



### JMC Activities (Cont'd):

#### **Pine Bluff Arsenal**

ATTN: CCRC-ISP  
10020 Kabrich Circle  
Pine Bluff, AR 71602-9500

Pamela J. Burton  
Phone: (870) 540-3014  
DSN: 966-3014  
Fax: (870) 540-4090  
<http://www.pba.army.mil>

### Types of products and services they buy:

**Products:** Raw materials, chemicals, metal components used in the manufacture of smoke, riot control and incendiary munitions; chemicals, packaging and shipping materials; rubber components, tubes, hoses, clamps, pumps, generator sets used to rebuild and repair chemical/biological defense items such as decontamination kits, protective shelters, deployable medical units; protective masks manufacture, repair and maintenance components to include eye lens, nose cups, face blanks, drink tubes; Production equipment : stamps, dies, tooling, presses, drill and pinning machines; ADP equipments and supplies, general office supplies, equipment and furniture; pipe, wire, machines, industrial machine tools, industrial hand tools, pumps, scales, compressors, electronic components, electrical items/supplies, valves, plumbing, chemical protective clothing, test equipment, items/supplies, fire protection products, safety items, personal protective gear.

**Services:** Janitorial, grounds maintenance & refuse collection, road repair and maintenance, laboratory testing, welding, environmental remediation services, software maintenance, boiler inspections, truck & tractor leases, portable toilets, heating and air conditioning services, generator repair and maintenance, construction, fencing.

### NAICS Codes:

541519 computer services/maintenance  
423510 metals  
423830 Industrial Machinery and Equipment Merchant Wholesalers  
423840 industrial machine/hand tools  
424340 footwear  
332116 Metal Stamping  
423720 plumbing  
423610 electrical  
423690 computer hardware  
423210 office furniture  
424690 chemicals



## U.S. Army Communications-Electronics Life Cycle Management Command (CECOM LCMC)

### CECOM LCMC

ATTN: AMSEL-SB  
6001 Combat Drive  
Aberdeen Proving Ground, MD 21005  
Suite C1110

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Associate Director, Office of Small Business Programs  
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Website: <http://www.cecom.army.mil/smallbusiness/index.html>  
Email Address: [usarmy.APG.cecom.mbx.cecom-small-business@mail.mil](mailto:usarmy.APG.cecom.mbx.cecom-small-business@mail.mil)

**Mission:** To develop, acquire, field and sustain superior information technologies and integrated systems for America's warfighters. CECOM LCMC is responsible for integrated commodity management and research and development of communications, communications electronics intelligence equipment, electronic warfare, aviation electronics, combat surveillance, target



acquisition and night vision equipment, photographic and microfilming equipment, identification friend or foe systems, automatic data processing, radar, meteorological and electronic radiological detection materiel, camouflage, and electric power supply equipment. In addition, equipment and systems to support the Army's total information needs, including communications, data processing, and multi-command management information systems are initiated at the Huachuca Division, with automated information hardware, software, services, maintenance systems and research and development for mines/countermeasure systems managed by the Belvoir Division. Tobyhanna Army Depot is a full-service repair, overhaul and maintenance facility supporting communications-electronics requirements for a number of DOD customers through engineering design, manufacturing, systems engineering and life cycle logistics support services.

#### **NAICS Codes:**

541330 Engineering Services  
334220 Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing  
334290 Other Communications and Equipment Manufacturing  
334511 Search, Detection, Navigation, Guidance, Aeronautical, & Nautical System and Instrument Manufacturing  
334519 Other Measuring and Controlling Device Manufacturing  
335311 Power, Distribution, and Specialty Transformer Manufacturing  
336413 Other Aircraft Parts and Auxiliary Equipment Manufacturing  
811213 Communication Equipment Repair and Maintenance  
517110 Wired Telecommunications Carriers  
541712 Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)

#### **CECOM LCMC Activities:**

##### **CECOM Huachuca Division**

ATTN: AMSEL-AC-CC-S-SB  
Fort Huachuca, AZ 85613-5300  
Charles Collins (Chuck)  
Phone : (520) 533-3001  
DSN: 879-3001  
Email: [Charles.a.collins7.civ@mail.mil](mailto:Charles.a.collins7.civ@mail.mil)

##### **CECOM Belvoir Division**

ATTN: AMSEL-AC-W  
10205 Burbeck Road  
Fort Belvoir, VA 22060  
Valerie Oliver  
Phone: (703) 704-0858  
DSN: 654-0858  
Email: [Valerie.b.oliver.civ@mail.mil](mailto:Valerie.b.oliver.civ@mail.mil)



**CECOM Tobyhanna Division**

ATTN: CCAP-CCT

Tobyhanna, PA 18466-5100

David Kern

Phone: (570) 615-8733

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Email : [David.K.Kern2.civ@mail.mil](mailto:David.K.Kern2.civ@mail.mil)

