

PART 1

HOW TO GET STARTED

INTRODUCTION

The DoD is ready to do business, on a competitive basis, with competent firms that can supply the products or services it needs. Defense purchasing activities are particularly interested in establishing contacts with small business firms, small disadvantaged business firms, women-owned small business firms, and firms in labor surplus areas.

Interested firms must help themselves by learning how DoD conducts its business, and by seeking out those military purchasing offices that buy the products and services they can supply.

Actually, there are few differences between your commercial business and selling your products or services to the various DoD organizations. Basic principles followed in selling within the commercial business field generally apply in dealing with DoD. Two principles especially appropriate in establishing and keeping a working relationship with military purchasing activities are:

- o Learn both the needs and the buying practices of your potential customer.
- o Follow leads on where buying is done, and seek sales opportunities throughout DoD.

This handbook is intended to provide firms that have little or no experience in selling to DoD with basic information about how DoD conducts its business, and with specific information for locating sales opportunities.

DoD CONTRACTING PRINCIPLES AND PRACTICES

The basic contracting rules for all Federal Government agencies are set forth in the Federal Acquisition Regulation (FAR). Additional rules unique to DoD are set forth in the DoD FAR Supplement (DFARS). These publications can be reviewed at any DoD purchasing or contract administration office, at any Small Business Administration (SBA) office, and at many local libraries (where they are known as Chapters 1 and 2 of Title 48 of the Code of Federal Regulations). If you need to own copies, ordering information for them (and for all other publications mentioned in this handbook) is set forth in Appendix A. To be a successful Defense contractor, you must have a working knowledge of both of these regulations.

How DoD Buys

Almost 98 percent of DoD's purchase transactions are for \$25,000 or less. Although they account for less than 20 percent of DoD's procurement dollars, they total in the billions of dollars each year. Most of these millions of actions are accomplished using simplified small purchase

procedures. Oral solicitations or very brief written requests for quotations are issued to prospective suppliers in the local purchasing area. The successful quoter is issued a purchase order, and compliance with the order (i.e., delivering the product or performing the service) constitutes contract acceptance and fulfillment.

Purchases over \$25,000 are made by sealed bidding (formerly called formal advertising), by competitive proposals, or (in unusual circumstances only) by other-than-competitive procedures. Sealed bids are used when the Government knows exactly what it needs, while competitive proposals allow flexibility in defining the exact requirement or the terms and conditions of the procurement.

Procurement by sealed bidding begins with the issuance of an invitation for bids (IFB) containing all the information bidders need to respond. The IFB states the needs of the purchasing activity and defines the work in sufficient detail to permit all bidders to compete on the same basis. It also identifies all factors to be considered in evaluating the bids. A standard form is provided on which bids are submitted, and a specific time is set for bid opening. The opening is held in public (you can attend), and the contract is awarded to that responsible bidder whose bid offers the lowest cost to the Government.

When sealed bids are not appropriate, competitive proposals are solicited. The purchasing office issues a request for proposals (RFP). After reviewing the proposals received, the contracting officer ordinarily will negotiate with those suppliers that have submitted acceptable proposals, seeking the most advantageous contract for the Government.

Types of Contracts

DoD generally uses fixed-price contracts to acquire products and services. Cost-reimbursement contracts are used only when fixed-price contracts are not feasible. Most research and development (R&D) contracts are of the cost-reimbursement type. Fees under cost-reimbursement contracts are either fixed at the outset or subject to adjustment in accordance with a formula established in the contract. When unusual circumstances exist, a letter of intent may be used to authorize a contractor to start work before the final contract is executed.

Special Help for Small Businesses

It is national policy that a fair proportion of the products and services used by DoD shall be purchased from small businesses and small disadvantaged businesses. Certain factors limit DoD's ability to contract with small business. Vast amounts of facilities and working capital are required to produce major weapons systems. In many cases, even the resources of large business can be strained by performance and cost risks. To offset these factors, DoD has implemented a major program to ensure the award of a fair proportion of its contracts to small businesses. This program includes special personnel to assist small businesses, and the following purchasing procedures:

- o Permitting offers on less than the total requirements for terms and allowing the maximum time possible for preparation of offers.

- o Setting aside, for award to small business only, any procurements where there is a reasonable expectation that at least two responsible small businesses will offer the products of small business concerns at reasonable prices. Most purchases under \$25,000 and construction contracts under small business. Once a product or service has been successfully purchased under a small business set-aside, future purchases are usually also set aside.

- o Setting aside a portion of a procurement that would otherwise be too large for a total small business set-aside. Any business, large or small can compete for the non set-aside portion. Small business is then given the opportunity to receive a contract for the set-aside portion at the price of the non set-aside portion.

- o Having the SBA review a small business' capability in the event the contracting officer determines it to be nonresponsible (see Preaward Determination of Responsibility below).

- o Encouraging large DoD contractors to subcontract with small businesses and women-owned small businesses.

In addition to helping all small business firms, DoD provides special emphasis to increase participation by small disadvantaged business firms. The main features are as follows:

- o Seeking small disadvantaged business firms to supply the needed products and services, and setting aside for small disadvantaged business firms those solicitations where DoD can expect to obtain satisfactory performance, adequate competition, and a reasonable price from among the respondents.

- o Contracting directly with the SBA, which will then subcontract the work to small businesses certified by the SBA as being socially and economically disadvantaged. DoD and SBA identify products and services that can be provided by small disadvantaged businesses that have an SBA-approved business development plan. The FAR (Subpart 19.8) provides detailed information on this procedure.

- o Encouraging special attention to small disadvantaged business firm by DoD's large prime contractors in their programs of subcontracting.

Preaward Determination of Responsibility

DoD awards contracts only to contractors found responsible. The purchasing activity must evaluate the offerors in order to make a positive finding as to responsibility.

Getting accepted as a "responsible" contractor is not like getting on a qualified products list. You can't arrange for a survey at your convenience and wait until you are approved before submitting an offer. The determination of responsibility is done only in connection with an offer when you are the apparent low offeror. To be found responsible, you must be able to demonstrate that you (1) have, or are able to obtain, adequate financial resources; (2) are able to comply with the delivery requirements; (3) have a satisfactory record of performance; (4) have a satisfactory record of integrity and business ethics; (5) have, or are able to obtain, the

necessary

organization, experience, accounting and operational controls, and technical skills; (6) have, or are able to obtain, the necessary production, construction, and technical equipment and facilities; and (7) are otherwise qualified and eligible to receive an award under applicable laws and regulations.

Sometimes a contracting officer proposes to reject the low offer of a small business firm because of doubt as to whether the firm is sufficiently responsible to perform the contract. In that event, the case must be referred to the SBA. If the SBA determines that the small business firm is responsible, it issues a Certificate of Competency (CoC) to the contracting officer, who then must award the contract to the small business firm.

THE DoD SYSTEM OF SPECIFICATIONS AND STANDARDS

DoD has exact specifications for most of the products and services it buys repeatedly. You should be familiar with the types of specifications, and you should know how to obtain them. Specifications are comprehensive descriptions of the technical requirements for material, equipment, and services. In addition to its specifications, DoD uses standards that establish the engineering and technical limitations and applications of items, materials, processes, methods, and engineering practices. Standards are used to ensure maximum uniformity in materials and equipment and to foster interchangeability of parts used in these products. Standards may be separately stated in a description of a need, but frequently they are also included in military specifications. Though use of Military specifications and standards remained the rule within DoD, there is increasing emphasis on maximizing the utilization of commercial specifications and standards whenever practicable.

Types of Specifications

DoD uses (1) military specifications covering intrinsically military items; (2) Federal specifications covering items with no special military characteristics; and (3) commercial item descriptions that describe products available commercially.

Military specifications are identified by a symbol composed of three parts: (1) the letters "MIL;" (2) a single letter that usually is the first letter of the first word in the title; and (3) a nonsignificant number. Example: MIL-M-2241, Microscope, Stage Micrometer. The letters "DoD" replace the "MIL" in new and revised military specifications covering "metric" items as opposed to items described in inch/pound values.

Federal specification numbers are made up of two nonsignificant groups of letters followed by numbers, such as H-R-550, Roller, kit, paint or GG-C-455, Clocks, portable, watchman's.

Sometimes a commercial item description will identify one or more brand-name products, followed by the words "or equal." If you offer to supply the named product, your offer will be evaluated in the normal fashion. If, however, you plan to supply an "equal" product, you must furnish information with your offer to support your claim of equality.

Two indexes of the specifications and standards used by DoD are available. The Index of Federal Specifications, Standards, and Commercial Item Descriptions and the Department of Defense Index of Specifications and Standards are both for sale on a subscription basis by the Government Printing Office.

How to Acquire Specifications

Department of Defense Single Stock Point (DoDSSP) - The DoDSSP was created to centralize control and distribution, and provide access to the vast technical information within the collection (over 47,000 document) of military specifications and standards and related information produced or adopted by the DoD. Always under Navy sponsorship, the DoDSSP mission was assumed in October 1990 by Navy Publishing and Printing Service.

The Navy Publishing and Printing Service in Philadelphia, PA is the DoD central distribution point for all military specifications and standards. The Service electronically stores all specifications and standards and can print them on request and mail copies normally within 3 working days. The brochure A Guide for Private Industry provides detailed information on obtaining these documents. Appendix C includes a copy of DD Form 1425, Specifications and Standards Requisition. DD Form 1425 is the preferred means to order specifications and standards. If you are seriously interested in becoming a DoD contractor, you should order in advance and keep on file the general specifications for the items you produce. Currently, the Navy Publishing and Printing Service serves over 120,000 customers, including all military services; federal, state, municipal agencies, foreign government, industrial and commercial firms, both national and foreign, and the general public.

Two Methods of Obtaining Documents - Private industry has two ways to obtain standardization documents from the DoDSSP: subscription to automatic distribution; or on an ad hoc basis. Automatic distribution provides new and/or revised documents on a "push" basis, whereas ad hoc needs are fulfilled on a "pull" basis in that specific document requests are made by private industry to the DoDSSP. The method which is best for you is dependent on your needs. If your needs for Military Specifications and Standards documents are infrequent and limited in size, the ad hoc request method is recommended. For document needs on a recurring basis and broader in scope, the automatic distribution method would be best suited for you. Both methods are further described below.

Ad Hoc Requests - All ad hoc standardization document requests are handled through an automated system called the Navy Publishing on Demand System (NPODS). NPODS stores most standard documents as images on optical discs. As document requests are received, the appropriate document images are retrieved from optical storage and printed "on demand" by high speed laser output devices, packaged and then shipped. For special documents (such as color or oversized) that cannot be optically stored and are warehouse maintained, NPODS retains inventory data for efficient management. NPODS generates status letters to customers if an order cannot be completed as requested. NPODS retains records of completed orders for customer follow-up for a limited time only. No confirmation of orders received/processed is provided.

TeleSpecs - This automated system is your direct connection to the NPODS, eliminating mail delays and putting you in control of the document request process. TeleSpecs requires only a touch tone phone, working similar to a bank's customer account information system. To use TeleSpecs you first obtain a customer number. If you have placed an ad hoc document request within the past several years, a customer number was assigned and was shown on the shipping invoice. If you have not been assigned a customer number and your request is urgent, you may obtain one from the Special Assistance Desk, (215) 697-2667/2179. TeleSpecs also allows you to receive immediate status or follow up on a previous order.

>Substitute the numbers "7" and "9" for letters "Q" or "Z" not found on touch phone. Example: to order MIL Q 9858 input MIL 7 9858.

>Maximum of 5 document requests per order.

>Eliminate all document identifier special characters such as slashes, dashes, periods.

>Eliminate document identifier revision level as system always supplies current version. Example: input MIL STD 1840A as MIL STD 1840.

>On-Line "Help" is available at any time by pressing #key.

>If a document cannot be furnished as requested, TeleSpecs provides on-line status only, i.e., no status letters are provided.

Mail and FAX Requests - Requests may also be made or FAX in any form, although we prefer to receive requests on the DoD Specification and Standards order form (DD Form 425) or company letter head. Every order shipped will include a blank copy of the DD Form 1425.

All requests should include the following information:

1. Your assigned customer number or your CAGE (Commercial And Government Entity) number (formerly FSCM). If this is your first order and you do not have a CAGE number, a customer number will be assigned for future orders.
2. Indicate your complete mailing address, including any specific information required to identify and direct the order when received.
3. List each desired specification or standard by document identifier as recorded in the Department of Defense Index of Specifications and Standards (DoDISS), e.g., MIL-A, MIL-STD, MS, QPL, etc. Document titles are also helpful.
4. Indicate quantity desired. The maximum quantity issued per item is five (5).

Mail orders to:
DoDSSP

Standardization Document Order Desk

700 Robbins Avenue, Bldg. 4D
Philadelphia, PA 19111-5094

FAX
(215) 697-2978

Note: Although FAX is available, placing a request through TeleSpecs is recommended as it is the fastest and most accurate procedure.

Turnabout Time - Document requests or status letters produced from mail and FAX requests are usually shipped within 1 to 5 days of request receipt. Because requests placed through TeleSpecs or FAX reach the DoDSSP faster, turnaround is less than mailed requests. Orders are shipped from the DoDSSP by several different carriers, depending on factors such as weight and destination. Be sure to allow 1 to 2 weeks for shipping.

Important Order Information for all Ad Hoc Requests

- o Only the specification request will be issued. Documents referenced within a specification must be requested individually.
- o All amendments and revisions will be automatically issued with the basic specification.
- o When submitting multiple mail requests, place the mailing address on each request form.
- o If handwritten requests are to be submitted, please use black or dark blue ink only.
- o Slash sheets, such a MIL-E-1/306 must be individually requested by document number. Slash sheets will not be issued as a set.
- o The DoDSSP supplies the current version of the document. Superseded or cancelled documents must be requested through the procurement contracting officer of the military activity citing the need for the document.
- o Do not submit a request for a specification citing national stock number of an item covered by the specification. DoDSSP has no method to cross reference a national stock number to the applicable specification number.
- o Non-Government/Industry standards stocked at the DoDSSP are not available to private industry and must be ordered from the preparing technical societies.
- o The DoDSSP issues only printed documents. We do not maintain microfiche copies of standardization documents for issue.
- o The DoDSSP does not maintain a file of Invitations for Bid, Requests for Proposals, contracts, etc., so each individual request must list the document identifier desired.

Automatic Distribution Subsystems Service

A subscription service is available to private industry providing automatic distribution of new and/or revised unrestricted and unclassified standardization documents. Upon payment of a subscription fee, the subscriber will receive one copy each of any new or revised documents for a one year period after the effective subscription date. (Documents issued prior to the subscription date must be ordered individually using the Ad Hoc request method.)

Subscriptions will be accepted on a Federal Supply Class basis for a single class or for as many individual classes as the subscriber chooses. The cost per class is \$16.00.

A subscription service is available to private industry providing automatic distribution of new and/or revised unrestricted and unclassified Data Item Description (DID's). Upon payment of a subscription fee, the subscriber will receive one copy each of any new or revised documents for a one year period after the effective subscription date. (AMSDL 5010.12L lists all active and cancelled DID's included with this subscription.) The AMSDL 5010.12L is issued twice a year with notices as needed. The cost is \$16.00 per year. The Catalog Handbook H2-1 lists all Federal Supply Classes according to subject (example: under Group 47, the title of FSC 4710 is "Pipe and Tube"). Copies of this publication can be obtained at no charge from the Subscription Desk.

The procedure for submitting a subscription request is simple:

1. Address your request in letter form, to the Subscription Services Desk address.
2. List the desired Federal Supply Class(es) or Area Assignment(s).
3. Enclose a check or money order (do not send cash) payable to NPPSO, Philadelphia for \$16.00 for each Federal Supply Class desired.

Mail Subscription Requests to:

DoDSSP

Standardization Document Order Desk

700 Robbins Avenue, Bldg. 4D

Philadelphia, PA 19111-5094

Phone

(215) 697-2569

For further information about or questions concerning subscription services, contact the Subscription Services Desk.

Contractors using the subscription service are not relieved of any responsibilities in complying with military contracts.

Special Assistance Desk - A special assistance desk is available Monday through Friday 7:30 AM to 4:30 PM (Eastern Time) to assist you in matters such as:

- o Inquiries about our services
- o Status of orders previous place
- o Establishing a customer account

- o Sources for documents not at the DoDSSP
- o Special requests such as obtaining a complete set of documents
- o Assistance determine documents identifiers

The Navy Publishing and Printing Service is interested in your comments about the service it provides. The Navy Publishing and Printing Service is also interested in any suggestion you may have which will assist in making future improvements. Comments or suggestions may be communicated to:

Special Assistance Desk

(215) 697-2667/2179

Note: Order not accepted on these lines

7:30 AM to 4:30 PM

(Eastern Time)

or write to:

DoDSSP

Special Assistance Desk

700 Robbins Avenue, Bldg. 4D

Philadelphia, PA 19111-5094

Qualification Lists

Some specifications require qualification of the products they describe. This occurs when:

- o The time required to conduct tests will exceed 30 days;
- o Quality conformance inspection would require special equipment not commonly available; or
- o The specification covers life survival or emergency life saving equipment.

The specifications for those products requiring qualifications testing include the requirements for qualification, the qualification tests, and the name of the activity responsible for qualification. Products that are qualified are listed on qualified products lists, qualified manufacturers lists, and qualified bidders lists. When there is a need for a product for which a qualification requirement exists, bids or proposals are usually accepted only from firms on the appropriate list. Normally, it is too late to perform qualification testing after a procurement is announced. Therefore, if you are interested in supplying a product whose specification requires qualification, you should arrange to have your product qualified at the earliest practicable date. Under certain conditions, the activity establishing the qualification requirement must bear the cost for qualifying the product of a small business concern. Subpart 9.2 of the FAR provides detailed information on qualification procedures.

The Federal Supply System

The Federal Government buys, stocks, and uses over 6 million items. As a prospective supplier, you should know some basics about the system that manages those items.

The catalog of the supply systems assigns National Stock Numbers (NSNs) to each item the Government uses. The NSN is a 13 digit number assigned by the Defense Logistics Service Center (DLSC), Battle Creek, Michigan. The first four digits identifies the Federal Supply Class (FSC) of the product. The next nine numbers represent the National Item Identification Number (NIIN). The first two numbers of the NIIN identifies the country of origin. The remaining seven digits identifies the specific item. DLSC currently lists over 6 million NSNs. For information on NSNs, telephone customer service, (616) 961-4725; for NATO countries telephone (616) 961-4334.

The FSC system has three major subdivisions, which are dealt with in three different ways. The first major subdivision is R&D. See Part 3 of this handbook for information about contracts for R&D.

All other services - as distinguished from R&D - are coded, in the FSC system, with a code that consists of one letter and three digits. The initial letter serves to group similar services. Table 1 lists these service group identifiers. These groups are subdivided, sometimes into only a few specific codes and sometimes into many. You should know which letter group seems to cover the service you can furnish.

TABLE 1
FEDERAL SUPPLY CLASSIFICATION GROUPS
(for services other than research and development)

FSC Group	Description
B	Special studies and analyses - National R&D
C	Architect and engineering services - construction
D	Automatic data processing and telecommunication services
E	Purchase of structures and facilities
F	Natural resources and conservation services
G	Social services
H	Quality control, testing, and inspection services
J	Maintenance, repair, and rebuilding of equipment
K	Modification of equipment
L	Technical representative services
M	Operation of Government-owned facilities
N	Installation of equipment
P	Salvage services
Q	Medical services
R	Professional, administrative, and management support services
S	Utilities and housekeeping services
T	Photographic, mapping, printing, and publication services
U	Education and training services
V	Transportation, travel and relocation services
W	Lease or rental of equipment
X	Lease or rental of facilities
Y	Construction of structures and facilities
Z	Maintenance, repair, or alteration of real property

The FSC system is most important to you in connection with DoD acquisitions of supplies and equipment. Here the identification is either by two-digit groups or by four-digit individual codes. Table 2 lists the two-digit groups. The listing of products and services in Part 2 of this handbook is arranged in FSC sequence. Sometimes only the two-digit code is used; this means that, in general, the same major buying offices buy most of the products in the group. In other cases, some or all of the four-digit codes are listed; this means that there are differences in buying patterns. You should know at least the two-digit code, and preferably the four-digit code, covering each of your products.

TABLE 2
FEDERAL SUPPLY CLASSIFICATION GROUPS
(for supplies and equipment)

FSC Group	Description
10	Weapons
11	Nuclear ordnance
12	Fire control equipment
13	Ammunition and explosives
14	Guided missiles
15	Aircraft and airframe structural components
16	Aircraft components and accessories
17	Aircraft launching, landing, and ground handling equipment
18	Space vehicles
19	Ships, small craft, pontoons, and floating docks
20	Ship and marine equipment
22	Railway equipment
23	Ground effect vehicles, motor vehicles, trailers, and cycles
24	Tractors
25	Vehicular equipment components
26	Tires and tubes
28	Engines, turbines, and components
29	Engine accessories
30	Mechanical power transmission equipment
31	Bearings
32	Woodworking machinery and equipment
34	Metalworking machinery
35	Service and trade equipment
36	Special industrial machinery
37	Agricultural machinery and equipment
38	Construction, mining, excavating, and highway maintenance equipment
39	Materials handling equipment
40	Rope, cable, chain, and fittings
41	Refrigeration, air conditioning, and air circulating equipment
42	Fire fighting, rescue, and safety equipment
43	Pumps and compressors
44	Furnace, steam plant, and drying equipment; nuclear reactors
45	Plumbing, heating, and sanitation equipment
46	Water purification and sewage treatment equipment
47	Pipe, tubing, hose, and fittings
48	Valves
49	Maintenance and repair shop equipment
51	Hand tools
52	Measuring tools

53	Hardware and abrasives
54	Prefabricated structures and scaffolding
55	Lumber, mill work, plywood, and veneer
56	Construction and building material
58	Communication, detection, and coherent radiation equipment
59	Electrical/electronic equipment components
60	Fiber optics materials, components, assemblies and accessories
61	Electric wire and power distribution equipment
62	Lighting fixtures and lamps
63	Alarm, signal, and security detection systems
65	Medical, dental, and veterinary equipment and supplies
66	Instruments and laboratory equipment
67	Photographic equipment
68	Chemicals and chemical products
69	Training aids and devices
70	General-purpose automatic data processing (ADP) equipment (including firmware), software, supplies, and support equipment
71	Furniture
72	Household and commercial furnishings and appliances
73	Food preparation and serving equipment
74	Office machines, text processing systems and visible record equipment
75	Office supplies and devices
76	Books, maps, and other publications
77	Musical instruments, phonographs, and home type radios
78	Recreation and athletic equipment
79	Cleaning equipment and supplies
80	Brushes, paints, sealers, and adhesives
81	Containers, packaging, and packing supplies
83	Textiles, leather, furs, apparel, and shoe findings, tents and flags
84	Clothing, individual equipment, and insignia
85	Toiletries
87	Agricultural supplies
88	Live animals
89	Subsistence
91	Fuels, lubricants, oils, and waxes
93	Nonmetallic fabricated materials
94	Nonmetallic crude materials
95	Metal bars, sheets, and shapes
96	Ores, minerals, and their primary products
99	Miscellaneous

Introducing a New Item

The Federal Government, especially DoD, buys many different products. If your firm makes a product, there is a good chance that DoD already buys something like it. If so, the

advice in the following section may help you find a purchaser. You may feel, however, that your product is unique. How then should you proceed?

The Federal catalog system, described above, is based on the idea of one NSN for any one item, and the assignment of each particular class of product to a single manager. To sell your item, you need to get it assigned an NSN. The first step is for you to find out what the Government already buys. You should obtain the specifications (and standards, if applicable) for products similar to yours. Any Government small business specialist can help you review the indexes mentioned above under "Types of Specifications." You should study the differences between your item and those now in the system. You can then get in touch with the organization that writes specifications for items such as yours. You can try to persuade it to modify the specification so that your product will be acceptable under an existing NSN, or to write a new specification to cover your product. Before doing this, the organization will need to determine the potential need for the product; you may be able to help at this point.

If your new item has been accepted in the commercial marketplace but does not yet have an NSN, you may be able to arrange for it to be put on a New Item Introductory Schedule. The General Services Administration (GSA) uses that process when various Federal agencies might be interested in the new product. GSA's Business Service Centers are listed in Part 6 of this handbook.

SOURCES OF INFORMATION ON DEFENSE PROCUREMENT

If you want to do business with DoD, you should determine whether there is a DoD market for your products or services. Parts 2, 3, and 4 of this handbook identify the products and services used by DoD and the offices that buy them. A review of these parts of the handbook will indicate whether there is a potential market for your products or services within DoD. Note that while DoD purchases products and services to meet specific operational or inventory level requirements, the timing of the purchases depends on the Federal Government's budget process. In addition to the existence of the potential need and the specific purchase office you may sell to, you need to know when your products or services will be purchased.