<http://www.tobyhanna.army.mil/>



## U.S. Army Joint Munitions & Lethality Life Cycle Management Command (JM&L LCMC)

### JM&L LCMC

ATTN: ACC-NJ-SB

Bldg. 1610, Picatinny Arsenal, NJ 07806-5000

Eric Bankit, Associate Director, Office of Small Business Programs

Phone: (973) 724- 3068

DSN: 880-3068

Fax: (973) 724-3002

<http://www.pica.army.mil/smallbusinessprogram/>

**Mission:** To execute integrated life-cycle management through a team of dedicated professionals who provide effective, available, and affordable munitions and lethality for the Joint Warfighter. The JM&L LCMC is comprised of the Joint Munitions Command (JMC) at Rock Island, IL, and the Program Executive Office for Ammunition (PEO Ammo) and U.S. Army Armament, Research, Development and Engineering Center (ARDEC), both at Picatinny Arsenal, NJ. The JM&L LCMC facilitates product responsiveness, minimizes life-cycle costs, and enhances the effectiveness and integration of acquisition, logistics and technology to deliver the best munitions in the right place, at the right time, at the right cost.

The Program Executive Office for Ammunition (PEO Ammo) develops and acquires conventional and leap-ahead munitions to increase the combat firepower of the Joint Warfighter. Through its four project management and two project director offices, PEO Ammo executes the total ammunition acquisition requirements of the Army and other military services. The PEO Ammo serves as the Executor for the Single Manager for Conventional Ammunition (SMCA) and, supported by JMC and the ARDEC, is responsible for the life cycle management, acquisition, system development and production base management and modernization.

**The Joint Munitions Command (JMC)** is the Single Manager for Conventional Ammunition (SMCA) Field Operating Agency. The JMC provides bombs and bullets to America's fighting forces—all services, all types of conventional ammo from bunker-buster bombs to rifle rounds. JMC manages plants that produce more than 1.6 billion rounds of ammunition annually and the depots that store the nation's ammunition for training and combat. JMC is accountable for \$30 billion of munitions missiles. Through its nation-wide network of munitions facilities, JMC manages the production, storage, maintenance, issue and demilitarization of conventional ammunition for all U.S. military services.

ARDEC is the Army's principal researcher, technology developer and sustainer of current and future armament and munitions systems for the LCMC. An organizational element of AMC's Research, Development and Engineering Command (RDECOM), ARDEC's mission is to execute and manage totally integrated, life cycle engineering processes required for the research, development, production, field support and demilitarization of ammunitions, weapons, fire control, and associated items in support of the DoD, Special Operations forces and a number of non DoD



agencies. The center serves as the entry point for JM&L LCMC interaction with RDECOM and its other research, development and engineering centers.

**NAICS Codes:**

332710 Machine Shops  
541330 Engineering Services  
332994 Small Arms Manufacturing  
332995 Other Ordnance and Accessories  
Manufacturing  
561210 Facilities Support Services  
334111 Small Arms Manufacturing  
339999 Other Miscellaneous Manufacturing

332993 Ammunition Manufacturing  
541712 R&D in Physical, Engineering  
236220 Commercial and Industrial Construction  
332992 Small Arms Ammunition Manufacturing  
  
423440 Other Commercial Equipment  
334511 Electronic Computer Manufacturing  
541330 Engineering Services



## U.S. Army Research, Development and Engineering Command (RDECOM)

ATTN: AMSRD-SB  
3073 Aberdeen Blvd  
Aberdeen Proving Ground, MD 21005

John O'Brien  
Associate Director, Office of Small Business Programs  
(410) 278-1619  
DSN: 298-1619  
FAX: (410) 306-3596

Website: <http://www.rdecom.army.mil/SmallBusiness>  
Email: [usarmy.apg.rdecom.mbx.osbp@mail.mil](mailto:usarmy.apg.rdecom.mbx.osbp@mail.mil)

Mission: Field technologies that sustain America's Army as the premier land force in the world. RDECOM is committed to satisfying the urgent need to quickly transition technology to the field. This command rapidly integrates, matures, and demonstrates all merging technologies resulting in fielding the right equipment, in the shortest time, for our soldiers. It takes advantage of the enormous potential that resides in research activities around the world by forging strong working relationships with other Army elements, industry, academia, our sister services, other government agencies, our allies – and capitalizes on the synergy of all these elements.

### Top NAICS:

541712	R&D in the Physical, Engineering, & Life Sciences
541330	Engineering Services
334511	Search, Detection, Navigation, Guidance, Aeronautical, & Nautical System & Instrument Manufacturing
333314	Optical Instrument & Lens Manufacturing
314910	Textile Bag & Canvas Mills
541611	Administrative Management & General Management Consulting Services
541711	Research & Development in Biotechnology
339113	Surgical Appliance & Supplies Manufacturing
541990	All Other Professional, Scientific, & Technical Services
334516	Analytical Laboratory Instrument Manufacturing



RDECOM Activities:

U.S. Army Aberdeen Contracting Division (ACD)

ATTN: AMSRD-SB

3073 Aberdeen Blvd, Room 105

Aberdeen Proving Ground, MD 21005

Jacob Chieffo

(410) 278-2387

DSN: 298-2387

FAX: (410) 306-3596

U.S. Army Edgewood Chemical and Biological Center (ECBC)

U.S. Army Aberdeen Installation Contracting Division (AICD)

ATTN: AMSRD-SB

3073 Aberdeen Blvd, Room 105

Aberdeen Proving Ground, MD 21005

Joe Bowers

(410) 278-3236

DSN: 298-3236

FAX: (410) 306-3596

U.S. Army Research Laboratory (ARL)

ATTN: AMSRD-ARL-D-SB

2800 Powder Mill Road

Adelphi, MD 20783-1197

Joyce McDonald

(301) 394-3692

DSN: 290-3692

FAX: (410) 306-3596

Army Research Office (ARO)

ATTN: AMSRD-ACC-R

Research Triangle Park, NC 27709-2211

David Christ

(919) 549-4278

DSN: 832-4278

FAX: (410) 306-3596

U.S. Army Soldier Systems Center (Natick)

ATTN: RDNS-BOB-B

Natick, MA 01760-5008

Christopher Sao

(508) 233-4367

DSN: 256-4367

FAX: (508) 233-4120



U.S. Army Aviation & Missile Research, Development and Engineering Center (AMRDEC)  
ATTN: AMSAM-SB  
Redstone Arsenal, AL 35898-5000  
Mary Birdsong  
(256) 876-5441  
DSN: 746-5441  
FAX: (256) 842-0085  
<https://osbp.redstone.army.mil/>

U.S. Army Armament Research, Development and Engineering Center (ARDEC)  
ATTN: AMSRD-AAR-SB  
Picatinny Arsenal, NJ 07806-5000  
Eric Bankit  
(973) 724-3068  
DSN: 880-3068  
FAX: (973) 724-3002  
<http://www.pica.army.mil/smallbusinessprogram/>

U.S. Army Communications-Electronics Life Cycle Management Command (CECOM LCMC)  
ATTN: AMSEL-SB  
Bldg. 6001  
Aberdeen Proving Ground, MD 21005  
Alice Williams  
(443) 861-4371  
[http://www.cerdec.army.mil/opportunities\\_and\\_services/partners\\_and\\_customers/](http://www.cerdec.army.mil/opportunities_and_services/partners_and_customers/)

U.S. Army Tank-Automotive Research, Development and Engineering Center (TARDEC)  
ATTN: AMSTA-MSH-B/Mail Stop 728  
6501 E. 11 Mile Road  
Warren, MI 48397-5000  
Marie Gapinski  
(586) 282-5388  
DSN: 786-5388  
FAX: (586) 282-5560  
<http://contracting.tacom.army.mil/sbo/sbo.htm>

***Small Business = Something Big!***



## U.S. Army TACOM Life Cycle Management Command (TACOM LCMC)

### TACOM LCMC

ATTN: AMSTA-MSH-B/Mail Stop 728  
6501 E. 11 Mile Road  
Warren, MI 48397-5000

Associate Director, Office of Small Business Programs  
Marie Gapinski

Main Office Number: (586) 282-5388  
Email: [usarmy.detroit.tacom.mbx.lcmc-osbp@mail.mil](mailto:usarmy.detroit.tacom.mbx.lcmc-osbp@mail.mil)

FAX: (586) 282-5560  
<http://contracting.tacom.army.mil/sbo/sbo.htm>

**Mission:** Life-cycle manager of the Army's ground combat equipment. It develops, fields and sustains thousands of mobility, armament and ground soldier end items that fall into the product lines of: combat, tactical, mine protected and commercial vehicles; trailers; construction and material handling equipment; tactical bridges; fuel and water distribution equipment; chemical defense equipment; large caliber guns, howitzers and mortars; rifles and machine guns; aircraft armaments; rail; watercraft; sets, kits and outfits; shop equipment; fuel and lubricant products; and soldier equipment. TACOM LCMC also has industrial base responsibilities, entailing the manufacture of munitions, the repair and overhaul of combat and tactical vehicles, and the storage of equipment. With an annual budget exceeding \$25 Billion, TACOM LCMC is at the forefront of executing the Army's Future Combat Force Strategy.