Small Business Advisors

Every DoD purchasing office has at least one person called a small business specialist. These specialists can provide information about contracting and subcontracting opportunities with that office and at other DoD purchasing offices. The telephone number provided for each activity listed in this handbook is that of this specialist. In addition, DoD publishes a directory of its small business specialists listing, by name, location, and phone number, every such specialist in DoD.

Solicitation Mailing Lists

Every DoD purchasing activity maintains lists of prospective suppliers that have indicated their desire to sell their products or services to that activity. These solicitation mailing lists (SMLs) are the key to obtaining maximum opportunities to compete for DoD requirements. When your name is placed on an SML, most solicitations for that product or service will

automatically be issued to you. When an SML is extremely long, the purchasing activity may use only a portion of it for any one solicitation. In such situations, a prorata number of small

businesses will be included in the solicitation. If you do not respond, either by an offer or by a request for retention on the list, to each solicitation you receive, your name may be deleted from the SML. Detailed instructions for getting listed in SMLs are provided below, in the section entitled "Making Your Capabilities Known."

Bid Boards

Every DoD purchasing activity maintains, in a public place, a bulletin board on which is displayed a copy of each solicitation it issues for unclassified actions. If it is impractical to post a copy of the solicitation, the bulletin board notice describes the solicitation and tells where a copy may be examined. The solicitation or notice is posted on the bid board on the date the solicitation is issued and is kept there for 7 calendar days after the offers have been opened.

Commerce Business Daily

Another way to learn of proposed purchases is through the Commerce Business Daily (CBD). This paper, published every working day by the Department of Commerce, lists virtually every proposed DoD procurement estimated to exceed \$25,000. It lists major DoD prime contract awards that have potential subcontracting opportunities. It also contains information about DoD needs for R&D efforts in fields in which unsolicited proposals may be appropriate. Each issue of the CBD contains large amounts of information in highly condensed form. Explanatory notes are included only in the Monday edition. It may be advisable to review a copy before subscribing; only you can determine its utility for your particular needs. The CBD is available for inspection at each DoD purchasing and contract administration activity and at all field offices of the SBA, the Department of Commerce, and GSA, as well as some local chambers of commerce and libraries. Subscription information is provided in Appendix A.

Small Business Innovation Research Program (SBIR) and Small Business Technology Transfer (STTR) Programs

The purpose of DoD's SBIR and STTR programs is to harness the innovative talents of our nation's small technology companies for the benefit of the U.S. military and the U.S. economy.

DoD's SBIR program funds early-stage R&D projects at small technology companies -- projects which serve a DoD need and have the potential for commercialization in private sector and/or military markets. The program, funded at roughly \$450 million per year, is part of a larger (\$850 million) federal SBIR program administered by ten federal agencies. (For information on the ten-agency federal SBIR program, call the Small Business Administration at (202) 205-6450, or see the SBA's SBIR/STTR Home Page, at http://www.sbaonline.sba.gov/Research_And_Development.)

As part of its SBIR program, the DoD issues an SBIR research solicitation twice a year, describing its R&D needs and inviting R&D proposals from small companies. Companies apply first for a six-month phase I award of up to \$100,000 to test the scientific, technical, and commercial merit and feasibility of a particular concept. If phase I proves successful, the company may be invited to apply for a two-year phase II award of up to \$750,000 to further

develop the concept, usually to the prototype stage. Proposals are judged competitively on the basis of scientific, technical, and commercial merit. Following completion of phase II, small companies are expected to obtain funding from the private sector and/or non-SBIR government sources to develop the concept into a product for sale in private sector and/or military markets.

In 1992, Congress established the STTR pilot program. STTR is similar in structure to SBIR but funds *cooperative* R&D projects involving a small business and a university, federally-funded R&D center, or nonprofit research institution. DoD's STTR program, funded at \$30 million in fiscal year 1996, is part of a larger (\$60 million) federal STTR program administered by five federal agencies. (For information on the five-agency federal STTR program, call the Small Business Administration at (202) 205-6450, or see the SBA's SBIR/STTR Home Page, at http://www.sbaonline.sba.gov/Research_And_Development). DoD issues one STTR research solicitation each year.

To obtain hard copies of current and future DoD SBIR and STTR solicitations, place your name and address on the SBIR/STTR mailing list by calling 800/DoD-SBIR or by sending an e-mail message to rsparks@DTIC.dla.mil. You can also access each solicitation electronically on the DoD SBIR/STTR Home Page (<http://www.acq.osd.mil/sadbu/sbir>), starting four to six weeks before the official opening date (i.e., before October 1 or May 1 for SBIR, and before December 1 for STTR).

If you have general questions about the DoD SBIR or STTR programs, please call the DoD SBIR/STTR Help Desk at 800/382-4634.

PROCUREMENT TECHNICAL ASSISTANCE (PTA) COOPERATIVE AGREEMENT PROGRAM

The PTA Program is a Congressionally authorized DoD initiative designed to establish a network of assistance offices for business entities seeking to market their goods and/or services to federal, state and local governments. The Defense Logistics Agency awards cost sharing cooperative agreements for this purpose. Recipients of these agreements are state and local governments, private nonprofit and tribal organizations and Indian economic enterprises. Recipients provide technical expertise in such areas as identifying bid opportunities through bid matching, bid and proposal preparation, preaward surveys, quality assurance and accounting systems. Business firms interested in marketing their products and/or services to the federal, state and local governments should contact these centers. More information regarding this Program and a current list of cooperative agreement recipients are available from the Program Manager, Small and Disadvantaged Business, Headquarters, Defense Logistics Agency, 8725 John J. Kingman Road, Suite 2533, Room 1127, Fort Belvoir, VA 22060-6221, telephone (703) 767-1650.

SUBCONTRACTING OPPORTUNITIES

Subcontracting offers small business firms an important means of participating in DoD purchasing. If your capabilities are such that prime contracts are not within your reach, you may want to consider subcontracting. Some of the most significant factors to consider in deciding whether you want to be a subcontractor to a DoD prime contractor are listed below:

- o Production for DoD is often intricate and exacting. Subcontractors frequently have to work to very close tolerances, under precise specifications, and with tight delivery schedules.
- o Subcontractors have no contractual relationship with the Government.
- o The prime contractor will need to know as much about your organization and its ability to perform the work as is needed to make the determination of responsibility described previously.

If you are interested in pursuing DoD subcontracting opportunities, there are two major sources of information. One is the CBD, which lists awards of contracts in excess of \$100,000 that provide subcontracting opportunities. The other stems from DoD's small business subcontracting efforts. Large business firms receiving DoD construction contracts in excess of \$1,000,000 or other contracts in excess of \$500,000 offering subcontracting possibilities are required to establish plans for subcontracting to small and small disadvantaged business. These contractors must designate a small business liaison officer to administer these plans. DoD annually publishes Subcontracting Opportunities with DoD Major Prime Contractors, which lists all these prime contractors, their product lines, and the names and telephone numbers of their small business liaison officers. This directory is a major source of leads to subcontracting opportunities with DoD prime contractors.

MAKING YOUR CAPABILITIES KNOWN

If you find a potential match between DoD's needs and your firm's capabilities, you need to make these capabilities known. The ways to do this vary depending on the nature of your business. The suggestions provided here are in addition to your normal marketing procedures.

Getting on Solicitation Mailing Lists (SML)

The most common way to match your capabilities with the potential DoD market is to have your firm listed on the appropriate SMLs of those activities you hope to contract with for your products or services. To accomplish this, you should get advice from the small business specialists at your selected purchasing activities. Virtually every DoD purchasing activity uses Standard Form 129, Solicitation Mailing List Application. However, this basic document almost always needs to be supplemented by other documents or listings useful only in the individual activity. You must submit a separate application to each activity you hope to sell to. Note that each activity may have slightly different instructions for this information. To ensure that your capabilities will be made known at each purchasing activity, be sure you follow the specific procedures and suggestions of that activity.

The small business specialist at any activity will furnish the forms free and will help you with their preparation. Purchasing activities identify source lists by means of the FSCs. This means you should know the FSC codes applicable to your products and services and enter them on your SML applications. Note that Part 2 of this handbook identifies the FSCs for products purchased by major military purchasing offices.

You will expedite the processing of your SML application if you also complete and submit a DD Form 2051, Request for Assignment of a Commercial and Government Entity (CAGE) Code. The CAGE code is a five position alpha numeric identifier assigned by the Defense Logistics Services Center, Battle Creek, Michigan. The code identifies the contractor plant or establishment as a unique entity. CAGE numbers are used by many purchasing activities to identify the firms with which they do business. This form is available also from the small business specialist at each DoD activity. A copy of DD Form 2051 is contained in Appendix C of this publication on pages C-27 and C-28.

Research and Development Brochures

If you are interested mainly in obtaining R&D contracts, you should consider preparing an R&D brochure covering your organization and its capabilities. Obtaining an R&D contract requires a selling job to the technical personnel of the appropriate DoD purchasing activity. Experienced firms report that a well-thought-out brochure quickly establishes their basic qualifications and field of endeavor. At a minimum, an R&D brochure should identify work you have done or are doing, the type of work for which you are specially qualified, and the names and qualifications of key scientific and primary technical personnel on your staff or available to you, and should describe your facilities and equipment. Note any Government prime or subcontract work you may have done, together with any DoD or other Government agency security clearance you may have. When you contact a DoD purchasing office, you should present your brochure to both the contracting and the technical personnel.

Unsolicited Proposals

Sometimes you can create your own contracting opportunities by submitting unsolicited proposals to perform R&D work or to introduce a new or improved item that may be of interest to DoD. You can learn about DoD R&D needs from advance notices in the CBD. Informal contacts with agency personnel are also a good means of obtaining this information. To be considered, an unsolicited proposal must offer a unique and innovative concept to the Government. Your proposal should contain an abstract of the proposed effort, the method of approach, and the extent of the effort. It should also include a proposed price or estimated cost. If it includes any proprietary data you wish to protect against disclosure to third parties, you should clearly mark such data with a restrictive legend. Part 3 of this handbook provides detailed guidance for preparation of unsolicited proposals.

Special Procedures for Architect-Engineer Firms

Architect-engineer (A&E) services are contracted for under a special procedure established by law. It does not involve submission of bids, and SMLs are not maintained for A&E services. The selection of A&E firms for DoD contracts is based upon the professional qualifications necessary for satisfactory performance of the services required.

Selection is subject to the following criteria:

- o Professional qualifications necessary for satisfactory performance of required services.

- o Specialized experience and technical competence in the type of work required.
- o Capability to accomplish the work in the required time
- o Past performance on contracts (Government or commercial) in terms of cost control, quality of work, and compliance with performance schedules.
- o Location of the firm in the general geographical area of the project and knowledge of the locality of the project.
- o Volume of work previously awarded by DoD to the firm (the object is to effect equitable distribution of work among qualified A&E firms).

Firms wishing to be considered for A&E contracts should send their qualifications to the activities responsible for the geographic area(s) in which the firm desires to work. These qualifications must be submitted by filing Standard Form 254, Architect-Engineer and Related Services Questionnaire, with the selected activities. In response to a specific project announcement, interested firms should submit Standard Form 255, Architect-Engineer and Related Services Questionnaire for Specific Project. A copy of each of these forms is included in Appendix C. Additional forms may be obtained from any military or other Federal Government construction office.

All requirements for A&E services are publicly announced. When a contract is not expected to exceed \$10,000, an agency evaluation board or the chairperson of such a board will review the current data files on eligible firms (i.e., Standard Forms 254, Architect-Engineer and Related Services Questionnaire, and 255, Architect-Engineer and Related Services Questionnaire for Special Project, and performance reports) and evaluate those firms in accordance with the above criteria. A designated individual in the agency reviews this evaluation and establishes a listing, in order of preference, of at least three firms considered most highly qualified to perform the work. This list of "selected firms" is then provided to the contracting officer, who obtains a proposal from and negotiates with the most preferred firm. If a mutually satisfactory contract cannot be negotiated, the contracting officer so notifies that firm and proceeds to the next most preferred firm. For contracts expected to exceed \$10,000, the agency's evaluation board must hold discussions with at least three of the most highly qualified firms regarding concepts and the relative utility of alternative methods of furnishing the required services.

Contracts estimated to cost under \$85,000 are generally reserved for small business firms.

For more detailed information on A&E procedures, see Subpart 36.6 of the FAR.

Local Purchases

Virtually all military installations are authorized to make local purchases and to contract for various services. Typically, local purchases are made under the following conditions:

- o The purchase is small, usually \$25,000 or less.
- o The items to be purchased are not centrally procured or stocked.
- o The items are to be consumed locally.
- o The products or services are required for maintenance and repair of buildings of the installation or for equipment stored at the installation.

Examples of products and services purchased locally are office supplies, automotive spare parts, tools and equipment, some perishable food items for troop meals, laundry and dry cleaning, refuse collection, job-lot printing, and repair and maintenance.

For the most part, local purchases are made from sources near the purchasing installation. While proposed local purchases in excess of \$25,000 will be published in the CBD, most of those for lesser amounts will not. The marketing strategy for firms whose products and services correspond to the typical local purchase situation should be directed toward the requirements of military installations within their geographic area.

Electronic Commerce (EC) and Electronic Data Interchange (EDI)

Background - The DoD is rapidly moving to an electronic environment in the conduct of business transactions with private industry. By 1996, the bulk of DoD business transactions associated with procurement and contract administration will be electronically integrated. Business firms, both large and small, interested in doing business with the DoD will need to make appropriate adjustments to maintain a sound business relationship with the DoD.

EC & EDI - Consider EC as the conduct of business transactions (including the supporting functions of administration, finance, logistics, procurement, and transportation) between the DoD and private industry, using an integrated automated information environment. Consider EDI as the computer-to-computer exchange of routine business information using standard electronic formats. Translation software aids in that exchange by converting data extracted from your application data base into a standard EDI format for transmission to one or more trading partners. It also converts EDI-formatted data received from those trading partners into a file format your application system recognizes. Ultimately, the data is processed and written to your data base.

Benefits of Using EC/EDI - EC/EDI uses technology resources readily available commercially. Some firms currently possess the necessary technology and, accordingly, will not need to invest in capital resources. The generally acknowledged benefits of using EC/EDI are: improved business opportunities; improved record-keeping, fewer mistakes, reduced processing delays, less reliance on human interpretation of data; greater competition and reduced prices; reduced order time; savings from reduced inventories, elimination of lost documents; and better information for management decision-making.

Electronic Commerce Information Center (ECIC) - The ECIC was formally established in November 1994 to provide all necessary information to current and potential contractors and

governmental activities on how to conduct business electronically with the DoD and other federal agencies. The ECIC can be reached by phone from 8AM to 8PM EST at 1-800-EDI-3414 or (703)681-0211, by facsimile at (703)681-0349, or by mail at the following address: Electronic Commerce Program Office, 5111 Leesburg Pike, Suite 9104, ATTN: EC/EDI Information Center, Falls Church, Virginia 22041. The E-Mail address is dodedi@acq.osd.mil.

PART 2

PRODUCTS AND SERVICES BOUGHT BY MAJOR MILITARY PURCHASING OFFICES

This part deals with the major purchasing offices; it consists of two sections.

Pages 24 to 52 list the major military purchasing offices of the Army, Navy, Air Force, and Defense Logistics Agency (DLA). The accompanying description summarizes the procurement responsibilities of each of these offices. This list will help you determine which major purchasing offices offer sales opportunities for your firm. The telephone numbers are those of the small business specialists. The second section of this part (pages 53 to 66) lists the products and services purchased by the major military purchasing offices. It will be easier to locate sales opportunities for specific items from this list. These items are listed in the numerical sequence of their FSC codes. Once you have located the product or service in which you are interested, note the alphanumeric designators that appear after it. These designators refer back to the major purchasing offices. For example, look at the classification "FSC 1550, Drones" in the listings of products and services. After this classification appear "A-8, N-5, N-11 and AF-3." By turning to the list of major purchasing offices and locating these designators, you will find that drones are purchased by Redstone Arsenal, AL, by the Naval Air Systems Command, Arlington, VA, Naval Regional Contracting Center, Long Beach, CA, and by the Air Logistics Center at McClellan AFB, CA.

For each product or service, the FSC list refers to the major buying offices. Other offices may also buy the listed items, but less frequently. You may form your own opinion on the basis of the brief descriptions furnished for each of the major purchasing offices listed. If your product or service can be acquired under the simplified small purchase procedures, you should ensure that those potential buyers geographically closest to you are aware of your desire to supply their needs. A geographical listing of all military purchasing offices is contained in the booklet entitled Small Business Specialists.

Suppose, for example, that your product is used by data processing groups. Table 2 (on page 12) sends you to FSC group 70. The listing suggests "General Purchase" for all the subcodes of group 70. This means that contracts for ADP equipment and support are awarded not only by major buying offices but by others, too. Your marketing effort should, therefore, focus not only on the major offices, but on all offices conveniently located to you; you can find a geographic listing of purchase offices in Small Business Specialists.

Services tend to be acquired locally. You should look in the listing arranged by FSC codes, showing the major buying offices that make significant amounts of awards for each category of service. But, for most services, you should arrange to get on the appropriate SMLs of the DoD buying offices in your region.

Remember, you are not selling your product! You are letting the Government's buyer know about you. The Government will not usually be able to respond immediately. It may be as much as a year after you express your interest before you routinely receive solicitations.

**MAJOR MILITARY PURCHASING OFFICES
LISTED BY DOD COMPONENT**

Major Army Buying Offices

A-1 U.S. Army Industrial Operations (309) 782-5336
Command
AMSMC-SB
Rock Island, IL 612996000

Principal interests: Artillery and infantry and aircraft weapon systems and components, warheads and nonnuclear munitions, chemical systems, protective equipment, tools, and test equipment.

A-2 U.S. Army Armament Research and (201) 724-4104
Development Center
AMSMC-SDB(D)
Dover NJ 07806-5000

Principal interests: Weapons and ammunition; nuclear and nonnuclear artillery weapons; infantry weapons; gun-type air defense weapons; fire control systems; mines, bombs, and grenades; and rocket and missile warhead sections.

A-3 U.S. Army Chemical Biological (410) 671-3136
Defense Command
AMSCB-SBA(A)
Aberdeen Proving Ground, MD
21010-5423

Principal interests: Research, concept exploration, demonstration and validation, engineering manufacturing development and internal production of chemical defense system, obscuring smoke and aerosol systems and flame weapons, chemical material destruction (stockpile/nonstockpile)

A-4 U.S. Army Aviation and Troop Command (314) 263-2223
AMSAT-C-V, Bldg 102E
4300 Goodfellow Blvd.
St. Louis, MO 63120-1798

Principal interests: Army aircraft, equipment, and supplies; development of turbine engines and new helicopter systems. Surface transportation (other than tactical wheeled and general-purpose vehicles, electric-power generation, aerial delivery equipment, and general support (firefighting, heating and air conditioning, water purification).

A-5 U.S. Army Communications and Electronics Command (908) 532-4511
AMSEL-SB
Fort Monmouth, NJ 077035005

Principal interests: Communications-electronics systems and subsystems and related equipment for command, control, and communications.

A-6 Ballistic Research Laboratory

Merged with U.S. Army Research Laboratory below (A7).

A-7 U.S. Army Research Laboratory (301) 394-1076
2800 Powder Mill Rd.
Adelphi, MD 207831145

Principal interests: Nuclear survivability; radar, signal, and information processing; electronic surveillance systems; fuzing; and high-power microwave and acoustic technology.

A-8 U.S. Army Missile Command (205) 876-5441
AMSM-SB/CM
Redstone Arsenal, AL 358985150

Principal interests: Free rockets, guided missiles, ballistic missiles, targets, air defense, fire control coordination equipment, related special-purpose and multisystem test equipment, missile launching and ground support equipment, and metrology and calibration equipment.

A-9 U.S. Army TankAutomotive and Armaments Command (810) 574-5388
AMSTA-CB
Warren, MI 483975000

Principal interests: Combat tanks and armored personnel carriers, tactical trucks and trailer and other special-purpose vehicles (e.g., automotive systems, subsystems, and engines; transmissions; suspensions; unique diagnostic test equipment; armor materials application and vehicle survivability; and miscellaneous vehicular components), carriers (e.g., personnel, cargo, missile, and rearm), trailers, tractors, and special-purpose kits.

A-10 U.S. Army Troop Support Command

Merged with the U.S. Army Aviation and Troop Command, St. Louis, MO, (A4)

A-11 U.S. Army Belvoir Research (703) 704-2218
Development and Engineering Center
SATBE-U
Fort Belvoir, VA 220605606

Principal interests: Mobility equipment in four areas- mobility/countermobility; survivability; energy; and logistics. These include countermine, counterobstacle/construction equipment, gap crossing/bridging, obstacles/barriers, field fortifications, camouflage, physical security, tunnel detection, topographic equipment, tactical sensors, electric power, fuels and lubricants, heaters and air conditioners, water supply, fuels handling, marine craft, and railway and utility equipment.

A-12 U.S. Army Information Systems Command (520) 538-7870
Fort Huachuca, AZ 856135000

Principal interests: Equipment and systems to support the Army's total information needs, including communications, data processing, and multicommand management information systems.

A-13 U.S. Army Information Systems (703) 325-5779
Selection and Acquisition Agency
2461 Eisenhower Avenue, Hoffman 1 Bldg.
Alexandria, VA 223310700

Principal interests: Automated information hardware, software, services, maintenance, and systems.

A-14 Department of the Army (703) 697-6024
Defense Supply Service Washington
5200 Army Pentagon
Washington, DC 203105200

Principal interests: Supplies, materials, and equipment; research; contractual services; studies and analytical support services; machine rental, repair, and maintenance services; and other related services for DoD agencies located in or near Washington, D.C.

A-15 Military Traffic Management Command (703) 681-6054
5611 Columbia Pike, Attn: MTAQ-P
Falls Church, VA 220415050

Principal interests: Stevedoring and related terminal services; transportation and storage of personal property, including household goods; commercial travel services; federal information processing services, and transportation of personnel.

A-16 Military Traffic Management Command, (201) 823-6508
Eastern Area Acquisition Office
Attn: MTELO-CO, Bldg. 42
Bayonne Military Ocean Terminal, Room 705A
Bayonne, NJ 070025302

Principal interests: Repair and maintenance services for the Defense Freight Railway Interchange Fleet; processing privately-owned vehicles; terminal support supplies and services; and other services such as guard, trucking, towing, janitorial, refuse collection, and minor construction and repair.

A-17 Military Traffic Management Command (510) 466-2703
Western Area Acquisition Office
MTWLO-CO, Oakland Army Base
Oakland, CA 946265000

Principal interests: Container freight stuffing and unstuffing, processing privately-owned vehicles; reefer cargo services, base maintenance services, and minor construction and repair.

A-18 U.S. Army Medical Research and, (301) 619-2471
Material Command
MCMR-ACQ, FortDetrick
Frederick, MD 217025012

Principal interests: Laboratory supplies and equipment, specialized research equipment, and research animals.

A-19 U.S. Army Medical Commands

Principal interests: Medical supplies and equipment, direct health care professionals.

Brooke Army Medical Center (210) 916-7080
MCPA-CB
Fort Sam Houston, TX 782346000

Central Contracting Office (210) 221-9088
MCPA-C
Fort Sam Houston, TX 782346000

Dwight David Eisenhower Army Medical Center (706) 791-6793
MCPA-D
Fort Gordon, GA 309055650

Fitzsimons Army Medical Center (303) 361-8632
HSHG-DC
Aurora, CO 800455000

William Beaumont Army Medical Center MCPA-W El Paso, TX 79920-5001	(915) 569-2938
Madigan Army Medical Center MCPA-M Tacoma, WA 94831-5021	(206) 968-4910
Tripler Army Medical Center MCPA-T Tripler AMC, HI 968595000	(808) 433-6394
Walter Reed Army Medical Center HSHL-ZC Washington, DC 203075000	(202) 576-8207

A-20 U.S. Army Depots

Principal interests: Receipt, storage, maintenance in storage, and issuance of supplies and equipment.

Anniston Army Depot SDSAN-DOC Anniston, AL 358985150	(205) 235-7346
Corpus Christi Army Depot SDSCC-C Corpus Christi, TX 784196170	(512) 937-3168
Letterkenney Army Depot SDSLE-P Chambersburg,PA 172014150	(717) 267-9007
Red River Army Depot SDSRR-P Texarkana, TX 75507-5000	(903) 334-2974
Tobyhanna Army Depot SDSTO-K Tobyhanna, PA 184665100	(717) 894-7232

A-21 U.S. Army Corps of Engineers

**U.S. Army Corps of Engineers
Office, Chief of Engineers
Room 4117, Pulaski Building
20 Massachusetts Avenue, NW
Washington, DC 203141000**

(202) 761-0725

(Division and district offices are included in the geographical listing of the booklet entitled Small Business Specialists.)