### Top NAICS:

336992 Military Armored Vehicle, Tank, and Tank Component Manufacturing  
336212 Truck Trailer Manufacturing  
541330 Engineering Services  
336112 Light Truck and Utility Vehicle Manufacturing  
332994 Small Arms Manufacturing  
561210 Facilities Support Services  
333120 Construction Machinery Manufacturing  
332212 Hand and Edge Tool Manufacturing  
541712 Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)  
336999 All Other Transportation Equipment Manufacturing  
333924 Industrial Truck, Tractor, Trailer, and Stacker Machinery Manufacturing  
336211 Motor Vehicle Body Manufacturing  
336214 Travel Trailer and Camper Manufacturing



336120 Heavy Duty Truck Manufacturing

**Top NAICS (Cont'd):**

336399 All Other Motor Vehicle Parts Manufacturing

334511 Search, Detection, Navigation, Guidance, Aeronautical, and Nautical System and Instrument Manufacturing

333314 Optical Instrument and Lens Manufacturing

332312 Fabricated Structural Metal Manufacturing

334517 Irradiation Apparatus Manufacturing

332999 All Other Miscellaneous Fabricated Metal Product Manufacturing

**TACOM LCMC Activities:**

**Anniston Army Depot**

ATTN: TA-AN-CTCS

7 Frankford Ave.

Anniston, AL 36201-4199

Gregory Wynne

Phone : (256) 235-3398

DSN: 571-3398

Fax: (256) 235-6353

ACC Wrn (ANAD)/Bldg 35

David Bunt

PHONE: (256)-245-6231

TAAN/Bldg 35

Jeffrey Cote

PHONE: (256) 235-4281

**Red River Army Depot**

ATTN: TA-RR-P

100 James Carlow Dr., Bldg 431

Texarkana, TX 75507-5000

Don Kennedy

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DSN: 829-3989

Fax: (903) 334-4141



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100 James Carlow Dr., Bldg 431  
Texarkana, TX 75507-5000  
Tara Zwermann  
CCTA-HDR-P  
Phone: (903) 334-3471  
DSN: 829-3471  
Fax: (903) 334-4141

**Sierra Army Depot**  
ATTN: CCTA-HDS  
74C Street, Bldg 60  
Herlong, CA 96113-5009  
Tracy Marino  
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Fax: (530) 827-4722

**Watervliet Arsenal**  
ATTN: CCTA-HDW  
1 Buffington Street, Bldg 10/Room 210A  
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Watervliet, NY 12189-4000  
Gerard Mangione  
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DSN: 374-5439  
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Annette Rodriguez  
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DSN: 374-5074  
Fax: (518) 266-5200



## SUGGESTED GOVERNMENT WEBSITES

### **AMC Office of Small Business Programs**

<http://www.amc.army.mil/pa/SMALLBUSINESS.asp>

### **Army Office of Small Business Programs**

<http://www.sellingtoarmy.info/user/showpage.aspx?SectionID=9>

### **Army Search for Contracting Awards by Federal Supply Code**

<http://www.sellingtoarmy.net/User/Misc/FSCSearch.aspx>

### **DOD**

<http://www.defense.gov>

### **Defense Logistics Agency (DLA)**

<http://www.dla.mil/db/>

### **DoD Subcontracting Directory**

[http://www.acq.osd.mil/osbp/doing\\_business/subdir-2005-11.pdf](http://www.acq.osd.mil/osbp/doing_business/subdir-2005-11.pdf)

### **Small Business Administration**

<http://www.sba.gov> and <http://www.sba.gov/aboutsba/index.html>

### **GSA Selling to the Government**

[http://www.gsa.gov/Portal/gsa/ep/contentView.do?P=FX7&contentId=8202&contentType=GSA\\_OVERVIEW](http://www.gsa.gov/Portal/gsa/ep/contentView.do?P=FX7&contentId=8202&contentType=GSA_OVERVIEW)

### **Central Contractor Registration (CCR)**

<http://www.ccr.gov>

### **Federal Acquisition Regulation (FAR)**

<http://www.acquisition.gov/far/>

### **Army Federal Acquisition Regulations Supplement (AFARS)**

<http://farsite.hill.af.mil/VFAFAR1.HTM>

### **Defense Federal Acquisition Regulations Supplement (DFARS)**

<http://www.acq.osd.mil/dpap/dars/dfars/index.htm>

### **DFARS Procedures, Guidance and Information (PGI)**

<http://www.acq.osd.mil/dpap/dars/pgi/index.htm>

### **Procurement Technical Assistance Centers (PTAC)**

<http://www.aptac-us.org/new/>

### **Center for Veterans Enterprise**

<http://www.vetbiz.gov>

### **Office of Women's Business Ownership Entrepreneurial Development**

<http://www.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html>