Principal interests: Construction, maintenance, and repair of buildings, structures, and utilities for the Army. Also civil works such as river and harbor improvement, flood control, and hydroelectric power projects.

Major Navy Buying Offices

N-1 Headquarters U.S. Marine Corp (703) 696-1022
Code L-2
2 Navy Annex
Washington, DC 203801775

Principal interests: Electronics equipment, specialized vehicles, and equipment peculiar to the Marine Corps.

N-2 Military Sealift Command (202) 433-0009
Washington Navy Yard, B210,
Code NOOS, Room 419
Washington, DC 203785100

Principal interests: Ocean shipping services to maintain strategic sealift, support of fleet units worldwide, and meeting special transportation needs of DoD sponsors for research, cable laying and repair, and special missions; movement of material, petroleum, oil, and lubricants, and personnel using U.S.-flag vessels; repair of oceangoing noncombatant ships.

N-3 Office of the Chief Naval Research (703) 696-4286
Code ONR-362 SBIR
800 North Quincy Street, Room 633
Arlington, VA 222175000

Principal interests: Studies in the areas of mathematical and physical sciences, environmental sciences, engineering sciences, life sciences, and technology projects.

N-4 Strategic Systems Program Office (703) 607-0217
Code, SP-01G1
1931 Jefferson Davis Highway
Arlington, VA 222415362

Principal interests: Fleet ballistic missiles.

N-5 Naval Air Systems Command (703) 604-2113
Code 02E Ext. 6401
1421 Jefferson Davis Highway
Arlington, VA 222432000

Principal interests: Navy and Marine Corps aircraft systems; air-launched weapons systems and subsystems; airborne electronics systems; air-launched underwater sound systems; airborne pyrotechnics; astronautics and spacecraft systems; airborne mine countermeasures equipment (except for explosives, explosive components, and fusing); aeronautical drones and towed target

systems, including related ground control equipment and launch and control aircraft; meteorological equipment; overhaul and modification of all Naval aircraft/engines; operation and maintenance of weapons training ranges.

N6 Space and Naval Warfare Systems Command (703) 602-6091
Code SPA-OOK
2451 Crystal Drive, Room 110
Arlington, VA 222455200

Principal interests: Shore (ground) electronics; shipboard communications IFF, ECM, radio-navigation; fixed underwater surveillance systems; navigation aids; landing aids and air traffic control aids, except airborne communications via satellite and space surveillance systems; shore-based strategic data systems; communication data-link systems; radiac equipment; special communications for fleet ballistic missile systems; standardized telemetry equipment and components; cryptographic equipment; expeditionary and amphibious electronic equipment; multiplatform electronic systems not otherwise assigned; antenna design and integration.

N-7 Naval Facilities Engineering Command (703) 325-8549
Code FAC-OOJ
200 Stovall Street, Room 11N59
Alexandria, VA 223325000

Principal interests: Cranes; power plants; floating pile drivers; major boiler plants and electrical generators; and permanent facilities (including acquisition and disposal of real estate); design and construction projects as well as station maintenance and repair, including public utilities services.

N-8 Naval Sea Systems Command (703) 746-3100
Code SEA-02K
2531 Jefferson Davis Highway
Washington, DC 222425160

Principal interests: Shipboard weapons systems and components, explosives and propellants, and related actuating technology. Ship systems design and integration including construction, overhaul, modernization, and conversion; propulsion; auxiliary power generating and distribution; navigational equipment; habitability and environment control features; rescue and salvage systems; ship maintenance and support; degaussing; and shipboard minesweeping equipment, including R&D needs for these items.

N-9 Naval Regional Contracting Center (202) 433-2957
Code OOA
Washington Navy Yard, Building 200
901 M. St., SE
Washington, DC 203742000

Principal interests: Industrial plant equipment; miscellaneous industrial equipment; materials handling systems; power distribution equipment (shore to ship); miscellaneous laboratory

equipment; ADP equipment and computer software services; engineering and technical support

services; organic chemicals; rockets and missiles, both loaded and inert, required for rocket and missile testing; missile machined parts and igniters as required by activities in the Washington, D.C. area.

N-10 Naval Regional Contracting Center (215) 897-5405
Code 09B
Naval Shipyard, Building 600
Philadelphia, PA 19112-5082

Principal interests: Launching, guidance, and recovery of Navy and Marine Corps aircraft weapons systems and underwater sound systems; miscellaneous services such as mess attendant, moving and storage of household goods, laundry and dry cleaning, tugboat, incineration of used film for silver recovery; services and materials in support of intelligence processing systems aboard aircraft carriers and amphibious command ships; and field engineering, factory training, and in-plant maintenance engineering support for aircraft weapons systems, airborne missiles, and related avionics.

N-11 Naval Regional Contracting Center (310) 901-3794
Long Beach Detachment, Building 53
Code OB
Long Beach, CA 90822-5095

Principal interests: Electronic communication systems and equipment; detection systems; warheads, fusing devices, and torpedo parts; computer systems and equipment; aircraft and weapons development; engineering support and technical services related to specific weapons systems; and equipment, material, and services required to support the Long Beach Naval Shipyard in the overhaul and repair of naval vessels.

N-12 Navy Aviation Supply Office (215) 697-2806
Code 093, Room 2213A
700 Robbins Avenue
Philadelphia PA 19111-5098

Principal interests: Gas turbine and jet engine spare parts; airframe structural assemblies and components; airframe accessory equipment; aircraft engine accessory equipment; propeller assemblies; installed aircraft instruments; airborne communication and navigation equipment; aircraft fire fighting, rescue, safety and survival equipment; aircraft armaments equipment; guidance and launching equipment; test equipment; specialized ground servicing and aircraft handling equipment; photographic equipment; meteorological equipment; specialized aircraft maintenance and repair shop equipment; reusable containers; airborne safety equipment; spare parts, components, or assemblies required for support of aviation; and armament simulators and devices.

N-13 Navy Ships Parts Control Center
Code 006,
P.O. Box 2020, Bay K29
5450 Carlisle Pike, Building 410
Mechanicsburg, PA 170550788

(717) 790-6625

Principal interests: Spare and repair parts for ship hull, mechanical, and electrical equipment; marine hardware; missile components; conventional ordnance; communication and electronic components; submarine support equipment, and nuclear submarine logistics support equipment.

N-14 Mare Island Naval Shipyard
Code 533.4, Supply Department
695 Walnut Avenue, Suite 5100
Mare Island, CA 945925100

(707) 646-8510

Principal interests: Overhaul, repair, and conversion of surface ships and submarines, including associated equipment and materials and production shop support materials; valves and fittings; wire and cable; electrical and electronic components and subassemblies; anti-contamination clothing; metal castings; pumps and motors; general hardware; chemicals and gases; pipe fittings in support of Navy-wide applications; refurbishment of major submarine systems, components, and equipment; services for laundry of contaminated wearing apparel; and services for removal and disposal of radioactive waste.

N-15 Pearl Harbor Naval Shipyard
Contracts Division, Code 530
401 Avenue E., Suite 124
Pearl Harbor, HI 968605350

(808) 471-1071

Principal interests: Major shipboard component equipment and supplies for surface vessels and submarines; electronic communication installation; tools; test equipment; safety equipment; and production shop materials.

N-16 Portsmouth Naval Shipyard
Code 530SB
Building 153, Room 15
Portsmouth, NH 038012590

(207) 438-2233

Principal interests: Overhaul and repair of submarines. Procurements include pipe and tubing; valves and fittings; castings; pumps and motors; antenna system parts; electrical and electronic materials/equipment; alarm and signal systems; compressors; gauges; accumulators; fasteners; test equipment; chemicals; hardware; and equipment and materials associated with production shop support; major components and software.

N-17 Philadelphia Naval Shipyard
Code 500.003, U.S. Naval Base
Philadelphia, PA 191125087

(215) 897-3221

Principal interests: Overhaul and repair of surface vessels, including pipe and tubing; hoist; wire and cable; paint; tools; test equipment, valves and fittings; electronic and electrical components; pumps and motors; materials for shipyard industrial support, outfitting requirements; shop stores, and stock replenishment.

N-18 Norfolk Naval Shipyard
Code 510S, Building 1500
Portsmouth, VA 237095000

(804) 396-8380

Principal interests: Overhaul, repair, and conversion of surface ships and submarines, including associated equipment and materials and production shop support materials; valves and fittings; wire and cable; electrical and electronic components and subassemblies; anti-contamination clothing; metal castings; pumps and motors; general hardware; chemicals and gases; pipe fittings; refurbishment of major submarine systems, components, and equipment; services for laundry of contaminated wearing apparel; and services for removal and disposal of radioactive waste.

N-19 Naval Submarine Support Facility
Code 244, New London
P.O. Box 500, Building 872
Groton, CT 06349-5500

(203) 449-3612

Principal interests: Submarine equipment and supplies; valves and fittings; special hose and steel hardware; electrical hardware; automotive repair parts; sandblasting supplies; shop maintenance and repair equipment; stone and gravel; plumbing supplies; lumber; prescription safety glasses; and medical supplies and fitness equipment.

N-20 Naval Air Warfare Center
Aircraft Division
Code OOM, Building 129
Lakehurst, NJ 08733-5028

(908) 323-2812

Principal interests: Launching, guidance, and recovery of Navy and Marine Corps aircraft in connection with test and evaluation; test design; stress analysis; structures; environmental simulation; design evaluation; aeronautical design; hydraulics; computer sciences; metallurgy; synthetic materials; electrical systems; mechanical systems and electronics; industrial engineering; optics; propulsion systems; acoustics; corrosion control; cryogenics; and control techniques. Procurements also include ground support equipment such as handling and servicing; armament support; avionics, propulsion, and mechanical devices; and medium and heavy machine shop assemblies and components.

N-21 Naval Air Warfare Center (215) 441-2456
Aircraft Division, Code 094
P.O. Box 5152
Warminster, PA 189745000

Principal interests: Air vehicles; aircraft materials; command and control; crew equipment and human performance; sensors; systems development and engineering.

N-22 Naval Air Warfare Center, (317) 353-7009
Aircraft Division, Code 009, MS45
6000 East 21st Street
Indianapolis, IN 462192189

Principal interests: Development of airborne and shipboard electronics systems including research, test, and evaluation; feasibility determinations; and pilot fabrication. The areas of research are microprocessors, laser devices, standard electronic modules, surveillance equipment, and high-technology electronics/avionics. Acquisitions cover components, parts, and other hardware, along with the technical, engineering, and data support for the programs.

N-23 Naval Air Warfare Center (301) 826-7567
Aircraft Division, CodeCTOOM,
Building 588
Patuxent River, MD 206705409

Principal interests: Development of aircraft systems and their components; also antisubmarine warfare command systems and related equipment.

N-24 Naval Surface Warfare Center, Crane Division (812) 854-1542
Contracting Department, CodeSB
300 Highway 361, Building 64
Crane, IN 475225000

Principal interests: Shipboard weapons systems and assigned ordnance items.

N-25 Naval Surface Warfare Center (301) 743-6604
Indian Head Division
Contracts Department, Code 114D
101 Strauss Avenue
Indian Head, MD 206405035

Principal interests: Chemicals, igniters, metal parts, and components for rocket engines; electronic weapon system simulators and components; and cartridges, cartridge-actuated devices, and propulsive components for aircrew escape systems. Includes all related engineering tasks for fleet support and test.

N-26 Naval Undersea Warfare Center (206) 396-2177
Keyport Division
Contracts Division, code 1143
610 Dowell Street
Keyport, WA 983450580

Principal interests: Underwater weapons and weapons systems, acoustics, tracking ranges, and associated equipment.

N-27 Naval Surface Warfare Center (904) 234-4347
Dahlgren Division
Coastal Systems Station, Code 20D
6703 West Highway 98
Panama City, FL 324075000

Principal interests: Mine and torpedo countermeasures systems, swimmer life support systems, underwater tools and vehicles, and amphibious support systems.

N-28 Naval Surface Warfare Center (703) 663-4806
Dahlgren Division, Code C6
Dahlgren, VA 224485000

Principal interests: Advanced technology developments in radar, communications, electronics, optics, chemistry, materials, plasma physics, space systems, and countermeasures.

N-29 Naval Air Warfare Center (619) 939-2712
Weapons Division, CodeCOO2
China Lake, CA 935556000

Principal interests: Air warfare systems (except antisubmarine warfare systems) and missile weapons systems including propulsion, warheads, fuses, avionics and fire control, and guidance; and the national range/facility for parachute test and evaluation.

N-30 Naval Surface Warfare Center (502) 364-5849
Crane Division, Naval Ordnance Station
Code 116ME, Building V
5403 Southside Drive
Louisville, KY 402145000

Principal interests: Plastic and metal containers; ferrous and nonferrous castings and forgings; standard missile components; mine parts; solenoid and control valves; plastics; electrical and electronic equipment and supplies; machine-shop items; manufactured ordnance parts.

N-31 Navy Exchange Services Command (804) 631-3580
3280 Virginia Beach Boulevard
Virginia Beach, VA 23452

Principal interests: Supplies for Navy exchanges, commissary stores, lodges, ships stores, and military sealift exchanges, including retail merchandise of various types; food; vending machine items; service station supplies; air conditioners; vehicles; hotel furnishings; store fixtures; and other supplies and equipment.

N-32 Naval Surface Warfare Center (301) 227-1220
Carderock Division
Contracting Department, Code 3000
Bethesda, MD 20845000

Principal interests: Development and evaluation of systems, subsystems, and components.

N-33 Naval Undersea Warfare Center (401) 841-2442
Code 00SB
1176 Howell Street, Building 11
Newport, RI 02840

Principal interests: Submarine and other underwater combat systems.

N-34 Naval Oceanographic Office (601) 689-8369
Contracts Office, Code N4212
Building 9134
Stennis Space Center, MS 395225001

Principal interests: Oceanography, hydrography, geodetic and magnetic survey equipment, studies, and services; electronic and physical properties test equipment; laboratory sound recording and reproduction equipment; buoys and floats; rope, cable, chain, and fittings; underwater sound equipment; radio and satellite navigation equipment; gravity and magnetic measuring devices; meteorological instruments and apparatus; and mapping and survey equipment.

N-35 Naval Command, Control & Ocean (619) 553-4327
Surveillance Center
RDT&E Division, Code 02202
53570 Silvergate Avenue
San Diego, CA 921525113

Principal interests: New developments in command, control, and communications, electronic warfare, ocean surveillance, antisubmarine warfare weapon systems, submarine arctic warfare, ocean science, ocean engineering, biosystems research, and related technologies. Purchases include computer software and systems engineering services, computer equipment, electronic test instruments, and miscellaneous support equipment and services.

N-36 Headquarter, Naval District Washington (202) 433-6122
Supply Department, Code 11313
Washington Navy Yard, Building 1765
Washington, DC 20374

Principal interests: Local purchase for Navy activities in the Washington area, including hardware, hand tools, mill supplies, plumbing, heating and air conditioning parts, electric and electronic components, chemicals, paints, lumber and building supplies, hose and fittings, rope and cable, office supplies, and other standard commercial articles.

N-37 Naval Air Warfare Center (407) 380-8253
Training Systems Divison
Contracting Department, Code OS
12350 Research Parkway
Orlando, FL 32826-3224

Principal interests: Training aids, devices, equipment, and material for the Navy, Marine Corps, and other DoD activities.

N-38 Supply Centers

Principal interests: Ship and marine equipment, parts, accessories, and components, and a wide array of services. Support for naval activities in the region.

Fleet and Industrial Supply Center (804) 445-2525
Code 04, Building W-143
1968 Gilbert Street, Suite 600
Norfolk, VA 23511-3392

Fleet and Industrial Supply Center (904) 452-8758
Code 6
115 Cunningham Street, Suite A
Pensacola, FL 32508-6200

Fleet and Industrial Supply Center (510) 302-4035
Code 07, Building 311-2E
Oakland, CA 94625-5000

Fleet and Industrial Supply Center (803) 743-2972
Code 04
Charleston, SC 29408-6301

Fleet and Industrial Supply Center (619) 532-3187
937 Harbor Drive, Code PKB
San Diego, CA 92132-5044

Fleet and Industrial Supply Center (904) 779-3077
Code 07, P. O. Box 97
Jacksonville, FL 322120097

Fleet and Industrial Supply Center (206) 476-2812
Pugent Sound
467 W. Street, Code 04
Bremerton, WA 983145104

Fleet and Industrial Supply Center (808) 471-2062
Regional Contracting Directorate
Code 200M, P. O. Box 300
Pearl Harbor, HI 968605300
(Ext. 206)

Fleet and Industrial Supply Center, 011-671-334111
Contracting Department
Code 200
FPO AP 96540

N-39 Navy Construction

Principal interests: A&E services, construction, and major maintenance and repair of naval facilities.

Northern Division (215) 595-0641
Naval Facilities Engineering Command
10 Industrial Highway, Code 09J
Lester, PA 191132090

Chesapeake Division (202) 433-4666
Naval Facilities Engineering Command
Code 09J, Building 212
Washington Navy Yard,
Washington, DC 203742121

Atlantic Division (804) 444-9011
Naval Facilities Engineering Command
Code 09J, Building N26, Room 275
1510 Gilbert Street
Norfolk, VA 23511-2699

Southern Division (803) 743-0935
Naval Facilities Engineering Command
Code 09J, P.O. , Box 190010
2155 Eagle Drive
Charleston, SC 294199010

Western Division

(415) 244-2305

**Naval Facilities Engineering Command
Code 09J, Building 208
900 Commodore Drive
San Bruno, CA 94066-0720**

Pacific Division

(808) 471-4577

**Naval Facilities Engineering Command
Code 09J
Pearl Harbor, HI 96860-7300**

Major Air Force Buying Offices

AF-1 Oklahoma City Air Logistics Center
3001 Staff Drive, Suite 1AJ84A
Tinker AFB OK 73145-3009

(405) 739-2601

Principal interests: This center repairs, maintains, and modifies the following aircraft, missiles, and engines:

Aircraft - B-1B, B-52, C-135, E-3B/C, KC-10

Missiles - AGM-69A, AGM-86A/B

Engines - J-33 Allison, GE, J-57 P&W, J-75 P&W, J-79 GE, F-101 GE, P&W, TF-33 P&W, TF-41 Allison/Rolls-Royce, GE, GE, F-107 Williams, F-108, GE, CFM-56 GE/Snecma

AF-2 Ogden Air Logistics Center
6038 Aspen Ave. SE
Hill AFB, UT 84056-5802

(801) 777-4145

Principal interests: This center repairs, maintains, and modifies the following aircraft and missiles:

Aircraft - F-4, F-101, F-16

Missiles - AGM-65 Maverick, CIM-10 Bomarc, LGM-25C/LV-4 Titan II, LGM-30 Minuteman, LGM-118A, MX/Peacekeeper

AF-3 Sacramento Air Logistics Center/BC
5111 Roberts Ave., Suite 5
McClellan AFB, CA 95652-1326

(916) 643-5209

Principal interests: This center repairs, maintains, and modifies the following aircraft and missiles and systems:

Aircraft - A-1, A-7, A-10, C-12, C-121, F-84, F-86, F-100, F-104, F-105, F-111, FB-111, E-117, T-28, T-33, T-39

Missiles - GM-16/LV-3 (Atlas), GM-25A/LV (Titan I), PGM-17A, AN/FP595(Thor)

Systems -

404L Traffic Control Approach and Landing System
407L Tactical Air Control System
412L Ground Electronic Control System

416L Continental Air Defense Cont. Warning System
 416M Backup Interceptor Control System
 416Q Common Digitizer System ANFYQ47
 433L Weather Observation and Forecasting System Ground Radio Communications:
 439L Communication System
 440L HF Forward Scatter Radar
 441A Surveillance & Warning System AN/FPS95
 469L Conversion of Ranie Telemetry System
 484L Mobile Secure Voice System
 484N Pacific Area Communication System
 486L European Wideband Radio Relay System
 487L Survival Low Frequency System
 487M VLF/LF Special Purpose Communication System
 488L Green Pine System
 489L Fox-Thule Troop System
 490L DCS Autovon (overseas) System
 493L Secure Voice Conferencing System
 496L Spacetract Netted System of Space Sensors

AN/UPQ 3Micro-Wave Command Guidance Program
 AN/MSQ 77Bomb Directing Central, Radar
 AN/TSQ 81Bomb Directing Central, Radar
 AN/TSQ 96Bomb Directing Central, Radar

Burner Thor Missile Launch
 Burner II Thor Missile Launch

AF-4 San Antonio Air Logistics Center
3035 Crickett, Bldg. 140d
Kelly AFB TX 78241-6025

(210) 925-6918

Principal interests: This center repairs, maintains, and modifies the following aircraft and engines:

Aircraft - A-37, C-5, C-131, F-5, F-106, T-38, T-43

Jet Engines - F-100 P&W, J-60 P&W, J-65 Wright, J-69 Continental, J-85 GE, T-56 Allison, T-76 AiResearch, TF-34 GE, TF-39 GE

Miscellaneous Gas Turbine Engines - GTCP36-50, GTCP85, T41 and T62

Reciprocating Engines - R2000, R2800, and IO-360

AF-5 Warner Robins Air Logistics Center
180 Page Road
Robins AFB, GA 31098-1600

(912) 926-5873

Principal interests: This center repairs, maintains, and modifies the following aircraft and missiles:

Aircraft - C-130, C-141, F-15, H-1, H-3, H-53

Missiles - AIM-7 Sparrow, AIM-9 Sidewinder, AGM-45 Shrike, BQM-34A Firebee,

AF-6 Aerospace Guidance and Metrology Center
Directorate of Contracting PK-2)
813 Irving-Wick Dr, West
Newark AFB, OH 43057-0027

(614) 522-7289

Principal interests: AGMC is the single point of maintenance for Air Force inertial Guidance and Navigation Systems (IGNS). AGMC is also the single point of management for the Air Force Metrology and Calibration (AFMETCAL) Program. Most components and services needed to support the IGNS maintenance effort are acquired through Item Managers located at Air Logistics Centers; therefore, AGMC does not directly buy significant quantities of the IGNS components and services. But, pursuant to the AFMETCAL Program, AFGMC does directly buy metrology equipment for the 176 Precision Measurement Equipment Laboratories (PMEL) located worldwide at Air Force installations. The Directorate of Contracting at AGMC also acquires supplies, services, and construction projects needed to support the facilities and people located at Newark AFB.

Most of the metrology equipment bought by AGMC for the PMELs is classified as Instruments and Laboratory Equipment, Federal Supply Group (FSG) 66. The supplies bought by AGMC to support Newark AFB itself are varied and none of the FSG numbers predominate. The services that AGMC acquires for Newark AFB are mostly FSG J, Maintenance, Repair and Rebuilding of Equipment; specifically, repair of equipment other than IGNS. Virtually all of the construction projects acquired to support Newark AFB are either FSG Y, Construction of Structures and Facilities; or FSG Z Maintenance, Repair or Alteration of Real Property. AGMC issues an Acquisition Plan annually to communicate to industry its major long-term equipment requirements. The plan is available free upon request and all potential sources are encouraged to request the plan from the above point of contact.

The operational contracting division contracts for supplies, equipment, and work necessary for the operation and maintenance of Newark AFB.

AF-7 Space and Missile Systems Center
155 Discoverer Blvd., Suite 2017
Los Angeles AFB, CA 90245-4692

(310) 363-2855

Principal interests: The mission of SMC is to plan, program, and manage AFMC programs to acquire space systems, subsystems, support equipment, and related hardware and software;

provide for the maintenance, construction, alteration, and security of launch, tracking, and support facilities; conduct research, exploratory development, and advanced development programs to support future space missions; provide for and conduct launch and flight test and evaluation support for major DoD programs and programs of other federal agencies; perform the functions of launch, launch control, deployment checkout prior to turnover, and sustaining engineering; perform on-orbit test and evaluation of systems, subsystems and components, discharge Air Force responsibilities for designated Air Force, DoD, and international space programs; plan, program, and acquire test facilities and other test investments required by AFMC programs at all locations (test centers and contractor facilities); plan and provide for security on all systems and information requiring safeguards consistent with Air Force and DoD security directives; provide management oversight for commercial expendable Launch Vehicle Activity; conduct launch agreement negotiations with commercial space launch operators; provide system engineering management support for selected space systems, subsystems, facilities, support equipment, and related hardware and software; support other product divisions and federal agencies with technologies derived from its subordinate laboratories.

AF-8 11 CONS/LGC

(301) 981-2199

**3534 Ohio Drive, Bldg 3534, Stop 3
Andrews AFB, MD 20331-5152**

Principal interests: The mission of the AFDW Contracting Office is buying supplies and services necessary to support the operation of Andrews AFB, Air Force One, 89 AW (Presidential Support), Bolling AFB, and AF activities at Fort Meade, Fort Belvoir, Fort Myer, the Pentagon, the Air Staff, Malcolm Grow Medical Center and numerous other organizations within the National Capital Region.

AF-9 Electronic Systems Center

(617) 377-4973

**275 Randolph Road
Hanscom AFB, MA 01731-2818**

Principal interests: ESC plans and manages the acquisition and related engineering development of command, control, communications, and intelligence systems, subsystems and equipment including surveillance systems, navigation systems, air traffic control and landing systems, intelligence systems, electronic physical security surveillance and intrusion detection systems and weather systems, information and management systems until transfer of responsibility to the using command or agency. Evaluates using command requirements against available technology and potential costs and recommends necessary revisions. R&D contracts are also initiated by the Geophysics Directorate of the Phillips Laboratory (PL) in the environmental, physical and engineering sciences. The geophysics Directorate performs research and exploratory and advanced development in geophysics that is essential to the enhancement of Air Force operational capabilities. The work pursued may be categorized generally as falling within the following functional areas: Space Physics, Ionospheric Physics, Terrestrial Science, Upper Atmospheric and Stratospheric Operations, Optical/IR Backgrounds and Targets, Weather Specification and Prediction. Close liaison is maintained with Air Force operational elements, system development activities, and other Air Force laboratories, to identify research and technology needs and to accelerate the integration of scientific advances into Air

Force technology. Geophysics Directorate carries out its assigned R&D mission responsibilities with in-house as well as contractual support.

While there are not Air Force aircraft assigned to Hanscom AFB, the operational contracting directorate does contract for all other work necessary for the operation and maintenance of the base.

AF-10 Aeronautical Systems Center
2196 O Street
Wright-Patterson AFB, OH 45433-7201

(513) 255-5422

Principal interests: ASC responsibilities include design, development, and acquisition programs for aeronautical systems, cruise missiles, their components, and related government-furnished aerospace equipment including aircraft engines, airborne communication systems, aircraft navigation systems, aircraft instruments; management of engineering development and initial procurement of aeronautical reconnaissance systems, aeronautical electronic warfare systems, life support systems, chemical/biological defense systems, and simulators, including armament, operational, and communication training devices. The Center also manages the National Aerospace Plane Program, a joint DoD NASA effort.

ASC has central contracting responsibility for a number of specialized programs including the following:

- Specialized Programs and Aircraft and Reconnaissance Contractor Engineering and Technical Services
- Mechanized Material Handling Systems
- Air Force Packaging Evaluation Agency Requirements
- Automatic Data Processing Studies, Software, and Equipment
- Chaplain Supplies and Equipment
- Educational Services Contractual Support
- Library Books and Publications

ASC provides contracting support for the Foreign Technology Division which acquires, collects, analyzes, procures and disseminates foreign aerospace scientific and technical (S&T) intelligence and intelligence information; conducts an integrated analysis program; operates an S&T intelligence data handling system; collaborates with other organizations to improve the collection, acquisition, and utilization of foreign technology and intelligence and develops and maintains the highest attainable level of knowledge concerning foreign aerospace technology, capabilities, and limitations.

ASC provides contracting support for the Materials Systems Center and Joint Logistics Systems Center which are located at Wright-Patterson AFB. These Centers are involved in the development, operation, and enhancement of the management information systems for AFMC and logistics management systems for the Military Services and Defense Logistics Agency

ASC Operation Contracting organization contracts for supplies, equipment, and work necessary for the operation and maintenance of Wright-Patterson AFB.

**AF-11 Directorate of R&D Contracting (ASC/BCS)
Aeronautical Systems Center, Wright Laboratory
2530 C Street, Bldg. 7
Wright-Patterson AFB, OH 54533-7607**

(513) 255-3825

Principal interests: Provides business and contracting support for Wright Laboratory (WL). Contracts are written for requirements of the following directorates:

Aero Propulsion and Power Directorate is responsible for development of air breathing propulsion and aerospace power technology needed for future Air Force systems, as well as providing assistance to the "product divisions" of AFMC in acquiring new systems, and in helping to resolve developmental and operation problems.

Avionics Directorate conducts R&D programs for aerospace reconnaissance, weapons delivery, electronic warfare systems, navigation, communication and avionics integration.

Solid State Electronics Directorate is responsible for electronic device R&D for future air Force systems needs in the areas of microelectronics, microwaves, and electro-optics. Research extends from fundamental semiconductor layer growth and device fabrication through analog and digital integrated circuits; also included is the computer-aided design software and work stations needed to pursue sample hybrid and monolithic integrated circuits.

Flight Dynamics Directorate pursues Air Force flight vehicle technologies to support aircraft, missiles and space systems in the technical areas of structures, vehicle subsystems, flight control, aeromechanics and experimental flight vehicle testbeds.

Materials Directorate explores new materials and processes for advanced aerospace applications. Its current focus is on thermal protection materials, metallic and nonmetallic structural materials, aerospace propulsion materials, fluids and lubricants, electromagnetic and electronic materials and laser hardened materials.

Manufacturing Technology Directorate focuses on process technologies and integrated manufacturing. This Directorate is responsible for a new initiative which integrates design and manufacturing technologies to stimulate a new focus on design for producibility, design for quality and design for life cycle costs.

Key elements of this concurrent engineering involve development of advanced tools in computer aided design and computer aided manufacturing for analyses of design for weapon performance and low cost manufacturing.

Plans and Programs Directorate is responsible for cockpit integration, which involves research to advance the state of the art crew systems technologies for all classes of aerospace vehicles; and signature technology, which includes planning, formulating, and executing USAF exploratory and advanced development programs for vehicle signature reduction technology and counter low observable technology.

Armament Directorate develops conventional armament technology and integrates these technologies into air vehicle platforms and other delivery platforms. The directorate provides conventional armament technology for four major thrusts that include advanced guidance, weapon flight mechanics, ordnance, and conventional strategic defense.

AF-12 Air Force Development Test Center (AFDTC/BC) (904) 882-2843
205 West D Avenue, Suite 449
Eglin AFB, FL 32542-6863

Principal interests: AFDTC plans, directs, and tests and evaluates nonnuclear munitions, electronic combat, and navigation/guidance systems. Related ASC System Program Offices (SPOs) are also located here and supported by AFDTC/BC. To accomplish this mission, AFDTC manages the large land test ranges that are located on the 724 square mile Eglin complex as well as the 86,500 square miles of water ranges located in the adjacent Gulf of Mexico. Major tests on or above AFDTC's ranges cover aircraft systems, subsystems, missiles, guns, rockets, targets and drones, high-powered radars, and electronic countermeasures equipment. AFDTC's unique assets include the Guided Weapons Evaluation Facility (GWEP), the Preflight Integration of Munitions and Electronic Systems (PRIMES), and the McKinley Climatic Laboratory, a facility capable of testing military hardware as large as aircraft in environments ranging from minus 65 to plus 165 degrees Fahrenheit with 100 mph winds, icing clouds, rain, and snow. AFDTC also is responsible for the 658th Test Group at Holloman AFB NM, with its high speed test track, tow radar target scatter measurement facilities, and the CIGT Facility.

AF-13 Other Major Commands

Principal interests: Base contracting support, including major data processing, construction, and command wide acquisition of mission-related supplies and services.

3 CONS/CC (907) 552-4338
6920 12th Street, Suite 301
Elmendorf AFB, Anchorage, AK
99506-2570

Headquarters Air Education and (16 Bases) (210) 652-4840
Training Command
550 D Street East, Suite 3
Randolph AFB, TX
78150-4420

Air Military Command (13 Bases) (618) 256-8725
402 Scott Drive, Unit 2A2
Scott AFB, IL
62225-5308

Air Combat Command (23 Bases) (804) 764-5371
130 Douglass Street, Suite 210
Langley AFB, VA

23665-2791

**10th Air Base Wing (10ABW/LGCP)
8110 Industrial Drive , Suite 200
USAF Academy, CO
80840-2315**

(303) 472-2074

**Air Intelligence Agency
102 Hall Blvd., Suite 258
San Antonio, TX
78243-7030**

(210) 977-2453

**Air Force Space Command (5 Bases)
150 Vandenburg Street, Suite 1105
Peterson AFB, CO
80914-4350**

(719) 554-5248

**15 CONS/CC (4 Bases)
90 G Street
Hickam AFB, HI
96853-5320**

**(808) 449-6860
Ext. 103**

**Air Force Reserve
155 2nd Street
Robbins AFB, GA
31098-1635**

(912) 327-1606

Major Defense Logistics Agency Buying Offices

D-1 Defense Supply Center Columbus
3990 East Broad St.
Columbus, OH 432165000

(614) 692-3541
Toll-free:1(800) 262-3272

Principal interests: Guns, mechanisms and components; aircraft landing gear components; aircraft launching, landing, and ground handling equipment; aircraft wheel and brake systems; right-of-way construction and maintenance equipment, railroad; track materials, tractors; vehicular cab, body, and frame structural components; vehicular power transmission components; vehicular brake, steering, axle, wheel and track components; vehicular furniture and accessories; miscellaneous vehicular components; gasoline reciprocating engines and components; diesel engines and components; steam turbines and components; water turbines and water wheels and components; gasoline rotary engines and components; steam engines, reciprocating; nonaircraft engine fuel system, electrical system, and engine cooling system, engine and oil filters; miscellaneous engine accessories, nonaircraft; torque converters and speed changers; gears, pulleys, sprockets, and transmission chain; belting, drive belts, V-belts, and accessories, ship and boat propulsion equipment.

Farm equipment; pest, disease, and frost control equipment; saddlery; earth moving and excavating equipment; earth boring and related equipments; road clearing and cleaning equipment; miscellaneous construction equipment; fire fighting equipment.

Marine lifesaving and diving equipment; compressors and vacuum pumps; power and hand pumps; centrifugals; separators and pressure and vacuum filters; industrial boilers; heat exchangers and steam condensers; industrial furnaces; air and water purification equipment; plumbing fixtures and accessories; space heating equipment; fuel burning equipment units; miscellaneous plumbing, heating, and sanitation equipment; piping and tubing; noses and fittings, valves, powered; valves, nonpowered; motor vehicle maintenance and repair shop equipment; prefabricated and portable buildings; storage tanks; scaffolding equipment and concrete forms; prefabricated tower structures; lumber and related basic wood materials; mineral construction materials, bulk; fencing; miscellaneous construction equipment.

D-2 Defense Electronics Supply Center
1507 Wilmington Pike
Dayton, OH 454445187

(513) 296-5231
Toll-free: 1(800) 225-9771

Principal interests: Resistors; capacitors, filters; and networks; fuses and lightning arresters; circuit breakers; switches; electrical connectors; relays, contractors, and solenoids; coils and transformers; piezoelectric crystals; electron tubes and associated hardware; semiconductor devices and associated hardware; headsets, handsets, microphones, and speakers; antennas, waveguides, and related equipment; synchros and resolvers; microelectronic circuit devices;

miscellaneous electrical and electronic components; telephone and telegraph equipment; teletype and facsimile equipment; radio and television equipment; radio navigation equipment; miscellaneous communication equipment; electrical and electronic properties testing equipment.

**D-3 Defense Fuel Supply Center
8725 John J. Kingman Road
Suite 2941, Room 3934
Fort Belvoir, VA 22060-6222**

**(703) 767-9400
Toll-free in Virginia)
1(800) 468-8893
Toll-free: (all others)
1-(800) 523-2601**

Principal interests: Petroleum products and petroleum related services for the U.S. military and U.S. Government agencies worldwide. Products include jet fuels, aviation gasoline, motor gasoline, gasohol, distillates, residuals, bulk lubricating oil, coal, crude oil for strategic petroleum reserve, natural gas and synfuels. Services include aircraft refueling, into-plane, bunkers, storage terminals, laboratory testing, and environmental assessment and remediation for Defense Fuel Supply Points.

**D-4 Defense Supply Center Richmond
Bellwood, Petersburg Pike
Richmond, VA 232975000**

**(804) 279-3617
Toll Free: 1(800) 227-3603
(All Others) Toll Free:
1(800) 544-5634
(In Virginia)**

Principal interests: Laundry and dry cleaning equipment; shoe repairing equipment; industrial sewing machines and mobile textile repair shops; electric arc-welding equipment; woodworking machinery and equipment; printing; duplicating and bookbinding equipment; gas generating equipment; nonself-propelled materials-handling equipment; pallets, skids, load binder, and support sets; refrigeration equipment, fans, and air circulators; lugs, terminals, and terminal strips; electrical hardware and supplies; electrical insulators and insulating materials; contact brushes and electrodes; cable, cord, and wire assemblies for communication equipment; electrical motors and electrical control equipment; electrical generators and generator sets; distribution and power station transformers; miscellaneous electric power and distribution equipment; secondary batteries, miscellaneous alarm and signal systems; lighting fixtures and lamps; photographic supplies; chemicals and chemical specialties; pest control agents and disinfectants; food cooking, baking, and warming equipment; kitchen equipment and appliances; food preparation and serving sets, kits, and outfits; books and pamphlets, sheet and book music, and miscellaneous printed matter; drums and cans; commercial and industrial gas cylinders; bottles and jars; rubber, plastic, and glass fabricated materials; refractories and fire surfacing materials, asbestos, clay, cork, and other vegetable and mineral materials; ecclesiastical equipment, furnishings, and supplies; mortuary supplies; physical properties testing equipment; geophysical and astronomical instruments; scales and balances; drafting, surveying, and mapping instruments; and liquid and gas flow, liquid level, and mechanical motion measuring instruments, packaged petroleum products, cutting tools, industrial plant equipment. tackle blocks; shackles and slings; knobs and pointers; airframe structural components; parachutes; aerial pickup, delivery, and recovery systems; cargo tie-down equipment; cargo nets; aircraft accessories and components; rigging and rigging gear; deck machinery; marine hardware and hull items.

D-5 Defense Industrial Supply Center
700 Robbins Avenue
Philadelphia, PA 19111-5096

(215) 697-2747 or 2748
Toll-free: 1(800) 831-1110

Principal interests: Bearings; chain and wire rope; fiber rope, cordage and twine; rope, cable, and chain fittings; ores and minerals; ferrous and nonferrous scrap; ferrous and nonferrous bars, sheets, and shapes; electrical wire and cable; screws, bolts, and studs; nuts and washers; nails, keys, and pins; rivets; fastening devices; packing and gasket materials; metal screening; coil, flat, and wire springs; rings; shims; spacers; miscellaneous hardware; gasoline reciprocating engines and components (aircraft); gas turbines and jet engines and components (aircraft); rocket engine components; engine fuel system components (aircraft); engine cooling system components (aircraft); engine air and oil filters; turbosuperchargers; miscellaneous engine accessories (aircraft).

D-6 Defense Personnel Support Center
2800 South 20th St.
Philadelphia, PA 19101-8419

(215) 737-2321
Toll-free: 1(800) 523-0705

Principal interests: Men's and women's military clothing, dress and work; textile fabrics; wool tops; artificial leather; tents and tarpaulins; flags and pennants; leather and rubber footwear; hats and caps; canvas products; special-purpose clothing; underwear; hosiery; gloves; badges and insignia; luggage; individual equipment; body armor; specialized flight clothing; helmets. Drugs and biological; surgical dressing materials; surgical, dental, and optical instruments, equipment and supplies; X-ray equipment and supplies; hospital furniture, equipment, utensils, and supplies; medical sets, kits, and outfits; chemical analysis instruments; laboratory equipment and supplies; medicinal chemicals; hospital and surgical clothing. Perishable and nonperishable foods are purchased for distribution in the United States and overseas. Such purchases include meats and meat products, fresh fruits and vegetables, dehydrated items, seafood or water foods, cereals, dairy products, poultry, and other related food items. Canned, packaged, fresh, and frozen items are purchased in car-lots or less. Retort pouched foods are bought in large quantities as ration components.

D-7 Defense Subsistence Region Pacific
(DPSC)2155 Mariner Square Loop
Alameda, CA 94501-1022

(415) 869-8054

Principal interests: Perishable foods for distribution to the Far East and west of the Rockies within the United States.

D-8 DLA Administrative Support Center
Office of Contracting
8725 John J. Kingman Road
Suite 0119, Room 1134
Fort Belvoir, VA 22060-6221

(703) 767-1152

Principle Interests: Centralized contracting of Federal Information Processing (FIP) Resources (ADP, Computer and Telecommunications products and services) at DLA HQ for all DLA

activities, including large and small purchases, and GSA schedule purchases. Responsible for

managing the life cycle contracting process in support of the DLA mission, and providing the highest quality contracting and customer service. DLA field activities may purchase similar items at the small purchase level and, under competitive circumstances, up to a threshold of \$250,000.

D-9 Defense National Stockpile Center
8725 John J. Kingman Road
Suite 3339, Room 4520
Fort Belvoir, VA 22060-6223

(703) 767-5476

Principal interests: Manages the nation's reserves of strategic and critical materials for times of national emergency. Procures and sells aluminum, beryllium, cobalt, copper, germanium, lead manganese, mercury, mica, and rubber. Also, maintains the government owned, contractor operated (GOCO) plant for producing jewel bearings.

PRODUCTS AND SERVICES BOUGHT BY MAJOR MILITARY PURCHASING OFFICES

Supplies and Equipment

10 WEAPONS

1005-35 Guns, A-1, A-2, N-5, N-8, N-12, N-13, N-24 N-28, N-30, 35 D-1
1040 Chemical Weapons, A-1, D-4
1045-55 Launchers, A-8, N-8, N-10, N-12, N-13, N-22, N-28, N-30, 55
N-33, N-35, D-4
1075 Degaussing and Mine Sweeping, N-8, N-12, N-13, N-27, D-4
1080 Camouflage and Deception Equipment, A-4, D-4

11 NUCLEAR ORDNANCE- A-2, A-7, AF-4

12 FIRE CONTROL EQUIPMENT- A-1, A-2, A-5, A-8, N-4, N-5, N-8, N-12, N-13, N-22, N-28, N-29, N-30, N-35, AF-2, AF-3, AF-5, D-2

13 AMMUNITION AND EXPLOSIVES- N-12, N-22, N-29 3

1305-20 Ammunition, A-1, A-2, A-3, N-13 20
1325 Bombs, A-1, AF-2, AF-11
1330 Grenades, A-1
1336 Missile Warheads, A-1, N-5, AF-2
1337 Missile and Space Propulsion, A-8, N-8, AF-2
1340 Rockets, A-1, A-2, A-8, N-5, N-9, N-25, N-28
1345 Land Mines, A-1, A-2
1350-51 Underwater Mines, N-8, N-13, N-30
1355-56 Torpedos, N-8, N-13, N-38
1365 Chemical Agents, A-1
1370 Pyrotechnics, A-1, N-13
1375 Demolition Materials, A-1
1376 Bulk Explosives, A-1
1377 Cartridge and Propellant-Activated Devices, N-13, N-25, AF-2
1385 Ordnance Disposal Tools, N-13
1390 Fuzes and Primers, A-1, A-2, A-7, N-5, N-28

14 GUIDED MISSILES

1410-27 Guided Missile Systems and Components, A-2, A-8, N-4, N-5, 27 N-8,
N-12, N-13, N-22, N-25, N-29, N-33, AF-1, AF-2, AF-5
AF-7, AF-10, AF-11
1430 Remote Control Systems, A-8, N-4, N-5, N-8, N-12, N-13, N-25, AF-1,
AF-2, D-2

- 1440 Launchers, A-8, N-4, N-5, N-8, N-12, N-13, N-22, N-24, N-25 AF-1, AF-2, AF-5, D-2
 - 1450 Handling and Servicing Equipment, A-8, N-4, N-5, N-8, N-11, N-13, N-22, N-24, N-25, N-29, AF-1, AF-2, AF-10, D-1
- 15 AIRCRAFT
- 1510 Fixed Wing, A-4, N-5, AF-2, AF-3, AF-4, AF-10
 - 1520 Rotary Wing, A-4, A-5, N-5
 - 1550 Drones, A-8, N-5, N-11, AF-3
 - 1560 Airframe Components, A-4, N-12, AF-1, AF-2, AF-3, AF-4, AF-5, AF-10, D-4
- 16 AIRCRAFT COMPONENTS AND ACCESSORIES N-45
- 1610 Propellers, A-4, N-12, AF-5
 - 1615 Helicopter Rotors, A-4, N-12, D-1
 - 1620 Landing Gear Components, A-4, N-12, AF-2
 - 1650 Hydraulic Vacuum De-icing, A-4, N-12, AF-1, AF-2, AF-3, AF-4, AF-5, D-1
 - 1660 Air Conditioning and Heating Equipment, A-4, N-12, AF-1, AF-4, D-1
 - 1670 Parachutes, Recovery and Tie-down, A-4, N-1, N-12, N-29, AF-3, AF-4, AF-5, D-4
 - 1680 Miscellaneous Accessories and Components, A-4, N-5, N-12, N-22, N-38, AF-1, AF-2, AF-3, AF-4, AF-6, AF-9, AF-10, D-1, D-4, D-5
- 17 AIRCRAFT LAUNCHING, LANDING, AND GROUND HANDLING EQUIPMENT
- 1710 Arresting Equipment, N-12, N-20, AF-4, D-1
 - 1720 Launching Equipment, N-12, N-20, D-1
 - 1730 Ground Servicing Equipment, A-4, N-10, N-12, N-20, AF-4, D-1
 - 1740 Specialized Trucks and Trailers, A-9, N-10, N-12, N-20, AF-1, AF-2, AF-3, AF-4, AF-5, D-1
- 18 SPACE VEHICLES AF7, D-4
- 19 SHIPS, SMALL CRAFT, PONTOONS, AND FLOATING DOCKS
- 1900-90 Vessels, N-8, N-13
 - 1920 Fishing Vessels, A-9
 - 1925 Tenders, N-13
 - 1930 Cargo Barges and Lighters
 - 1935 Special Purpose Barges and Lighters, A-11, A-21
 - 1945 Pontoons and Floating Docks, N-7, N-9, N-10, N-14, N-16, N-18, N-38
- 20 SHIP AND MARINE EQUIPMENT- A-4, N-2, N-8, N-10, N-13, N-14, N-16, N-17,

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- 22 RAILWAY EQUIPMENT- A-4, A-20, N-14, N-16, N-17, N-18, N-38, N-39
- 23 MOTOR VEHICLES, TRAILERS, CYCLES- A-2, A-9, A-21, N-1, N-8, N-9, N-10, N-32, N-38, N-39, AF-5
- 24 TRACTORS - N-12, N-20, AF- 5, D-1
- 25 VEHICULAR EQUIPMENT COMPONENTS- A-9, A-20, N-1, N-12, N-13, N-20, N-39
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- 26 TIRES AND TUBES
 - 2610 Pneumatic, Except Aircraft, A-9
 - 2620 Pneumatic, Aircraft, N-12, AF-2, D-1
 - 2640 Tire Rebuilding - Repair Material, A-20
- 28 ENGINES, TURBINES, AND COMPONENTS
 - 2805 Reciprocating Engines, Except Aircraft, A-4, N-1, N-8, N-12, N-13, N-39, AF-4, D-1
 - 2810 Reciprocating Engines, Aircraft and Components, N-12, AF-4, D-5
 - 2815 Diesel Engines and Components, A-8, A-9, A-4, A-20, N-1, N-8, N-12, N-13, N-38, N-39, AF-4, D-1
 - 2825 Steam Turbines and Components, N-8, N-10, N-13, N-14, N-16, N-17, N-18, N-38, D-1
 - 2835 Gas Turbines and Jet Engines, Except Aircraft, A-4, N-5, N-8, N-12, N-13, AF-4, D-5
 - 2840 Gas Turbines and Jet Engines, Aircraft, A-4, N-5, N-12, N-13, N-38, AF-1, AF-4, AF-11, D-5
 - 2845 Rocket Engines and Components, A-8, D-5
 - 2895 Miscellaneous Engines and Components, N-2, N-5, N-8, N-9, N-10, N-12, N-38, N-39, D-1
- 29 ENGINE ACCESSORIES- N-5, N-14, N-16, N-17, N-18, N-20, N-21, N-23, N-38
 - For Aircraft Engines, A-4, N-5, N-12, AF-1, AF-2, AF-4, D-5
 - Other Than for Aircraft Engines, A-4, A-9, N-8, N-12, N-13, AF-4, D-1
- 30 MECHANICAL POWER TRANSMISSION EQUIPMENT- A-1, A-4, A-9, N-12, N-13, N-14, N-16, N-17, N-18, N-38, N-39, AF-1, AF-4, AF-5, D-1
- 31 BEARINGS - A-4, A-9, N-12, N-13, AF-1, AF-2, AF-4, AF-5, D-5
- 32 WOODWORKING MACHINERY AND EQUIPMENT- N-9, N-10, N-14, N-16, N-17, N-18, N-32, N-38 D-4, and Local Purchase

- 34 METALWORKING MACHINERY- A-1, N-9, N-10, N-13, N-16, N-17, N-18, N-20, N-29, N-38, AF-2, AF-3, AF-5, D-4, and Local Purchase
- 35 SERVICE AND TRADE EQUIPMENT- N-9, N-10, N-13, N-14, N-16, N-17, N-18, N-38, D-4, and Local Purchase
- 36 SPECIAL INDUSTRY MACHINERY- A-1, A-2, N-9, N-10, N-11, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-22, N-24, N-25, N-28, N-29, N-30, N-33, N-35, N-38, AF-6, D-4, and Local Purchase
- 37 AGRICULTURAL MACHINERY AND EQUIPMENT- Local Purchase
- 38 CONSTRUCTION, MINING, EXCAVATING, AND HIGHWAY MAINTENANCE EQUIPMENT A-21, N-1, N-9, AF-5, D-1, and Local Purchase
- 39 MATERIALS HANDLING EQUIPMENT- A-9, A-20, N-2, N-7, N-8, N-9, N-10, N, 12, N-13, N-14, N-15, N-16, N-17, N-18, N-31, N-32, N-38, N-39, AF-5, AF-6, D-4, D-5, and Local Purchase
- 40 ROPE, CABLE, CHAIN, AND FITTINGS- N-7, N-9, N-10, N-12, N-13, N-14 N-15, N-16, N-17, N-18, N-38, D-5
- 41 REFRIGERATION AND AIR CONDITIONING EQUIPMENT A-4, N-1, N-8, N-10, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-38, AF-4, D-4, and Local Purchase
- 42 FIRE FIGHTING, RESCUE, AND SAFETY EQUIPMENT
 - 4210 Fire Fighting Equipment, A-4, N-1, N-8, N-12, N-13, N-27, N-38, AF-5, D-1
 - 4220 Marine Lifesaving and Diving Equipment, N-7, N-8, N-12, N-13, N-27, N-38, AF-4, D-1
 - 4230 Decontaminating and Impregnating Equipment, A-1, AF-5, D-4
 - 4240 Safety and Rescue Equipment, A-1, A-3, N-13, N-14, N-15, N-16, N-17, N-18, N-38, AF-4, AF-5, D-4
- 43 PUMPS AND COMPRESSORS- A-4, A-8, A-9, N-8, N-12, N-13, N-14, N-16, N-17, N-18, N-20, N-27, N-28, N-32, N-38, AF-1, AF-4, AF-5, D-1
- 44 FURNACE, STEAM PLANT, DRYING EQUIPMENT, AND NUCLEAR REACTORS
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- 45 PLUMBING, HEATING, AND SANITATION EQUIPMENT- A-4, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-38, N-39, AF-5, D-1

- 46 WATER PURIFICATION AND SEWAGE TREATMENT EQUIPMENT- A-4, A-11, N-8, N-13, N-14, N-15, N-16, N-17, N-18, N-38, N-39, D-1
- 47 PIPE, TUBING, HOSE, AND FITTINGS- A-1, A-4, A-9,, A-21, N-7, N-10, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-23, N-25, N-26, N-27, N-28, N-30, N-38, AF-1, AF-3, AF-4, D-1
- 48 VALVES - A-4, A-8, A-9, A-21, N-8, N-10, N-11, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-22, N-38, AF-1, AF-2, AF-3, AF-4, D-1
- 49 MAINTENANCE AND REPAIR SHOP EQUIPMENT
- 4910 Motor Vehicle Maintenance Equipment, A-1, A-20, N-9, N-10, N-12, N-38, D-1
- 4920 Aircraft Maintenance Equipment, A-4, N-10, N-12, N-20, N-38, AF-2, AF-3, AF-4, AF-5, AF-6, AF-9, AF-10, D-4
- 4921 Torpedo Maintenance Equipment, N-13, N-35, N-38, D-4
- 4927 Rocket Maintenance Equipment, A-8, N-25, AF-1, AF-3, AF-5, D-4
- 4930 Lubrication and Fuel Dispensing Equipment, A-4, N-1, N-9, N-10, N-12, N-13, AF-4, D-1
- 4931 Fire Control Maintenance Equipment, A-1, A-8, N-8, N-12, N-13, N-25, D-2
- 4935 Guided Missile Maintenance Equipment, A-8, N-8, N-12, N-13, N-25, AF-2, AF-5, D-2
- 4940 Miscellaneous Maintenance Equipment, A-1, A-5, N-9, N-12, N-38, AF-1, AF-2, AF-3, AF-4, AF-5, D-1
- 51 HAND TOOLS - N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-38, AF-3, D-4
- 52 MEASURING TOOLS- N-12, N-14, N-15, N-16, N-17, N-18, N-20, N-24, N-25, N-30, N-38, AF-6, D-4 and Local Purchase
- 53 HARDWARE AND ABRASIVES- A-4, N-12, N-13, N-14, N-15, N-17, N-18, N-22, N-24, N-38, AF-2, AF-4, D-4, D-5
- 54 PREFABRICATED STRUCTURES AND SCAFFOLDING A-4, A-5,, A-21, N-1, N-9, N-10, N-14, N-15, N-16, N-17, N-18, N-21, N-38, N-39, AF-4, AF-5, D-1, and Local Purchase
- 55 LUMBER, MILLWORK, PLYWOOD, AND VENEER- A-21, N-14, N-15, N-16, N-17, N-18, N-38, D-1, and Local Purchase
- 56 CONSTRUCTION AND BUILDING MATERIALS- N-12, N-14, N-15, N-16, N-17, N-18, N-24, N-38, N-39, D-1 and Local Purchase
- 58 COMMUNICATION EQUIPMENT- A-3, A-5, A-7, A-8, A-12, A-20, A-21, N-1 N-3, N-5, N-6, N-8, N-9, N-10, N-11, N-12, N-13, N-20, N-21, N-22, N-23, N-24, N-25, N-28, N-29, N-32, N-33, N-35, N-38, AF-1, AF-2, AF-3, AF-4,

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- 59 ELECTRICAL AND ELECTRONIC EQUIPMENT COMPONENTS A-1, A-4, A-5, A-7, A-8, A-9, A-20, N-1, N-3, N-5, N-6, N-8, N-10, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-21, N-22, N-23, N-24, N-28, N-29, N-30, N-33, N-35, N-37, N-38, AF-2, AF-3, AF-5, AF-9, D-2, D-4
- 60 FIBER OPTICS - A-5, A-8, N-3, N-10, N-24, N-28, N-29, N-33, N-35, N-37, N-38, AF-3, D-2
- 61 ELECTRIC WIRE AND POWER DISTRIBUTION EQUIPMENT
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 - 6110 Electrical Control Equipment, A-1, A-5, A-21, N-8, N-10, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-22, N-33, N-38, AF-3, D-4
 - 6115 Generators and Generator Sets, A-4, A-11, A-21, N-5, N-8, N-12, N-13, N-14, N-15, N-17, N-18, N-20, N-22, N-28, N-29, N-35, N-38, AF-3, D-4
 - 6120 Transformers, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-28, N-38, AF-3, D-4
 - 6125 Converters, Rotating, N-6, N-8, N-10, N-12, N-13, N-22, N-38, AF-3, D-4
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 - 6145 Wire and Cable, Electrical, N-10, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-21, N-22, N-23, N-28, N-29, N-32, N-35, N-38, D-5
 - 6150 Miscellaneous Electrical Equipment, A-21, N-10, N-12, N-13, N-38, D-4
- 62 LIGHTING FIXTURES AND LAMPS
 - 6210 Outdoor Lighting, N-12, N-20, D-4
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 - 62XX All Other, N-12, N-13, D-4
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 - 6320 Shipboard, N-13, D-4
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- 65 MEDICAL, DENTAL, AND VETERINARY EQUIPMENT A-18, A-19, N-9, N-10, N-11, N-38, D-6

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- 6610 Flight Instruments, A-4, N-12, N-13, N-20, N-21, N-37, N-38, AF-1, AF-2, AF-3, AF-4, AF-5, AF-11, D-4
- 6615 Autopilots, Airborne Gyro, A-5, N-12, N-13, AF-1, AF-2, AF-3, AF-4, AF-5, AF-11, D-4

- 6620 Engine Instruments, A-4, N-12, N-13, AF-1, AF-3, AF-4, D-4
- 6625 Electrical and Electronic Measuring Instruments, A-3, A-4, A-5, A-8, A-9, A-10, A-20, N-1, N-3, N-5, N-6, N-8, N-9, N-10, N-11, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-23, N-22, N-24, N-25, N-27, N-28, N-29, N-30, N-32, N-35, N-37, N-38, AF-2, AF-3, AF-4, AF-5, AF-6, AF-10, AF-11, AF-13, AF-14, D-2
- 6630 Chemical Analysis Instruments, A-3, N-1, N-3, N-5, N-6, N-8, N-9, N-10, N-12, N-13, N-14, N-15, N-16, N-17, N-18, N-20, N-22, N-23, N-24, N-25, N-27, N-28, N-29, N-30, N-32, N-35, N-38, AF-14, D-6

- 6635 Physical Properties Testing Equipment, A-3, N-1, N-3, N-5, N-6, N-8, N-9, N-10, N-12, N-14, N-15, N-16, N-17, N-18, N-20, N-22, N-23, N-24, N-25, N-27, N-28, N-29, N-30, N-32, N-34, N-36, N-38, AF-2, AF-3, A-4, AF-14, D-4

- 6636 Environmental Chambers, N-9, N-20, N-23, N-27, N-28, N-29, N-33, N-35, N-38, D-4
- 6640 Laboratory Equipment and Supplies, A-3, A-18, N-3, N-23, N-24, N-27, N-28, N-29, N-32, N-33, N-35, AF-6, D-6
- 6645 Time Measuring Instruments, A-1, N-9, N-12, N-13, N-24, N-25, N-28, N-38, D-4
- 6650 Optical Instruments, A-1, A-3, A-7, N-8, N-12, N-13, N-20, N-21, N-22, N-23, N-24, N-27, N-29, N-32, N-35, AF-4, D-4
- 6660 Meteorological Instruments, A-5, N-12, N-13, N-20, N-24, N-28, AF-3, D-4
- 6665 Hazard-Detecting Instruments, A-1, A-5, N-6, N-8, N-13, N-28, N-38, AF-4, D-4

- 6670 Scales and Balances, N-25, N-28, N-29, AF-4, D-4
- 6675 Drafting, Surveying, and Mapping Instruments, A-4, A-11, N-13, N-23, N-24, D-4
- 6680 Motion-Measuring Instruments, A-4, N-8, N-12, N-13, N-20, N-21, N-23, N-25, N-35, AF-1, AF-2, AF-4, D-4
- 6685 Pressure, Temperature, and Humidity Instruments, A-4, N-8, N-12, N-13, N-22, N-25, N-32, N-38, AF-1, AF-4, D-4
- 6695 Combination and Miscellaneous Instruments, A-3, A-8, N-1, N-3, N-5, N-10, N-28, N-29, AF-2, AF-4, D-4

- 67 PHOTOGRAPHIC EQUIPMENT- N-5, N-9, N-10, N-12, N-14, N-16, N-21, N-22, N-23, N-27, N-28, N-29, N-30, N-31, N-32, N-33, N-35, N-38, AF-2, D-4
- 68 CHEMICALS AND CHEMICAL PRODUCTS- A-21, N-13, N-14, N-15, N-16, N-18, N-22, N-24, N-25, N-28, N-30, N-38, D-4, D-6
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- 70 GENERAL PURPOSE ADPE AND SUPPORT
 - 70XX Local Purchase for All Codes
 - 7010 ADPE Configuration, A-12, A-13, N-1, N-3, N-4, N-5, N-6, N-8, N-9, N-10, N-11, N-12, N-13, N-20, N-21, N-22, N-23, N-25, N-27, N-28, N-29, N-32, N-35, N-37, N-38 AF-10, AF-13
 - 7020 Analog Central Processors, N-6, N-10, N-11, N-21, N-23, N-27, N-28, N-33, N-35, N-38
 - 7021 Digital Central Process, A-5, A-13, N-5, N-6, N-9, N-10, N-12, N-13, N-22, N-23, N-27, N-28, N-29, N-32, N-33, N-38, AF-5
 - 7025 Input/Output and Storage Devices, A-3, A-5, A-8, A-14, N-1, N-3, N-4, N-5, N-6, N-8, N-9, N-10, N-11, N-12, N-13, N-21, N-22, N-23, N-24, N-27, N-28, N-29, N-32, N-33, N-35 AF-2, AF-3, AF-5, AF-6, AF-13, D-2, D-5
 - 7030 ADP Software, A-3, A-8, A-12, A-14, A-15 N-1, N-3, N-4, N-6, N-8, N-9, N-10, N-22, N-23, N-24, N-27, N-28, N-29, N-33, N-35, N-37, N-38, AF-6, AF-13, D-8
 - 7035 ADP Support Equipment, A-3, A-5, A-8, A-14, A-20, N-1, N-3, N-4, N-5 N-6, N-8, N-9, N-10, N-11, N-12, N-13, N-21, N-22, N-23, N-24, N-27, N-28, N-37, AF-2, AF-6, AF-13
 - 7042 Mini- and Micro-Computer Controls, N-1, N-6, N8, N-9, N-10, N-21, N-28, N-29, N-33, N-35, N-37, D-8
 - 7045 ADP Supplies and Support Equipment, A-8, A-14, A-21, N-3, N-4, N-6, N-8, N-9, N-10, N-12, N-13, N-21, N-22, N-23, N-24, N-28, N-29, N-35, N-37, N-38, AF-2, A-6, D-8
 - 7050 ADP Components, A-5, A-8, A-15, A-16, A-17, A-21, N-1, N-4, N-8, N-9, N-10, N-12, N-13, N-21, N-23, N-24, N-27, N-29, N-33, N-37, N-38, AF-6, AF-7
- 71 FURNITURE
 - 71XX Local Purchase for All Codes
 - 7105 Household Furniture, N-1, N-38, D-4
 - 7110 Office Furniture, A-14, N-1, N-11, N-38, AF-2, AF-6, D-6
 - 7125 Cabinets, Lockers, Bins, and Shelving, N-10, N-38, D-4

72 HOUSEHOLD AND COMMERCIAL FURNISHINGS AND APPLIANCES N-1, D-4,
D-6 and Local Purchase

- 73 FOOD PREPARATION AND SERVING EQUIPMENT
 - 7310 Food Cooking, Baking, and Serving Equipment, D-4
 - 7320 Kitchen Equipment and Appliances, D-4
 - 7330 Kitchen Hand Tools and Utensils, D-4
 - 7340 Cutlery and Flatware, D-4, D-6
 - 7350 Tableware, D-6
 - 7360 Food Preparation and Serving Kits and Outfits, A-4, D-4, D-6
- 74 OFFICE MACHINES AND VISIBLE RECORD EQUIPMENT D-4, Local Purchase
- 75 OFFICE SUPPLIES AND DEVICES- D-4, Local Purchase
- 76 BOOKS, MAPS, AND OTHER PUBLICATIONS D-4, Local Purchase
- 77 MUSICAL INSTRUMENTS, PHONOGRAPHS, AND HOMETYPE RADIOS- N-31 and Local Purchase
- 78 RECREATIONAL AND ATHLETIC EQUIPMENT- N-31 and Local Purchase
- 79 CLEANING EQUIPMENT AND SUPPLIES- N-31, D-6
- 80 BRUSHES, PAINTS, SEALERS, AND ADHESIVES N-13, N-31 and Local Purchase
- 81 CONTAINERS, PACKAGING, AND PACKING SUPPLIES
 - 8105 Bags and Sacks, D-4, D-6
 - 8110 Drums and Cans, D-4
 - 8115 Boxes and Cartons, Local Purchase
 - 8120 Gas Cylinders, D-4
 - 8125 Bottles and Jars, D-4
 - 8130 Reels and Spools, D-4 and Local Purchase
 - 8135 Packaging and Packing Materials, D-6 and Local Purchase
 - 8140 Ordnance Boxes, A-1, A-8, N-13, N-31, AF-2, AF-13, D-4
 - 8145 Specialized Shipping and Storage Containers, A-4, A-8, N-1, N-8, N-9, N-10, N-12, N-13, N-22, N-24, N-25, N-29, N-30, N-31, N-38, AF-2, AF-4, AF-5, D-4
- 83 TEXTILES, LEATHER, FURS, APPAREL, AND SHOE FINDINGS, TENTS, AND FLAGS - D-6
- 84 CLOTHING, INDIVIDUAL EQUIPMENT, AND INSIGNIA
 - 8475 Specialized Flight Clothing and Accessories, N-12, AF-4, D-6
 - 84XX All Other Clothing Codes, D-6
- 85 TOILETRIES - D-6

- 87 **AGRICULTURAL SUPPLIES**
 - 8710 Forage and Feed
 - 8720-30 Fertilizer, Seeds, and Nursery Stock, Local Purchase

- 89 **SUBSISTENCE (See note)**
 - 8905 Meat, Poultry, and Fish, N-1, N-31, D-6, D-7, and Local Purchase
 - 8910 Dairy Foods and Eggs, N-1, D-6, D-7, and Local Purchase
 - 8915 Fruits and Vegetables, N-1, N-31, D-6, D-7, and Local Purchase
 - 8920 Bakery and Cereal Products, N-1, N-31, D-6, D-7, and Local Purchase
 - 8925 Sugar, Confectionery, and Nuts, D-6, D-7
 - 8930 Jams and Jellies, D-6
 - 8935 Soups and Bouillons, N-1, D-6
 - 8940 Special Dietary Foods, N-31, D-6, D-7
 - 8945 Food Oils and Fats, D-6
 - 8950 Condiments, N-31, D-6
 - 8955 Coffee, Tea, and Cocoa, N-1, N-31, D-6, and Local Purchase
 - 8960 Beverages, Nonalcoholic, N-31, D-6, and Local Purchase
 - 8970 Composite Food Packages, D-6
 - 8975 Tobacco Products, D-6 and Local Purchase

- 91 **FUELS, LUBRICANTS, OILS, AND WAXES**
 - 9110 Solid Fuels, D-3, D-6
 - 9130 Petroleum Base Liquid Propellants and Fuel, N-10, AF-4, D-3 and Local Purchase
 - 9135 Chemical Base Liquid Propellants, AF-4
 - 9140 Fuel Oils, N-2, N-9, N-10, N-20, N-38, D-3, and Local Purchase
 - 9150 Oils, Greases - Cutting, Lubricating, and Hydraulic, D-3, D-4
 - 9160 Miscellaneous Waxes, Oils, and Fats, D-4

- 93 **NONMETALLIC FABRICATED MATERIALS- D-4, Local Purchase**

- 95 **METAL BARS, SHEETS, AND SHAPES**
 - 9505 Wire, Nonelectrical, Iron and Steel, D-5
 - 9510 Bars and Rods, Iron and Steel, N-38, D-5
 - 9515 Sheet and Strip, Iron and Steel, N-10, N-38, D-5
 - 9520 Structural Shapes, Iron and Steel, A-21, N-32, N-38, D-5
 - 9525 Wire, Nonelectrical, Nonferrous, D-5
 - 9530 Bars and Rods, Nonferrous, N-13, N-38, D-5
 - 9535 Sheet and Strip, Nonferrous, D-5 and Local Purchase
 - 9540 Structural Shapes, Nonferrous, N-22, D-5

- 96 **ORES, MINERALS, AND THEIR PRIMARY PRODUCTS A-1, D-5**

Note: For all subsistence items, see coverage on commissaries in Part 4.

Services

- H1 QUALITY CONTROL SERVICE (See Note)
N-4, N-5, N-8, N-10, N-11, N-28, N-29, N-35,
- H2 EQUIPMENT AND MATERIALS TESTING SERVICES
N-4, N-5, N-8, N-9, N-10, N-11, N-21, N-22, N-23, N-33, N-35
- H3 INSPECTION SERVICES
N-4, N-8, N-23
- J MAINTENANCE, REPAIR, AND REBUILDING OF EQUIPMENT (See Note)
J010 Weapons, N-8, N-11, N-33, N-35
J012 Fire Control Group, N-8, N-11, AF-5
J013 Ammunition and Explosives, A-1, N-8
J014 Guided Missiles, A-8, N-4, N-5, N-11, N-12, AF-1, AF-2, AF-5
J015 Aircraft, A-4, N-5, N-6, N-12, AF-1, AF-2, AF-3, AF-4, AF-5, AF-6
and Local Purchase
J016 Aircraft Components, A-4, N-5, N-12, N-21, AF-1, AF-3, AF-4, AF-5, AF-6
and Local Purchase
J017 Aircraft Ground Equipment, N-5, N-20, AF-1, AF-4, AF-5 and Local
Purchase
J020 Marine Equipment, A-4 A-21, N-2, N-8, N-10, N-11, N-33, N-38
J023 Vehicles, Trailers, and Cycles, N-39, AF-1, AF-5 and Local Purchase
J028 Engines and Turbines, A-4, N-5, N-8, N-10, N-11, N-12, N-38, AF-1,
AF-4, AF-12
J034 Metalwork Machinery, A-1, N-5, N-9, N-10, N-11, N-38, AF-1, D-4
J036 Industrial Machinery, A-1, N-9, N-10, N-11 and Local Purchase
J041 Refrigeration and Air Conditioning, A-4, N-9, N-10, N-11, N-38, N-39 and Local
Purchase
J042 Fire Rescue and Safety Equipment, A-4, AF-5
J043 Pumps and Compressors, N-8, AF-5
J058 Communication Equipment, A-5, A-7, A-12, N-1, N-5, N-6, N-8, N-10, N-11,
N-12, N-13, N-22, N-23, N-24, N-33, N-38, AF-3, AF-5, AF-7 and Local
Purchase
J065 Medical and Dental Equipment, A-19, N-9, N-10, N-11, N-38
J066 Instruments and Lab Equipment, N-9, N-11, N-12, N-27, N-28, N-29, N-32, N-38,
AF-1, AF-3, AF-4, AF-6 and Local Purchase
J070 ADP Equipment and Supplies, Local Purchase
J074 Office Machines, Local Purchase
- K MODIFICATION OF EQUIPMENT (See Note)

K010 Weapons, A-1, N-8, N-11, N-33, N-35
K012 Fire Control Equipment, A-4, N-8, N-11
K013 Ammunition and Explosives, A-1, A-2, N-8
K014 Guided Missiles, A-8, N-4, N-8, N-11, AF-2
K015 Aircraft, A-4, N-11, AF-2
K016 Aircraft Components, A-4, N-5, N-12, N-21, AF-5, AF-1, AF-3, AF-5, AF-6
K017 Aircraft Ground Equipment, A-4, A-8, N-20
K020 Marine Equipment, N-8
K028 Engines and Turbines, N-5, AF-1, AF-4
K058 Communication Equipment, A-5, A-7, N-1, N-5, N-6, N-8, N-10
N-11, N-13, N-22, N-23, N-24, N-32, AF-1, AF-5

L TECHNICAL REPRESENTATIVE SERVICES (See Note)

M OPERATION OF GOVERNMENTOWNED FACILITY

[There are more opportunities than you might have thought, including operation of buildings, utilities, and other facilities. Observe the Government operations in your area and consider whether they may be contractor-operated. Government policy is to encourage contractor operation where it is in the Government's interest.]

N INSTALLATION OF EQUIPMENT

N010 Weapons, N-8
N012 Fire Control Equipment, N-10
N020 Marine Equipment, N-38
N058 Communication Equipment, A-5, N-6, N-10, N-38, AF-1
N068 Chemical Products, A-3
N070 ADP Equipment, N-8

P SALVAGE SERVICES (Including demolition)- A-21 and Local Purchase

Q MEDICAL SERVICES [Note: Specialized services and specialized suppliers], A19

R PROFESSIONAL TECHNICAL AND MANAGEMENT SERVICES

R2XX Architect-Engineer (See Part 1 of this booklet)
R301 ADP Facility Management, A-14, N-10, N-28, N-29, N-35, AF-6, AF-13
R302 ADP Systems Development and Programming, A2, A-7, A-12, A-13,
A-14, A-21, N-1, N-5, N-6, N-8, N-9, N-10, N-11, N-21, N-23, N-24,
N-28, N-29, N-32, N-35, N-38, AF-5, AF-9, AF-13 and Local Purchase
R303 ADP Entry, A-14, N-35, N-38
R407 Program Evaluation, N-8, N-10, N-21, AF-4, AF-5, AF-13
R408 Program Management-Support, A-4, A-5, A-8, A-14, N-1, N-2, N-3, N-5, N-6,
N-8, N-9, N-10, N-11, N-20, N-21, N-22, N-23, N-24, N-25, N-28, N-29, N-32,
N-33, N-35, N-37, N-38, AF-1, AF-4, AF-6, AF-7, AF-10, AF-13
R412 Simulations A-3, A-8, N-5, N-9, N-10, N-11, N-21, N-28, N-29, N-32, N-33, N-35,

N-37, AF-11

R413 Specifications Development, N-8, N-10, N-20, N-21, N-22, N-29, N-35

R414 Systems Engineering, A-8, A-9, A-12, N-1, N-2, N-5, N-6, N-8, N-9, N-10, N-11, N-16, N-20, N-21, N-22, N-23, N-24, N-25, N-28, N-29, N-30, N-32, N-33, N-35, N-37, N-38, AF-1, AF-2, AF-3, AF-4, AF-5, AF-6, AF-7, AF-8, AF-10, AF-13, and Local Purchase

R415 Technology Sharing, A-3, N-9, N-10, N-11, N-21, AF-10, AF-11, AF-13

R425 Engineering Technical Services, Local Purchase, A-3

R504 Studies/Chemical-Biological, A-3, N-21

R524 Studies/Mathematical-Statistical, AF-10

R538 Intelligence Analysis Support, AF-11

R547 Accounting/Financial Management Studies, AF-10

R551 mobilization/Preparedness Studies, A-3, N-1

R702 Data Collection Services, A-4, A-9, N-5, N-6, N-8, N-9, N-10, N-11, N-21, N-28, N-33, N-35

R706 Logistics Support Services, A-3, A-11, N-5, N-6, N-8, N-9, N-10, N-11, N-12, N-13, N-20, N-21, N-22, N-23, N-24, N-28, N-29, N-35, N-38 AF-1

R707 Procurement and Acquisition Support Services, A-3, N-8, N-9, N-10, N-11, N-12

S UTILITIES AND HOUSEKEEPING SERVICES

S201 Custodial-Janitorial, N-7 and Local Purchase

S202 Fire Protection, N-9, N-10, N-11, N-39, AF-5

S203 Food Service, Local Purchase

S205 Garbage Collection, Local Purchase

S206 Guard Services, N-7 and Local Purchase

S208 Landscaping and Groundkeeping, N-7 and Local Purchase

T PHOTOGRAPHIC, MAPPING, PRINTING, AND PUBLICATION

T001 ARTS-GRPHICS, N-1, N-9, N-10, N-11

T012 REPRODUCTION, N-11

T013 TECHNICAL WRITING, A-1, A-4, A-5, N-6, N-9, N-10, N-11, N-37, AF-1, AF-4, AF-5, AF-6

U TRAINING SERVICES

U006 Vocational and Technical Training, N-1, N-5, N-8, N-9, N-10, N-11, N-21, N-38

V TRANSPORTATION AND TRAVEL [Note: Specialized services and specialized suppliers, A-15, A-16, A-17]

W LEASE OR RENTAL OF EQUIPMENT

W015 Rental of Aircraft, N-5, AF-10

W023 Rental of Vehicles and Trailers, N-7, AF-2

W036 Rental of Industrial Machinery, N-9, N-38

W038 Rental of Construction Equipment, A-21
W070 Rental of ADP Equipment, Local Purchase
W074 Rental of Office Machines, Local Purchase

X LEASE OR RENTAL OF FACILITIES

X173 Rental of Fuel Storage Buildings, D-3

Y CONSTRUCTION- A-8, A-21, N-7, N-39

Z MAINTENANCE AND REPAIR OF REAL ESTATE- A-21, N-7 and Local Purchase

Note: If you have special capability in connection with particular items or lines of equipment, you should let the producer of that equipment be aware of your interest in working with it. You may be able to get subcontract work or to learn of DoD locations that have the equipment.

PART 3

RESEARCH AND DEVELOPMENT SALES OPPORTUNITIES

MAJOR MILITARY RESEARCH AND DEVELOPMENT ACTIVITIES

The DoD encourages participation by small concerns, including those owned by women and by disadvantaged persons, in its R&D programs. DoD seeks the most advanced scientific knowledge attainable and the best possible equipment and systems that can be devised and produced. It is the government's policy (FAR 35.008), in awarding an R&D contract, to select the organization ". . . that proposes the best ideas or concepts and has the highest competence in the specific field of science or technology involved." You should evaluate your firm critically before seeking a government R&D contract. Be sure that your firm is as well qualified as others who may want the same award. The telephone numbers in the lists which follow are for the small business specialists at the research organizations. Also, see the description, in Part 1 of this booklet, of the Small Business Innovation Research (SBIR) program.

DEPARTMENT OF THE ARMY

U.S. Army Space and Strategic Defense Command
P.O. Box 1500
Huntsville, AL 358073801

(205) 955-3412

Principal interests: Advanced R&D in the fields of radar, interceptors, sensors, discrimination, and data processing applicable to Ballistic Missile Defense Organization (BMDO); analytical studies of radar observable, bulk discrimination technology; algorithm development; advanced propulsion technology; integrated targets for the entire BMDO; test and evaluation of advanced technology components of computers, propulsion systems, sensors systems, and radar systems; analysis of new and novel applications of science and engineering seeking revolutionary approaches to ballistic missile defense concepts; threat analysis.

U.S. Army Materiel Systems Analysis Agency
Aberdeen Proving Ground, MD 21005

(410) 278-6614

Principal interests: The Army Materiel Systems Analysis Agency (AMSAA) has the overall broad mission of providing a central technical capability for systems analysis within Army Materiel Command (AMC) and for continuing improvement in the capability and performance of the total command wide systems analysis activity. This includes the conduct of systems analysis type studies, investigations, functions and activities; the evaluation of concepts and proposals on a broad AMC-wide base; and the advancement, improvement, and dissemination of technique, method, and methodology associated with the system analysis function. In addition, AMSAA serves as center for reliability, availability, and maintainability for Army systems.

U.S. Army Research Laboratory
Attn: AMXRO-PR
Post Office 12211
Research Triangle Park, NC 277092211

(919) 549-4355

Principal interests: Research proposals, on a competitive basis, from educational institutions, nonprofit organizations, and private industry in the fields of mathematics, physics, engineering, chemistry, electronics, materials, biology and geoscience.

U.S. Army Research Laboratory
Attn: AMSCL-PR-SB
2800 Powder Mill Road
Adelphi, MD 207831145

(301) 394-1076

Principal interests: Research and technology development efforts provide scientific and technological innovation in ten fields of technical endeavor; lethality; survivability enhancement; assessment; sensors, signatures and signal processing; power resources; materials and structures; battlefield environmental effects; human factors; advanced computing and advanced electronics.

Associated installations:

U.S. Army Harry Diamond Laboratories
2800 Powder Mill Road
Adelphi, MD 207831145

(301) 394-1076

U.S. Army Research Office
Attn: SLCRO-PR
P. O. Box 12211
Research Triangle Park, NC 277092211

(919) 549-4267

Materials Technology Laboratory
Attn: SLCMT-PR
Watertown, MA 021720001

(617) 923-5005

**U.S. Army Electronics Technology and
Devices Laboratory**
Attn: SLCET-DP
Fort Monmouth, NJ 077035000

(201) 544-4918

U.S. Army Vulnerability Assessment
Attn: SLCVH-RMA
White Sands Missile Range, NM 880025513

(505) 678-8110

Associated installations: Site Branches

Adelphi Site Contracts Branch (301) 394-1090
Attn: AMSRL-OP-AL
2800 Powder Mill Road
Adelphi, MD 20781-1145

Watertown Site Contracts Branch (617) 923-5255
Attn: AMSRL-OP-WT
Watertown, MA 021720001

Fort Monmouth Site Contracts Branch (908) 544-4371
Attn: AMSRL-OP-FM
Fort Monmouth, NJ 077035000

White Sands Missile Range Contracts Branch (505) 678-8110
Attn: AMSRL-OP-PR-WS
White Sands Missile Range, NM 880025513

U.S. Army Natick Research Development (508) 651-4995
and Engineering Center, ATTN:STRNC-ZSB
Natick, MA 07160-5008

Principal interests: R&D in the physical and biological sciences and engineering to meet military requirements in commodity areas of textiles, clothing, body armor, footwear, insecticides and fungicides, subsistence, containers, food service, equipment (as assigned) tentage and equipage, and air delivery equipment.

U.S. Army Belvoir Research, Development (703) 704-2218
and Engineering Center (BRDEC)
Fort Belvoir, VA 220605606

Principal interests: Mobility/counter-mobility; survivability; energy; and logistics of mobility equipment. These include counter-mine, counter-obstacle/construction equipment, gap closing/bridging, obstacles/barriers, field fortifications, camouflage, physical security, tunnel detection, topographic equipment, tactical sensors, electric power, fuels and lubricants, heaters and air conditioners, water supply, fuels handling, materials handling equipment, marine craft, and railway and utility equipment. Developing photo voltaic solar systems for use by all military services. Engineers and procures topographic equipment, landing mats, and insect and rodent control equipment developed by other Army organizations. In addition, performs the R&D procurement functions for other Fort Belvoir-based organizations including: Night Vision and Electro Optics Laboratory (NV&EOL), the DoD Project Manager for Mobile Electric Power, and Product Manager for Physical Security Equipment.

U.S. Army Aviation and Troop Command (314) 263-2223
Attn: AMSAT-C-V
Bldg. 102E, 4300 Goodfellow Blvd.
St. Louis, MO 63120-1798

Associated Installations:

The Propulsion Directorate (216) 433-3703
NASA/Lewis Research Center
2100 Brookpart Road
Cleveland, OH 441353127

The Aerostructures Directorate (804) 864-2447
NASALangley Research Center
Hampton, VA 236655225

Aviation Applied Technology Directorate (804) 878-2208
Fort Eustis, VA 236045577

Principal interests: R&D of new helicopter systems, support of qualification testing of turbine engines, development of improved Army aircraft support for extreme environments, development and evaluation of prototype hardware for fueling and defueling equipment for use in combat areas and solving fuel contamination problems. Conducts research in both exploratory and advanced development in subsonic areas of application.

U.S. Army Communications Electronics Command (908) 532-4511
Command
Attn: AMSEL-SB
Fort Monmouth, NJ 077035005

Principal interests: R&D and acquisition, to include first production and initial fielding of communications, tactical data, and command and control systems. R&D programs related to communications, electronics intelligence, electronic warfare, reconnaissance surveillance, target acquisition, night vision, combat identification, position locations, tactical satellites, maneuver control, common hardware/software, sensors, power sources and other associated equipment.

U.S. Army Missile Command (MICOM) (205) 876-5441
Attn: AMSM-SB/CM
Redstone Arsenal
Huntsville, AL 358985150

Principal interests: R&D associated with free rockets, guided missiles, ballistic missiles, targets, air defense weapons systems, fire control coordination equipment, related special purpose and multisystem test equipment, missile launching and ground support equipment, metrology and calibration equipment, and other associated equipment.

U.S. Army Tank Automotive Command (313) 574-5388
Attn: AMSTA-CB
Warren, MI 483975000

Principal interests: R&D associated with combat tactical and special purpose vehicles. R&D programs related to advanced concepts, development and engineering of combat and tactical vehicles, including automotive subsystems and components. Component programs involve engines, transmissions, suspensions, electrical and miscellaneous vehicular components.

U.S. Army Test & Evaluation Command (410) 278-1201
Attn: AMSTE-PR
Aberdeen Proving Command, MD 21005005

Associated Installations:

U.S. Army Aberdeen Proving Ground (410) 278-3878
Attn: STEDP-DOC
Aberdeen Proving Ground, MD 21005005

Principal interests: R&D, production and post production testing of weapons, systems, ammunition, combat and support vehicles, and individual equipment.

U.S. Army Dugway Proving Ground (801) 831-2101
Attn: STEDP-DOC
Dugway, UT 84022-5202

Principal interests: Conducts field and laboratory tests to evaluate chemical and radiological weapons and defense systems and materiel, as well as defense research.

U.S. Army Jefferson Proving Ground (812) 273-7281
Attn: STEJP-EC-C
Madison, IN 47250-5100

Principal interests: Processing, assembling, and acceptance testing of ammunition and ammunition components. Receives, stores, maintains, and issues assigned industrial stocks.

U.S. Army White Sands Missile Range (505) 678-6285
Attn: STEYP-CR
White Sands, NM 88002-5007

Principal interests: Conducts testing and evaluation of Army missiles and rockets. Operates the United States' only land based national range to support missile and other testing for the Army, Air Force, Navy, and National Aeronautics and Space Administration.

U.S. Army Yuma Proving Ground (602) 328-3285
Attn: STEYP-PC
Yuma Proving Ground, AZ 85365-9106

Principal interests: R&D, production and post production testing of weapons, systems, ammunition, and combat and support vehicles. Conducts environmental tests, air drop and air delivery tests, and participates in engineering testing of combat and support items.

**U.S. Army Engineer Waterways Experiment Station
P.O. Box 631
Vicksburg, MS 391806199**

(601) 634-2424

Principal interests: Research in support of the civil and military mission of the Chief of Engineers and other Federal agencies, through the operation of laboratories in the broad fields of hydraulics, soil mechanics, concrete, engineering geology, rock mechanics, pavements, expedient construction, nuclear and conventional weapons, protective structures, vehicle mobility, environmental relationships, aquatic weeds, water quality, dredge material and nuclear and chemical explosives excavation.

**U.S. Army Cold Regions Research and
Engineering Laboratory
P.O. Box 282, 72Lyme Road
Hanover, NH 03755-1290**

603) 646-4390

Principal interests: Research pertaining to characteristics and events unique to cold regions, especially winter conditions, including design of facilities, structures, and equipment and methods for building, traveling, living, and working in cold environments.

**U.S. Army Construction Engineering
Research Laboratory
P.O. Box 9005
Campaign, IL 61820-1305**

(217) 373-6798

Principal interests: Research in the materials, utilities, energy, and structures of all buildings except those specifically designed for cold regions. Conducts systems oriented R&D on the life-cycle requirements of military facilities and their management (the life cycle includes all the processes of planning, design, and construction through maintenance and disposition). Integrates technological developments into construction. Develops corrosion mitigation systems for structures utilizing improved organic coatings, cathodic protection methods, and alternative materials selection. Develops procedures and technology to protect and enhance environmental quality.

**U.S. Army Topographic Engineering Center
Telegraph Leaf Road, Bldg. 2592
Fort Belvoir, VA 220605546**

(703) 355-2608

Principal interests: R&D in the topographic sciences including mapping, point positioning, and military geographic information. Provides scientific and technical advisory services to support geographic intelligence and environmental resources inventory requirements.

**U.S. Army Medical Research, Development,
Acquisition Logistics Command
Attn: SGRD-ACQ
Fort Detrick**

(301) 619-7216

Frederick, MD 217025012

Associated Installation:

**Walter Reed Army Institute of Research
Washington, DC 203075100**

(202) 576-2039

Principal interests: Basic and applied research and development relating to medical sciences, supplies and equipment.

DEPARTMENT OF THE NAVY

**Office of Naval Research
Code SBIR 412E
800 North Quincy Street, Room 502
Arlington, VA 222175000**

(703) 696-4286

Principal interests: Basic research and technology. Contracts are generally awarded in response to unsolicited proposals. The major areas of interest are: mathematical and physical sciences; environmental sciences; engineering sciences; life sciences; aviation and aerospace technology; undersea technology; integrated antisubmarine warfare; surface warfare and supporting technologies; manpower, personnel, and training technology; and advanced conformal submarine acoustic sensor.

**Navy Personnel Research and Development Center
Code 022
San Diego, CA 921526800**

(619) 553-7805

Principal interests: Research in manpower, personnel, education and training, and human factors engineering in development and operation of Navy personnel systems.

**National Naval Medical Center
Procurement Department
8901 Wisconsin Avenue, Bldg. 54
Bethesda, MD 208895000**

(301) 295-0285

Principal interests: Research, development, test, and evaluation in the following technology areas: submarine medicine, aviation medicine, electromagnetic radiation, human performance, fleet health care, infectious diseases, oral and dental health.

**Naval Air Systems Command
Code 02E, Room 424
1421 Jefferson Davis Highway
Arlington, VA 222432000**

(703) 692-0935

Principal interests: Design, development, testing, and evaluation of airframes, aircraft engines, components, and fuels and lubricants; airborne electronic equipment, pyrotechnics, and mine countermeasures equipment; air launched weapons systems and underwater sound systems; aircraft drone and target systems; catapults, arresting gear, visual landing aids, meteorological equipment, ground handling equipment, parachutes, flight clothing, and survival equipment.

Space and Naval Warfare Systems Command
Code SPA-OOK
2451 Crystal Drive, Room 110
Arlington, VA 222455200

(703) 692-6091

Principal interests: RDT&E for command, control and communications; undersea and space surveillance; electronic warfare; navigational aids; electronic test equipment; electronic materials, components and devices.

Naval Facilities Engineering Command
Code FAC-OOJ
200 Stovall Street, Room 11N59
Alexandria, VA 223325000

(703) 325-8549

Principal interests: R&D for new or improved materials, equipment, or engineering techniques to resolve specific engineering problems pertaining to design, construction, operation, and maintenance of shore facilities.

Naval Sea Systems Command
Code SEA-02K
2531 Jefferson Davis Highway, Room 815
Arlington, VA 222425160

(703) 746-3100

Principal interests: R&D, procurement, and logistics support and other material functions for all ships and craft, shipboard weapon systems and ordnance, air launched mines and torpedoes, shipboard components such as propulsion sonar search radar and auxiliary equipment; procurement, technical guidance, and supervision of operations related to salvage of stranded or sunk ships and craft.

Naval Supply Systems Command
Code CAG-1
1931 Jefferson Davis Highway, Room 619
Arlington, VA 222415360

(703) 607-2261

Principal interests: R&D in supply systems management techniques, including mathematical and statistical analyses, materials handling, clothing and textiles, transportation, and logistics data processing systems.

Naval Research Laboratory
Contracts Division, Code 3204, Bldg. 57
4555 Overlook Avenue, SW

(202) 767-6263

Washington, DC 203755000

Principal interests: Scientific research and advanced technology development for new and improved materials, equipment, techniques, systems and related operational procedures for the Navy. Fields of interest include space science and systems; environmental sciences; plasma physics; acoustics; radar; electronic warfare; marine technology; chemistry; materials; optical and radiation sciences; electronics and information technology.

**Naval Construction Battalion Center
Contracts Office, Code 10G, Bldg. 90
100 23rd Avenue
Port Hueneme, CA 930434301**

(805) 982-5066

Principal interests: RDT&E center for shore and seafloor facilities and for the support of Navy and Marine Corps construction forces.

**Naval Underwater Warfare Center
Code OOSB
1176 Howell Street, Bldg. 11
Newport, RI 02840**

**(401) 841-2442
Ext. 270**

Principal interests: Submarine warfare analysis, combat systems engineering and integration, acoustic reconnaissance and search systems, electronic warfare systems, command and control systems, combat control systems, submarine unique communications systems, submarine launchers, submarine-launched torpedoes, submarine unique antisubmarine warfare tactical missile systems, underwater acoustics for system performance prediction, subsurface target simulators, and undersea range development and operation.

**Naval Air Warfare Center
Aircraft Division, CodeCTOOM
Bldg. 588
Patuxent River, MD 206705409**

(301) 826-7567

Principal interests: RDT&E of aircraft weapons systems, command and control systems, subsystems and components, external stores ordnance and explosive devices for aircraft, electrical and electronics both air and ship systems, instrumentation, data management and analyses, reliability and maintainability (R&M), integrated logistics support (ILS), systems safety, simulation planning and analysis, flight services and program operation, flight services and program operation, program training management, computer programming and operations, software/hardware integration and analysis, electronic, computer, and communication laboratory operational support, software/hardware risk management.

**Naval Air Warfare Center
Weapons Division, Code C002
China Lake, CA 935556000**

(619) 939-2712

Principal interests: RDT&E center for air warfare systems (except antisubmarine warfare systems) and missile weapons systems including missile propulsion, warheads, fuses, avionics and fire control, missile guidance, and the national range/facility for parachute test and evaluation.

**Naval Air Warfare Center
Training Systems Division
Contracting Department, Code OS
12350 Research Parkway
Orlando, FL 32826-3224**

(407) 380-8253

Principal interests: Research investigations and exploratory development in simulation technology and techniques, investigations and studies in the fields of training psychology, human factors and human engineering, design and engineering development of training devices, weapons system trainers and simulators, and technical data and related ancillary support materials and services.

**Naval Surface Warfare Center
Carderock Division
Contracting Department, Code 3000
Bethesda, MD 20084-5000**

(301) 227-1220

Principal interests: New vehicle concepts, ship and aircraft compatibility, ship trials and the development of vehicle technology. Areas addressed include hull form; structures; systems development and analysis; Marine Corps systems; fleet support; survivability, vulnerability, protection and weapons effects; propulsion; silencing; maneuvering and control auxiliary machinery; structural, propulsion and machinery materials; environmental effects, pollution abatement, alternate energy sources (non nuclear); logistics research and information systems; engineering development and design of specialized testing equipment; computer techniques and software for analysis, design and manufacturing, and numerical mechanics. Provides RDT&E support to the U.S. Maritime Administration and the maritime industry.

**Naval Aviation Depot Operations Center
Naval Air Station
Contracting Department, Code 201
Patuxent River, MD 20670-5449**

(301) 826-3326

Principal interests: Test and evaluation of aircraft weapons systems and their components.

**Naval Air Warfare Center
Aircraft Division
P.O. Box 7176, CodeSUA
1440 Parkway Avenue
Trenton, NJ 08628-0176**

(609) 538-6641

Principal interests: RDT&E of aircraft propulsion systems and components and accessories and fuels and lubricants.

**Naval Air Warfare Center
Aircraft Division, Code 094
P.O. Box 5152
Warminster, PA 189745000**

(215) 441-2456

Principal interests: RDT&E for aircraft, airborne anti-submarine warfare and aircraft systems; systems development; composite and conventional structures; hydraulics and lubricants; nondestructive testing and coatings; environmental systems; escape systems; medical research; survival and rescue equipment; electronic warfare; avionics integration's; systems and software technology; electro-optical and electromagnetic communication.

**Naval Air Warfare Center
Aircraft Division, Code OOM, Bldg. 129
Lakehurst, NJ 087355028**

(908) 323-2812

Principal interests: Research, engineering, development test, evaluation, systems integration, limited production, and fleet engineering support in launching, recovery, and landing aids for aircraft and ground support equipment for aircraft and airborne weapons systems; and support of DoD standardization and specifications programs.

**Naval Surface Warfare Center
Crane Division, Contracting Department, Code SB
300 Highway 361, Bldg. 64
Crane, IN 475225000**

(812) 854-1542

Principal interests: Design, engineering, evaluation, and analysis programs required in providing support for ships and crafts, shipboard weapons systems, and expendable and non expendable ordnance items.

**Naval Air Warfare Center, Aircraft Division
Contracting Department, Code 009, MS 45
6000 East 21st Street
Indianapolis, IN 462192189**

(317) 353-7009

Principal interests: Avionics engineering and material acquisition support center for systems, subsystems, and components.

**Naval Surface Warfare Center
Indian Head Division
Contracts Department, Code 114D
101 Strauss Avenue
Indian Head, MD 206405035**

(301) 743-6604

Principal interests: Research, development, pilot manufacture, test, and evaluation and fleet support of gun propellants, cartridges, cartridge actuated devices, and weapon system simulators. Provides process development, pilot manufacture and engineering in the transition

of rocket engines and warheads from development to production. Provides design support, in-service engineering and acquisition engineering support for Navy rocket engines.

Naval Weapons Station (804) 887-4644
Supply Department, Code 113
P.O. Box 140
Yorktown, VA 23691-0140

Principal interests: Development of weapons and explosive loading equipment.

Naval Oceanographic Office (601) 689-8369
Contracts Office, Code N4212, Bldg. 9134
Stennis Space Center, MS 39522-5001

Principal interests: R&D in oceanographic, hydrographic, and geodetic equipment, techniques, and systems.

Naval Surface Warfare Center (703) 663-4806
Dahlgren Division, Code C6
Dahlgren, VA 22448-5000

Principal interests: Provide RDT&E, engineering and fleet support for surface warfare systems, surface ship combat systems, ordnance, mines, amphibious warfare systems, mine countermeasures special warfare systems, and strategic systems.

Naval Surface Warfare Center (904) 234-4347
Dahlgren Division
Coastal Systems Station, Code 20D
6703 West Highway 98
Panama City, FL 32407-5000

Principal interests: Provide RDT&E for mines and countermeasures, special warfare, amphibious warfare, diving and other naval missions that take place primarily in the coastal region.

Naval Air Warfare Center (805) 989-8914
Weapons Division, Code P65
Point Mugu, CA 93041-5000

Principal interests: Performs test and evaluation, development and follow-on engineering; provides logistics and training support for naval weapons, weapon systems, and related devices; and provides major range, technical, and base support for fleet users and other DoD and government agencies. Functions relate to guided missiles, rockets, free-fall weapons, fire control and radar systems, drones and target drones, computers, electronic warfare devices and countermeasures equipment, range services and instrumentation, test planning simulations, and data collection.

**Naval Command, Control & Ocean
Surveillance Center
RDT&E Division, Code 02202
5370 Silvergate Avenue
San Diego, CA 921525113**

(619) 553-4327

Principal interests: RDT&E for command control, communications, ocean surveillance, surface and air-launched undersea weapon systems, submarine arctic warfare, and supporting techniques.

DEPARTMENT OF THE AIR FORCE

**Space and Missile System Center \$MC/BC)
155 Discovery Blvd. Suite 2017
Los Angeles AFB CA 95903-1712**

(310) 363-2855

Principal Interest: Plan, program, and manage AFSC programs to acquire space systems, subsystems, support equipment, and related hardware and software; provide for the maintenance, construction, alteration, and security of launch, tracking, and support facilities; conduct research, exploratory development, and advanced development programs to support future space missions; provide for and conduct launch and flight test and evaluation support of major DoD programs and programs of other Federal agencies; perform the functions of launch, launch control, deployment checkout prior to turnover, and sustaining engineering; perform on-orbit test and evaluation of systems, subsystems and components, discharge Air Force responsibilities for designated AF, DoD and international space programs; plan, program, and acquire test facilities and other test investments required by AFMC programs at all locations (test centers and contractor facilities); plan and provide for security on all systems and information requiring safeguards consistent with AF and DoD security directives; provide management oversight for commercial expendable launch vehicle activity; conduct launch agreement negotiations with commercial space launch operators; provide system engineering management support for selected space systems, subsystems, facilities, support equipment, and related hardware and software; support other product divisions and federal agencies with technologies derived from its subordinate laboratories.

**HQ Air Force Space Command
150 Vandenberg Street, Suite 1105
Peterson AFB, CO 80914-4350**

(719) 554-5248

Principal interests: Awards and administers contracts for AF Space Command services and associated supply requirements to support major operational defense systems, space launch operations, satellite control, and satellite operations. This includes associated engineering and technical support services, as well as local purchase requirements for the following bases:

Falcon AFB, Colorado
FE Warren AFB, Wyoming

Onizuka AFB, California
Patrick AFB, Florida
Peterson AFB, Colorado
Vandenberg AFB, California

Human Systems Center BC/(E) AFMC)
8001 Arnold Drive
Brooks Air Force Base, TX 782355357

(210) 536-4348

Principal interests: Integrating and maintaining people in Air force systems and operations. People are the enabling factor in air force operations. Recognizing this, the center was established as the Air force agent for human-centered research, development, acquisition, and specialized operational support. The center prepares, maintains, protects, and enhances human capabilities and human-system performance, from the scope of the individual to the entire forces. The center works in four functional areas to meet current and future human-centered operational requirements:

- Crew-system integration
- Crew protection
- Environmental protection
- Force readiness (human resources and aerospace medicine)

The Armstrong Laboratory, Human System Program Office, the USAF School of Aerospace Medicine and an air base group are major units of the centers.

HSC also provides contract support to the Air Force Center for Environmental Excellence which provides a full range of technical services in environmental areas.

The Operational Contracting Division acquires supplies, equipment, services, construction, and utilities in support of Brooks AFB and tenance organizations.

Armstrong Laboratory
c/o Human Systems Center/BC
Brooks AFB, TX 78235-5320

(210) 536-4348

Principal interests: Ensuring that the Air force's weapon systems and the people operating them are compatible. The laboratory researches and develops technology for maintaining, protecting, and enhancing human capabilities during Air Force operations. The seven major components of the Armstrong Laboratory and its related technical concerns are:

Aerospace Medical Research Laboratory Directorate, Wright-Patterson AFB, OH, conducts and directs R&D in aerospace biotechnology. Activities are directed toward advancing technology in man-machine integration, physiological tolerances, protection requirements, toxic hazards, and the influence of noise, vibration, and acceleration.

School of Aerospace Medicine (SAM) plans and conducts R&D on work dealing with applied aeromedical research including medical education and training clinical evaluation/consultations, and special support activities.

Human Resources Directorate conducts exploratory and advanced development programs for manpower and personnel., operational and technical training, simulation, and logistics systems in four research divisions. Their goal is to assist the Air Force in achieving the best methods for acquiring enlisted and officer members; training and maintaining this force at peak readiness.

Occupational and Environmental Health Directorate provides professional consultation, specialized laboratory services, and operational field support to assist the Air Force in meeting its worldwide responsibilities in the management of occupational, radiological, and environmental health problems. It is a technical center for the Air Force's Installation Restoration Program and host for the Air Force Radiation Assessment Team.

Human Systems Program Directorate conducts advanced and full-scale development and acquisition programs in crew-system integration, personnel protection, air base support, computer based training systems, and clothing design in response to Air force needs. This office is also responsible for aeromedical casualty, manpower, and personnel programs; advanced anti-G system for fighter aircraft, life support/survival equipment, chemical defense, hazardous waste cleanup, integrated air crew protection, space crew enhancement technology, cockpit design, helmet mounted systems (night vision, etc.), crew escape technology, and noise (sonic boom impact) technology.

Science, Technology and Operational Aeromedical Support Program Office develops technology for future war fighting capabilities by generating the strategy to produce the enabling human centered technology options.

Testing Directorate implements the Air Force drug abuse program, conducts testing for known drugs of abuse, such as cocaine, amphetamines, barbiturates and marijuana for CONUS Air Force members and Army personnel in the South Central U. S., as well as research and testing on other drugs to ensure drug users are deterred from switching to substances not currently being analyzed.

Phillips Laboratory (PL/BC)
3651 Lowry Ave., SE, Bldg. 499, Room 100
Kirtland AFB, NM 87117-5777

(505) 846-8515

Principal interests: Provides contracting support to its own activities, which include the following laboratories:

PL/GP	Geophysics	PL/WS	Adv Weapons and Surveillance
PO/RK	Propulsion	PL/SX	Space Experiments
PL/VT	Space and Missile Technology		
PL/LI	Lasers and Imaging		

In addition, support is provided in the areas of Identification, Friend, Foe or Neutral (IFFN), Data Link Vulnerability Joint Test Force (DVAL), Air Force Operational Test and Evaluation Center (AFOTEC), Command, Control and Communications Center Measures (C3CM), Defense Advance Research Projects Agency (DARPA), Strategic Defense Initiatives (SDI), and the Army Office of Missile Electronic Warfare (OMEW) for acquisition of research and development projects and major support contracts.

The Phillips Laboratory establishes and maintains comprehensive in-house resources for research, development, testing, and evaluation; manages activities of the various Phillips Laboratory centers; integrates technology products and conducts configuration research; develops and tests experimental space systems and subsystems, non conventional and advanced weapons, and rocket propulsion systems to acquire design data and demonstrate new and integrated technology; acts as focal point or lead organizations; acts in coordination with space test programs; advocates and sponsors space experimentation and test of assigned technologies in space

Wright Laboratory
Directorate of R&D Contracting (ASC/BSC)
Aeronautical Systems Center,
2530 C Street, Bldg. 7
Wright-Patterson AFB, OH 45433-6503

(513) 255-3825

Principal interests: This directorate provides business and contracting support for Wright Laboratory (WL). Contracts are written for requirements of the following directorates:

Aero Propulsion and Power Directorate is responsible for development of airbreathing propulsion and aerospace power technology needed for future Air Force systems, as well as providing assistance to the "product divisions" of AFMC in acquiring new systems, and in helping to resolve developmental and operation problems.

Avionics Directorate conducts R&D programs for aerospace reconnaissance, weapons delivery, electronic warfare systems, navigation, communication and avionics integration.

Solid State Electronics Directorate is responsible for electronic device R&D for future Air Force systems needs in the areas of microelectronics, microwaves, and electron-optics. Research extends from fundamental semiconductor layer growth and device fabrication through analog and digital integrated circuits; also included is the computer-aided design software and work stations needs to pursue sample hybrid and monolithic integrated circuits.

Flight Dynamics Directorate pursues Air Force flight vehicle technologies to support aircraft, missiles and space systems in the technical areas of structures, vehicle subsystems, flight control, aeromechanics and experimental flight vehicle testbeds.

Materials Directorate explores new materials and processes for advanced aerospace applications. Its current focus is on thermal protection materials, metallic and nonmetallic structural materials, aerospace propulsion materials, fluids and lubricants, electromagnetic and electronic materials and laser hardened materials.

Manufacturing Technology Directorate focuses on process technologies and integrated manufacturing. This Directorate is responsible for a new initiative which integrates design and manufacturing technologies to stimulate a new focus on design for producibility, design for quality and design for life cycle costs.

Key elements of this concurrent engineering involve development of advanced tools in computer-aided design and computer aided manufacturing for analyses of design for weapon performance and low cost manufacturing.

Plans and Programs Directorate focuses on cockpit integration, which involves research to advance the state of the art crew systems technologies for all classes of aerospace vehicles; and signature technology, which includes planning, formulating, and executing USAF exploratory and advanced development programs for vehicle signature reduction technology and counter low observable technology.

Armament Directorate develops conventional armament technology and integrates these technologies into air vehicle platforms and other delivery platforms. The Directorate provides conventional armament technology for four major thrusts that include advanced guidance, weapon flight mechanics, ordnance, and conventional strategic defense.

Air Force Freight Test Center (AFFTC/BC)
5 South Wolfe Ave, Bldg. 2800, Room 2
Edwards AFB, CA 93524-1185

(805) 277-2619

Principal interests: Tests and evaluation of new and research aircraft. Provides contracting support necessary to accomplish the test mission and to provide operational support for base personnel/facilities, including the USAF Test Pilot School. Test mission procurements include telemetry equipment; flight test instrumentation; computer hardware and software; engineering, scientific and technical services, including management of the Edwards AFB Range and the Utah Test and Training Range; precision milling machines; aircraft maintenance; and radar components. Support to the test pilot school includes contracting for simulator training, glider training, and flight training/lectures.

The AFFTC Contracting Center provides containing support to the Propulsion Directorate of the Phillips Laboratory, a major tenant. Propulsion Directorate requirements include basic research, exploratory development and advanced development for strategic, tactical and space system propulsion. The Directorate also contracts for multiple space vehicle technologies including structures, structure dynamics, controls and power systems and is heavily involved in the Space Defense Initiative (SDI) program.

The Operational Contracting Division contracts for supplies, equipment, and work necessary for the operation and maintenance of Edwards AFB.

Electronic Systems Center (ESC/BC)
275 Randolph Road
Hanscom AFB, MA 01731-5000

(617) 377-4973

Principal interests: Plans and manages the acquisition and related engineering development of command, control, communications, and intelligence electronic systems, subsystems and equipment, including surveillance systems, navigation systems, traffic control and landing systems, intelligence systems, electronic physical security surveillance and intrusion detection

systems and weather systems, and information and management systems. Evaluates command requirements against available technology and potential costs and recommends necessary revisions. R&D contracts are also initiated by Geophysics Laboratory of the Phillips Laboratory (PL) in the environmental physical and engineering sciences.

The Geophysics Directorate performs research and exploratory and advanced development in geophysics that is essential to the enhancement of AF operational capabilities. The work includes: space physics, ionospheric physics, terrestrial science, upper atmospheric and stratospheric operations, optical/IR backgrounds and targets, weather specification and prediction. Close liaison is maintained with AF operational elements, system development activities, and other Air Force laboratories, to identify research and technology needs and to accelerate the integration of scientific advances into AF technology. The Geophysics Directorate carries out its assigned R&D mission responsibilities with in-house as well as contractual support.

While there are no Air Force aircraft assigned to Hanscom AFB, the operational contracting directorate does contract for all other work necessary for the operation and maintenance of the base.

Rome Air Development Center
26 Electronic Parkway
Griffis AFB, NY 13441-4514

(315) 330-4020

Principal interests: Specializes in the development of technologies for command, control, communications and intelligence systems. Develops AF command and control systems, advanced computers and microchips, communication devices and techniques, software engineering, intelligence gathering and processing devices, surveillance systems, advanced radars, super conductivity, infrared sensors, cryogenics, artificial intelligence applications, and related technologies. Rome Air Development Center is the AF Center of Excellence in photonic research and the DoD focal point for reliability and compatibility.

Air Force Development Test Center
205 West D Ave., Suite 449
Eglin Air Force Base, FL 32542-6863

(904) 882-2843

Principal interests: Plans, directs, and conducts test and evaluation of non-nuclear munitions, electronic combat, and navigation/guidance systems. Related ASD System Program Offices (SPOs) are also located here and supported by AFDTC/BC. AFDTC manages the large land test ranges that are located on the 724 square mile Eglin complex, as well as the 86,500 square miles of water ranges located in the adjacent Gulf of Mexico. Major test on or above AFDTC's ranges cover aircraft systems, subsystems, missiles, guns, rockets, targets and drones, high-powered radars, and electronic countermeasures equipment. AFDTC's unique assets include the Guided Weapons Evaluation Facility, the Preflight Integration of Munitions and Electronic Systems and the McKinley Climatic Laboratory, a facility capable of testing military hardware as large as aircraft in environments ranging from minus 65 to plus 165 degrees Fahrenheit with 100 mph winds, icing clouds, rain, and snow. AFDTC also is responsible for the 6585th Test Group at Holloman AFB, NM. Among its unique facilities are a ten mile high speed

test track, two radar target scatter measurement facilities, and the Central Inertial Guidance Test Facility.

Arnold Engineering Development Center (BC)
100 Kindel Drive, Suite A332
Arnold Air Force Base, TN 373895000

(615) 454-7841

Principal interests: Provides aerodynamics R&D of power plants related to operation and test of air breathing propulsion systems (turbojet, ramjet, and turboprop); simulation of conditions of atmospheric, ballistic, orbital, and space flight; problems associated with high temperature materials; unique mechanical, electrical, and thermodynamic problems related to the construction of wind tunnels; high altitude propulsion test cells; space simulation chambers; impact and ballistic ranges and research units. Procures pumps, compressors (axial and centrifugal); compressors, rotors, and diffusers; high pressure airducting; wind tunnel accessories; test instrumentation; electromagnetic generators; test facility construction and modernization; high speed cameras; high temperature materials, cores, and bricks; architectural engineering services; ADP equipment; laboratory equipment; shop machinery.

Air Force Civil Engineering Center
Support Agency
Tyndall AFB, FL 32401

(904) 882-2843

Principal interests: AFDTTC contracts for the Air Force Engineering Service Center (AFESC). AFESC conducts planning, engineering development, investigative/applications engineering, and specialized civil engineering functions to enhance the technology and capabilities of AF civil engineering. The Center's capability complements the integral capabilities of major air commands, base level civil engineering organizations, and the civil engineering R&D community. The Center manages applied technology programs and introduces new technology into civil engineering operations through translation of state of the art research into usable systems, hardware, and techniques. Specific programs and areas of interest are mobility shelters; pre-engineered and relocatable facilities; modular facilities; snow and ice removal equipment and materials; corrosion abatement techniques and materials; fire/crash rescue equipment and materials; and other facilities, equipment materials, and techniques with potential application to the overall AF civil engineering area.

AF, Office of Scientific Research
Bolling AFB, Room 410
Washington, DC 203226488

(202) 767-5009

AFOSR encourages and supports fundamental research designed to increase the understanding of the natural sciences and to stimulate the recognition of new scientific concepts. Particularly desired is the original and unique scientific approach likely to clarify or extend understanding of the sciences which are of interest to the principal technical directorates of AFOSR.

Directorate of Aerospace Sciences (NA)

(202) 767-4987

Aerospace Sciences: Areas of interest include fluid mechanics; boundary layer research, turbulence, unsteady flows; structural mechanics; durability; mechanics of composites; plasma energetic; ignition, combustion and detonation; combustion dynamics of rockets; and diagnostics in reacting flows.

Directorate of Chemical and Atmospheric Sciences (NC)

(202) 767-4960

Chemical Sciences: Areas of interest include chemical techniques; surface chemistry; structural chemistry; molecular dynamics; chemical reactivity and synthesis; microstructural and mechanical properties of alloys and nonmetallic materials.

Directorate of Electronic and Material Sciences (NE)

(202) 767-4984

Electronic and Solid State Sciences: Area of interest include physical electronics including quantum and solid state electronics; electronic and optical properties of solids; surface and interface properties of materials; thin film sciences; communications and signal processing. Optical physics; x-ray optics; short wavelength lasers; charged particle and neutral particle beams; high power microwaves; quantum physics; new superconducting materials; plasma physics; atomic and molecular physics; pulse power switching; new energy sources; atom-surface interactions.

Directorate of Life and Environmental Sciences (NL)

(202) 767-4278

Life Sciences: Areas of interest include basic research in selected areas of neuroscience (regulation of neuronal responsiveness, neurobiology of learning and memory); sensory information processing (visual and auditory psychophysics, higher-order aspects of perception); brain activity and mental workload, and toxic hazards from occupational exposure to chemicals and electromagnetic radiation; geophysics; and space physics; meteorology, upper atmosphere structure and dynamics.

Directorate of Mathematical and Information Sciences (NM)

(202) 767-5025

Mathematical and Information Sciences: Mathematics of dynamics and control; computer science; mathematics of computation; mathematics of physical, chemical, and biological systems; statistics and probability; mathematics of signal processing and communication; artificial intelligence; mathematical optimization; applied analysis; and finite mathematics; electro-magnetics, and neural computation systems.

Directorate of Physical and Geophysical Sciences (NP)

(202) 767-4904

Physics: Areas of interest include optical physics; x-ray optics; short wavelength lasers; charged particle and neutral particle beams; high power microwaves; quantum physics; new superconducting materials; detonation physics; plasma physics; atomic and molecular physics;

geophysics; space physics; pulse power switching; new energy sources; atom-surface interactions.

Industrial concerns and nonprofit organizations having research capabilities in major scientific fields may submit basic research proposals. Small business concerns engaged in basic research are encouraged to write AFOSR, ATTN: BC, for literature which describes scientific areas of interest. Any scientific investigator may make a preliminary inquiry to obtain advice on the degree of interest in his or her area of research or may submit an unsolicited research proposal.

A proposal should indicate the field of investigation and the objectives sought, describing previous work and related grants or contracts held, if any. In addition, it should outline the approach planned for the research and should include estimates of the time and cost requirements. The principal investigator should be named and an outline of his or her professional background included. Each proposal will be evaluated by the appropriate Directorate from the standpoint of its probable value to the AF basic research program, of the current availability of funds, and of other relevant factors. In some cases it may be necessary for the Directorate to request additional details prior to rendering a decision as to sponsorship.

Directorate of Education, Academic and Industry Affairs(N)

(202) 767-5013

Small Business Innovation Research (SBIR): NI manages AFOSR's SBIR program. Specific research topics are selected for each solicitation. Industrial concerns and nonprofit organizations having research capabilities in major scientific fields, and whose personnel include competent scientific investigators, may submit basic research proposals. Small business concerns engaged in basic research are encouraged to write AFOSR, Attention: BC, for literature which describes scientific areas of interest. Any scientific investigator may make a preliminary inquiry to obtain advice on the degree of interest in his or her area of research or may submit a specific unsolicited research proposal.

A proposal should indicate the field of investigation and the objectives sought describing previous work and related grants or contracts held, if any. In addition, it should outline the approach planned for the research and should include estimates of the time and cost requirements. The principal investigator should be named and an outline of his or her professional background included.

Each proposal will be evaluated by the appropriate Director from the standpoint of its probable value to the Air Force basic research program, of the current availability of funds, and of other relevant factors. In some cases, it may be necessary for the Directorate to request additional details prior to rendering a decision as to sponsorship.

ADVANCED RESEARCH PROJECTS AGENCY

The Advanced Research Projects Agency (ARPA) is the central research and development organization for the Department of Defense (DoD). It manages and directs selected basic and applied research and development projects for DoD, and pursues research and technology

where risk and payoff are both very high and where success may provide dramatic advances for traditional military roles and missions and dual-use applications.

ARPA's primary responsibility is to help maintain U.S. technological superiority and guard against unforeseen technological advances by potential adversaries. Consequently, the ARPA mission is to develop imaginative, innovative, and often high risk research ideas offering a significant technological impact that will go well beyond the normal evolutionary developmental approaches; and to pursue these ideas from the demonstration of technical feasibility through the development of prototype systems.

The challenge of the ARPA mission is met by a small group of technical program managers with flexibility for quick implementation of R&D initiatives. The current ARPA Technical Program has been organized around the following major thrusts, selected because of their importance to national defense and dual-use applications.

- Technology Reinvestment Project
- High Performance Computing
- Advanced Simulation
- Smart Weapons
- Microelectronics Production Technology
- Joint Biomedical Technology Program
- Acoustic Warfare and Submarine Stealth
- Software and Intelligent Systems
- Advanced Satellite Technology
- Special Materials

Entities seeking R&D support from ARPA should explore the Agency's interests in research by reviewing sources such as the Commerce Business Daily (CBD), open literature, published testimony before Congressional committees, and the Department of Defense Small Business Innovation Research (SBIR) Program Solicitation. Inquiries regarding ARPA technologies may be addressed to:

Director

**Advanced Research Projects Agency
3701 North Fairfax Drive
ATTN: OASB
Arlington, VA 22203-1714**

(703) 696-2448

**Defense Technical Information Center
ATTN: DTIC, Suite 0944
8725 John J. Kingman Road
Fort Belvoir, VA 22060-6218**

**(703) 767-8226
Toll-free:
(outside DC area)
1 (800) DOD SBIR**

DoD's central facility for the distribution of scientific and technical reports generated by defense-funded efforts in virtually all areas of R&D; operates computer-based data bank of management and technical information and is responsible for the development of information storage and retrieval systems. Data banks cover the past, present, and future defense R&D

programs. The services offered are available to defense and other federal activities and to all their contractors, subcontractors, and grantees.

GUIDE FOR PREPARING UNSOLICITED PROPOSALS

An unsolicited proposal is a written proposal independently originated and developed by the offeror and submitted to DoD for the purpose of obtaining a contract. To be considered for acceptance, an unsolicited proposal must be innovative and unique and in sufficient detail to allow a determination that DoD support would benefit the agency's mission responsibilities. An unsolicited proposal is not a response to an agency request or an advance proposal for an agency requirement that could be met by competitive methods.

There is no particular format to be followed in preparation of unsolicited proposals. Elaborate proposals are discouraged. The proposal should contain the following information to permit consideration in an objective and timely manner:

Basic Information. Offeror's name, address, and type of organization; e.g., profit, nonprofit, educational, small business, minority business, women-owned business.

Names and telephone numbers of technical and business personnel to be contacted for evaluation or negotiation purposes.

Names of other Federal, State, and local agencies, or other parties, if any, receiving the proposal or funding the proposed effort.

Date of submission and signature of a person authorized to represent and contractually obligate the offeror.

Technical Information. A concise, descriptive title and an abstract (200-300 words) stating the basic purpose, summary of work, and expected end result of the proposed effort.

A reasonably complete narrative in which the relevance of the proposed work to the DoD mission is discussed. State the problems to be addressed; the specific objectives of the research, and the expected consequences of successful completion of the research, including potential economic and other benefits.

Provide a full and complete description of the work to be performed, the method of approach, and the extent of effort to be employed. Indicate an estimated period of time in which to accomplish the objectives, and criteria by which success of the project can be evaluated.

Names and biographical information on the key personnel who would be involved in the project.

Any support needed from the agency; e.g., facilities, equipment, material.

Supporting Information. A breakdown of the proposed cost or price in sufficient detail for meaningful evaluation. Show the estimated cost of materials and how you established it.

Show the estimated costs of labor by category (engineering, manufacturing, test, etc.) and show the salary rates for each category. Show the indirect expense rates (manufacturing and engineering overheads, general and administrative expenses) to be applied. Explain the basis for the labor and indirect expense rates included in your cost breakdown (e.g., current experienced rates, projected from current experience, budgetary, etc.). Identify and explain the basis for any other cost elements included in your proposal.

A statement as to the proposed duration of the effort, the type of contract preferred, and the length of time for which the proposal is valid (a 6 month minimum is suggested).

A brief description of any previous or ongoing R&D work performed in the field or in related fields. Describe briefly the facilities and any special equipment available to perform the proposed effort.

Unsolicited proposals may include proprietary data which the offeror does not want disclosed to the public or used by the Government for any purpose other than proposal evaluation. DoD cannot assume responsibility for use of such data unless it is specifically and clearly marked with the following legend on the title page:

Use and Disclosure of Data

The data in this proposal shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate the proposal; provided that if a contract is awarded to the offeror as a result of or in connection with the submission of these data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the contract. This restriction does not limit the Government's right to use information contained in the data if it is obtainable from another source without restriction. The data subject to this restriction are contained in Sheets _____.

Each restricted sheet should be marked with the following legend: "Use or disclosure of proposal data is subject to the restriction on the title page of this proposal."

PART 4

SPECIAL PURCHASING OFFICES

There are three categories of goods and services which are purchased by special purchasing offices. These are resale merchandise for defense commissary stores, resale merchandise for the military exchange services, and motion pictures and videotape production.

DEFENSE COMMISSARY STORES

The majority of resale merchandise for defense commissary stores is purchased under brand-name contracts issued by the Defense Personnel Support Center (DPSC), Attn: DPSC-HPCS, 2800 South 20th Street, Philadelphia, PA 19101-8419, telephone (215) 952-4549. The purchase of other than brand name resale items is handled by the Defense Commissary Agency (DeCA).

The DeCA has two centralized buying activities, one for purchasing equipment, supplies, and services and one for all commissary items other than the DPSC brand name items. Along with the two centralized buying activities there are six regional offices. Firms offering items for resale within defense commissaries must market their items at the Regional activity.

East Service Center*

Defense Commissary Agency
Building P-11200, 38th St. & E Ave.
Attn: DeCA/ES-AM
Fort Lee, VA 23801-6390
(804) 734-8520

West Service Center**

Defense Commissary Agency
Building 3184
Attn: DeCA/WS-AM
Kelly AFB, TX 78241-6290
(210) 925-8231 or 3568

Southwest Region

Defense Commissary Agency
Attn: DeCA/SW-AM
MCAS El Toro, Building 329
Santa Ana, CA 92709-5002
(714) 726-444 or 4539

Midwest Region

Defense Commissary Agency
Attn: DeCA/MW-AM,
Kelly AFB, TX 78241-6290
(210) 925-5924 or 5520

Northeast Region

Defense Commissary Agency
Attn: DeCA/NE-AM, Building 2257
Fort Meade, MD 20755-5220
36112-6722
(301) 677-9095 or 9160

Southern Region

Defense Commissary Agency
Attn: DeCA/SO-AM
Maxwell AFB, AL
(205) 953-3136 or 3137

Northwest Region

Defense Commissary Agency
 Attn: DeCA/NW-AM, Building 9630
 Fort Lewis, WA 98443-7300
 (206) 967-4560

Central Region

Defense Commissary Agency
 Attn: Central Region
 1140 Gator Boulevard
 Norfolk, VA 23521-2228
 (804) 363-3513

- *Centralized buying for Equipment, Supplies, and Services
- **Centralized buying for other than Brand-Name Resale items

Individuals seeking assistance may contact the office listed below. This office is available only for the purpose of providing information and guidance and does not let contracts or maintain Solicitation Mailing Lists.

Director of Small & Disadvantaged
 Business Utilization
 Defense Commissary Agency
 Building 11200, 38th St & E Ave.
 Ft Lee, VA 23801-6390

Mr. Crosby Johnson
 (804) 734-8740
 Mr. John Carroll
 (804) 734-8828

MILITARY EXCHANGE SERVICES

The categories of merchandise and price limitations on goods sold by military exchange services in the continental United States are established by regulations approved by Congress. These limitations do not apply to overseas exchanges.

The buying offices and procedures for dealing with the exchanges are set forth below.

ARMY AND AIR FORCE EXCHANGE SERVICE

To sell to the Army and Air Force Exchange Service a firm must offer its product to the appropriate buyer at the Headquarters or the exchange region office. No merchandise is purchased by individual exchanges. The Headquarters buyers purchase all resale merchandise that is commonly stocked in post and base exchanges in the CONUS, and all resale merchandise of United States origin for overseas exchanges. Merchandise peculiar to single exchange regions is purchased by these four exchange regional offices, each of which has approximately 36 exchanges located in its geographical area.

Central Region
 Army and Air Force Exchange
 Service
 P. O. Box 650454
 Dallas, TX 75265-0455
 (214) 280-7101

Eastern Region
 Army and Air Force Service
 P. O. Box 650455
 Dallas, TX 75265-0454
 (214) 280-7201

Southern Region
Army and Air Force Exchange
Exchange Service
P. O. Box 65044
Dallas, TX 75265-0447
(214) 280-7301

Western Region
Army and Air Force
Service
P. O. Box 650429
Dallas, TX 75265-0429
(214) 280-7401

NAVY AND MARINE CORPS EXCHANGE SYSTEMS

Navy Exchange (Domestic): Most procurement is done by the regional Navy Exchange Service Centers (NEXCEN), although some independent exchanges do procure items directly. Exchanges may also receive merchandising and procurement information from the Navy Exchange Service Command (NEXCOM) headquarters in Virginia.

Marine Corps Exchanges (Domestic): Marine Corps Exchanges are decentralized operations with each having its own buying staff. Buyers determine if a product or service should be carried based on customer demand, prices, and terms. While most purchases are made at the independent exchange level, in some instances purchase requirements are consolidated at Headquarters for negotiation of a system-wide contract.

NAVY AND MARINE CORPS EXCHANGE HEADQUARTERS

Navy Exchange Service Command
3280 Virginia Beach Blvd.
Virginia Beach, VA 23452
(804) 631-3580

Headquarters, U.S. Marine Corps
Morale, Welfare and Recreation Support Activity (MWX)
Retail Operations Branch
Building 3044, Catlin Avenue
Quantico, VA 22134-5000
(703) 640-3821

NAVY EXCHANGE SERVICE CENTERS

NEXCEN Norfolk
Navy Exchange Service Center
Center
Navy Base, Bldg. CD-1
Norfolk, VA 23511-6390
(804) 440-2122

NEXCEN Jacksonville
Box 13
Center Naval Air Station

NEXCEN San Diego
Navy Exchange Service
Naval Station, Box 150
San Diego, CA 92136-5150
(619) 237-5705

NEXCEN Pearl Harbor
Navy Exchange Service
Pearl Harbor, HI 96860

Jacksonville, FL 32212
(904) 777-7075

(808) 423-7688

INDEPENDENT NAVY AND MARINE CORPS EXCHANGES

ARIZONA

Marine Corps Exchange
Marine Corps Air Station
Box 99115, Bldg. 693
Yuma, AZ 85369-5003
Phone: (602) 341-2295

CALIFORNIA

Marine Corps Exchange
Marine Corps Logistic Base
Box 110-640, Bldg. 319
Barstow, CA 92311-5003
Phone: (619) 577-6474

Marine Corps Exchange
Marine Corps Base
Box 5020, Bldg. 1108
Camp Pendleton, CA 92055-5003
Phone: (619) 725-6233

Marine Corps Exchange
MC Air Bases West
PO Box 5010, Bldg. 783
El Toro, CA 92630
Phone: (714) 551-6497

Marine Corps Exchange
Marine Corps Recruit Dept.WRR
3800 Chosin Avenue
San Diego, CA 92140-5196
Phone: (619) 297-2500

Marine Corps Exchange
Marine Corps Air Ground
Combat Center
Box 788150, Bldg. 1533
Twentynine Palms, CA 92278-5003
Phone: (619) 368-6163

FLORIDA

Navy Exchange
Naval Air Station
Pensacola, FL 32508
Phone (904) 455-0392

GEORGIA

Marine Corps Exchange
Marine Corps Logistics Base
Box 43058, Bldg. 7500
Albany, GA 31704-5003
Phone: (912) 888-6801

HAWAII

Marine Corps Exchange
Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Phone: (808) 254-1022

ILLINOIS

Navy Exchange
Great Lakes Training Center
Great Lakes, IL 60088-5129

NORTH CAROLINA

Marine Corps Exchange
Marine Corps Base
Camp Lejeune, NC 28542-5003
Phone: (919) 451-2481

Marine Corps Exchange
Marine Corps Air Station
PSC 8009, Bldg. 3918
Cherry Point, NC 29533-5003
Phone: (919) 447-7041

SOUTH CAROLINA

Marine Corps Exchange
Marine Corps Air Station
PO Box 55018, Bldg. 408
Beaufort, SC 29904-5018
Phone: (803) 522-7578

Marine Corps Exchange
Marine Corps Recruit Depot
PO Box 5100, Bldg. 202
Parris Island, SC 29905-5003
Phone: (803) 525-5003

TENNESSEE

Navy Exchange
Naval Air Station, Memphis
Millington, TN 38054
Phone: (901) 872-7716

TEXAS

Navy Exchange
Naval Air Station
Dallas, TX 75211
Phone: (214) 266-6411

Navy Exchange
Naval Air Station
Corpus Christi, TX 78419
Phone: (512) 939-2033

VIRGINIA

Marine Corps Exchange
Headquarters Battalion
PO Box 4009
Arlington, VA 2204-4009
Phone: (703) 979-8420

Marine Corps Exchange
US Marine Corps Forces Atlantic
Camp Elmore
1468 Ingram Street
Norfolk, VA 23551-5003
Phone: (804) 423-5819

Marine Corps Exchange
Marine Corps Combat Development
PO Box 229, Bldg. 3500
Quantico, VA 22134-5009
Phone: (703) 640-8800

COMPUTER SYSTEMS

Activities Involved in Procurement of ADPE, Software, Maintenance and Services

Department of the Army
CECOM Acquisition Center
and Acquisition Agency
Washington Operation Office
2461 Eisenhower Ave.
Alexandria, VA 22331-0700
Tel: (703) 325-5779

Department of the Army
Defense Supply Service-Washington
5200 Army Pentagon
Washington, DC 20310-5210
Tel: (703) 697-6024

CECOM - Army Signal Command
ATTN: AS-QH-SB
fort Huachuca, AZ 85613-5000
Tel: (520) 538-7870

Department of Air Force
Electronic System Division
275 Randolph Road
Hanscom AFB, MA 01731-5000
Tel: (617) 377-4973

SSC/PK
375 Libby Street
Maxwell AFB
Gunter Annex, AL 36114-3207
Tel: (334) 416-5614

Defense Logistics Agency
Administrative Support Center
Office of Contracting
ATTN: Deputy for Small Business (AS-CPM)
8725 John J. Kingman Road
Suite 0119, Room 1134
Fort Belvoir, VA 22206-6221
Tel: (703) 767-1152

Department of the Navy
Navy Information System
Management Center
Code OOX1, Bldg. 176-4
Washington Navy Yard
Washington, DC 20374-5070
Tel: (202) 433-4337

Naval Fleet and Industrial Supply Center
Long Beach Detachment
Code, PA, Bldg. 53, 2nd Floor
Long Beach, CA 90822-5074
Tel: (310) 901-3794

Naval Fleet and Industrial Supply Center
Washington Navy Yard, Building 200
901 M Street S. E., Code OOA
Washington, DC 20374-2000
Tel: (202) 433-2957

Naval Fleet and Industrial Supply Center
Code 09B
Philadelphia Detachment
Philadelphia, PA 19112-5083
Tel: (215) 697-9555

Defense Information System Agency
701 South Courthouse Road
Arlington, VA 22204-2199
Tel: (703) 607-6920

MOTION PICTURE AND VIDEOTAPE PRODUCTIONS

Motion picture and videotape productions are purchased only from qualified producers. To obtain an application form for acceptance on the Qualified Film Producers List or the Qualified Videotape Producers List, contact the Joint Visual Information Activity Office, 601 North Fairfax Street, Room 334, Alexandria, Virginia 22314-2007, telephone (703) 428-0636. They serve as an executive agent for all Federal agencies, including the Department of Defense. To become qualified, producers submit sample films or videotapes to a review board. Ultimately, contracts are placed by authorized procurement offices of the Army, Navy and Air Force. In order for a producer to receive a contract from an authorized procurement office, the producer must first be approved for the appropriate qualified list.

Note that audiovisual services such as processing or graphics, and audiovisual equipment are purchased by the requiring post, camp, station, or installation.

Authorized Military Service procurement offices are:

Army

Joint Visual Information Activity Washington - Contracting
601 N. Fairfax Street, Room 334
Alexandria, VA 22314-2007
(703) 428-1121

Joint Visual Information Activity - Production
601 N. Fairfax Street, Room 334
Alexandria, VA 22314-2007
(703) 248-1118

Navy and Marine Corps

Navy Imaging Command
Anacostia Naval Station
Production Contracting Department
Building 168
Washington, DC 20374-1681
(202) 433-5775

PART 5

BUYING PROPERTY FROM THE U.S. GOVERNMENT

The Federal Government sells large quantities of many kinds of real and personal property including critical and strategic materials which become surplus to its needs.

Surplus personal property normally is sold on a competitive bid basis to the highest acceptable bidder. Most sales are made by sealed bids solicited by the selling office. Some sales are effected by auction or by spot bid sales. Military surplus personal property is marketed by the Defense Reutilization and Marketing Service. Civilian surplus personal property is sold by GSA personal property sales offices, each of which maintain its own bidders lists.

Surplus real property generally is advertised for sale by GSA on a competitive bid basis. Land and improvements held by the Departments of Defense, Agriculture, and Interior that have a value of less than \$1,000 are offered for sale by these Departments. Otherwise the sales are made through the GSA Real Property Sales Offices which widely publicizes scheduled sales.

DEFENSE REUTILIZATION AND MARKETING SERVICE

The Defense Reutilization and Marketing Service (DRMS) of the Defense logistics Agency is responsible for managing the Department of Defense (DoD) Government Sales Program. Excess personal property from U.S. military units is turned over to more than 190 Defense Reutilization and Marketing Offices (DRMOs) located on major military installations around the world. The property is first looked at for reutilization or reuse within DoD. When property cannot be reused, it is offered for transfer or donation to other Federal agencies and qualified state and local agencies. The remaining property is declared surplus and offered for sale to the public.

Property varies in type and value and includes tents, typewriters, computers, vehicles, aircraft components and accessories, engine accessories, office furniture and equipment, clothing, household paints and thinners, recyclable materials such as iron, aluminum, copper, paper, and much more. DRMS does not sell real estate.

DoD Government Surplus Sales are held at DRMOs which are designed similar to a local retail store where property is offered at a fixed price. All property is sold "As Is, Where Is." The method of payment is "cash and carry." The buyers pay for merchandise and remove the property at the time of sale.

National International Sales are conducted by the DRMS International Sales Office in Memphis, TN, and includes: international auctions; sealed bids, which allow bidders to enter their written bids during a specified time; and negotiated sales in certain circumstances. International sales include such items as aircraft, ships, hazardous property having wide commercial applications.

FOR MORE INFORMATION:

To request the free booklet "How to Buy Surplus Personal Property from DoD", which lists the DRMS regional offices worldwide and includes almost 20 categories of goods, call 1(800)-222-DRMS(3767).

If you are interested in local sales, call 1(800)-GOVT BUY to obtain the phone number of your nearest DRMO.

If you are interested in National/international sales, call 1(800)-222-DRMS(3767) or write the International Sales Office, 2163 Airways Blvd., Memphis, TN 38114-5211.

GSA PERSONAL PROPERTY SALES OFFICES

WASHINGTON, D.C.

Connecticut, Delaware, District of Columbia, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, and West Virginia

Chief, Personal Property Program
470 L' Enfant Plaza, Room 8100
Washington, DC 20407
(202) 755-0290

ATLANTA, GEORGIA

Alabama, Florida, Georgia, Illinois, Indiana, Kentucky, Michigan, Minnesota, Mississippi, North Carolina, Ohio, Puerto Rico, South Carolina, Tennessee, Virgin Islands, and Wisconsin

Property Management Branch
41 West Peachtree Street
Atlanta, GA 30365-2550
(404) 331-5177

FORT WORTH, TEXAS

Arkansas, Iowa, Kansas, Louisiana, Missouri, Nebraska, New Mexico, Oklahoma, and Texas
Property Management Branch
819 Taylor Street
Fort Worth, TX 76102
(817) 334-2330

SAN FRANCISCO, CALIFORNIA

Alaska, American Samoa, Arizona, California, Colorado, Guam, Hawaii, Idaho, Montana Nevada, North Dakota, Northern Marianas, Oregon, South Dakota, Trust Territory of the Pacific Islands, Utah, Washington, and Wyoming

Property Management Branch
525 Market Street
Federal Supply Service, 9FBP
San Francisco, CA 94105
(415) 744-5228

GSA REAL PROPERTY SALES OFFICES

BOSTON, MASSACHUSETTS

Connecticut, Maine, Massachusetts, New Hampshire, New Jersey, New York, Rhode Island, and Vermont , Puerto Rico, Virgin Islands, Ohio, Michigan, Indiana,, Illinois, Wisconsin, Minnesota

Chief, Real Estate Sale Division
T. P. O'Neil Jr., Federal Building
100 Causeway Street
Boston, MA 02222
(617) 565-5700

ATLANTA, GEORGIA

Alabama, Delaware, District of Columbia, Florida, Kentucky, Maryland, Mississippi North Carolina, Pennsylvania, Puerto Rico, South Carolina, Tennessee, Virginia, Virgin Islands, and West Virginia

Office of Real Estate Sales
401 W. Peachtree Street
Atlanta, GA 30365-2550
(404) 331-5133

CHICAGO, ILLINOIS

Illinois, Indiana, Michigan, Minnesota, Ohio, and Wisconsin

Director, Federal Property Resources
230 South Dearborn Street
Chicago, IL 60604
(312) 353-6045

FORT WORTH, TEXAS

Arkansas, Iowa, Kansas, Louisiana, Missouri, Nebraska, New Mexico, Oklahoma, and Texas, Colorado, North Dakota, South Dakota, Montana, Utah, Wyoming

Director, Federal Property Resource Services
819 Taylor Street

Fort Worth, TX 76102
(817) 334-2331

SAN FRANCISCO, CALIFORNIA

Arizona, California, Guam, Hawaii, Nevada, Washington, Nevada, Hawaii

Director, General Services Administration
Office of Real Estate Sales
525 Market Street
San Francisco, CA 94105
(415) 744-5952

AUBURN, WASHINGTON

Alaska, Idaho, Oregon, and Washington

Director, Business Services
GSA Center, Room 1004
400 15th St., SW
Auburn, WA 98001
(206) 931-7956

PART 6

OFFICES PROVIDING ASSISTANCE TO SMALL BUSINESSES FOR DEFENSE PROCUREMENT

DEFENSE CONTRACT MANAGEMENT AREA OPERATION OFFICES (DCMAOs)

The contract management offices can help you find subcontracting opportunities and assist you in identifying DoD contracting offices likely to buy your products or services. The DCMAOs are not buying offices and therefore SF 129s should not be sent to these activities.

NORTHEAST

DCMD Northeast

495 Summer Street
Boston, MA 02210-2184
(617) 451-4317 or 4318

DCMAO Boston

495 Summer Street
Boston, MA 02210-2184
(617) 451-4109/4110
Toll Free: 1-(800) 321-1861
MA Only: 1-(800) 348-1011

DCMAO Cleveland

AJC Federal Office Building
1240 East Ninth Street
Room 1431
Cleveland, OH 44199-2064
(216) 522-5446

DCMAO Dayton

Gentile Station
1001 Hamilton Street
Dayton, OH 45444-5300
(513) 296-5150

DCMAO Detroit

905 McNamara Federal Building
477 Michigan Avenue
Detroit, MI 48226-2506
(313) 226-5180

DCMAO Garden City

605 Stewart Avenue
Garden City (L.I.), NY
Long Island, NY 11530-4761
(516) 228-5724

DCMAO Grand Rapids

Riverview Center Building
678 Front Street, NW
Grand Rapids, MI 49504-5352
(616) 456-2620 or 2971

DCMAO Hartford

130 Darlin Street
E. Hartford, CT 06108-3224
(203) 291-7705 or 7706

DCMAO Indianapolis

Finance Center, US Army
Building One
Ft. Benjamin Harrison

DCMAO New York

Ft Wadesworth
207 New York Avenue
Staten Island, NY 10305-5013

Indianapolis, IN 46249-5701
(317) 542-2025 or 2015

DCMAO Philadelphia
2800 South 20th Street
P. O. Box 7699
Philadelphia, PA 19101-7699
(215) 737-5818

DCMAO Reading
1125 Berkshire Boulevard
Suite 160
Wyomissing, PA 19610-1249
(215) 320-5012

DCMAO Stratford
55 Main Street
Stratford, CT 06497-7574
(203) 385-4412

(718) 390-1016/1017

DCMAO Pittsburgh
1629 William S. Moorhead
Federal Building
1000 Liberty Avenue
Pittsburgh, PA 15222-4190
(412) 644-5926

DCMAO Springfield
955 S. Springfield Avenue
Springfield, NJ 07081-3170
(201) 564-8204

DCMAO Syracuse
615 Erie Boulevard, West
Syracuse, NY 13204-2408
(315) 423-5664

SOUTH

DCMD South
805 Walker Street
Marietta, GA 30060-2789
(404) 590-6196
Toll Free: 1-(800) 331-6415
GA Only: 1-(800) 551-7801

DCMAO Baltimore
200 Towsontown Blvd., West
Towson, MD 21204-5299
(410) 339-4809

DCMAO Dallas
1200 Main Street
Dallas, TX 75202-4399
(214) 670-9205
Toll Free: 1-(800) 255-8574

DCMAO San Antonio
15 E. Houston Street
P.O. Box 1040

DCMAO Atlanta
805 Walker Street
Marietta, GA 30060-2789
(404) 590-6197
Toll Free: 1-(800) 932-3561

DCMAO Birmingham
2121 Eighth Avenue, North
Suite 104
Birmingham, AL 35203-2376
(205) 226-4304

DCMAO Orlando
3555 Maguire Blvd.
Orlando, FL 32803-3726
(407) 228-5113 or 5260

San Antonio, TX 78294-1040
(210) 229-4650

WEST

DCMD West

222 N. Sepulveda Blvd.
El Segundo, CA 90245-4320
(310) 335- 3491
Toll Free: 1-(800) 624-7372
CA Only: 1-(800) 233-6521

DCMAO Denver

Orchard Place 2, Suite 2
5975 Greenwood Plaza Blvd.
Englewood, CO 80111-4715
(303) 843-4381
Toll Free: 1-(800)772-8975

DCMAO Milwaukee

310 West Wisconsin Avenue
Milwaukee, WI 53203-2216
(414) 291-4328

DCMAO San Diego

7675 Dagget Street
San Diego, CA 92111-2141
(619) 637-4922

DCMAO Santa Ana

34 Civic Center Plaza
P. O. Box C-12700
Santa Ana, CA 92712-2700
(714) 836-2913, x661

DCMAO St. Louis

1222 Spruce Street
St. Louis, MO 63103-2811
(314) 331-5367 or 5392

DCMAO VanNuys

6230 Van Nuys Boulevard
Van Nuys, CA 91401-2713
(818) 756-4444, x201

DCMAO Chicago

O'Hare Int'l Airport
P. O. Box 66911
Chicago, IL 60666-0911
(312) 825-6021 or 6866
Toll Free: 1-(800) 637-3848

DCMAO ElSegundo

222 N. Sepulveda Blvd.
El Segundo, CA 90245-4320
(310) 335-3495 or 3511

DCMAO Phoenix

The Monroe School Bldg.
Phoenix, AZ 85034-1012
(602) 379-6170, x231

DCMAO SanFranciso

1265 Borregas Avenue
Sunnyvale, CA 94089
(408) 541-7041 or 7042

DCMAO Seattle

3009 112th Avenue, N.E.
Suite 200
Bellevue, WA 98004-8019
(206) 889-7317 or 7318

DCMAO Twin Cities

3001 Metro Drive
Bloomington, MN 55425-1911
(612) 335-2003 or 2004

DCMAO Wichita

U.S. Courthouse, Suite D-34
401 N. Market Street
Wichita, KS 67202-2095

(316) 269-7137

DEFENSE CONTRACT MANAGEMENT DISTRICT INTERNATIONAL

DCMC Puerto Rico

209 Chapel Drive

Navy Security Group Activity

Sabana Seca, PR 00952

(809) 795-3202

SMALL BUSINESS ADMINISTRATION PROCUREMENT ASSISTANCE OFFICES

These Procurement Assistance Offices of the SBA work closely with the principal buying agencies of the Federal Government. They can help you find the offices which are most likely to buy your products or services. They investigate the merits of appeals from unfavorable determinations of responsibility by contracting officers , and issue certificates of competency where warranted.

Region I

Small Business Administration
155 Federal Street, 9th Floor
Boston, MA 02110
(617) 451-2030

Connecticut, Maine,
Massachusetts, New
Hampshire, RI,
Vermont

Region II

Small Business Administration
26 Federal Plaza, Room 3108
New York, NY 10278
(212) 264-1452

New Jersey, New York,
Puerto Rico, Virgin
Islands

Region III

Small Business Administration
Allendale Square - Suite 201
475 Allendale Road
King of Prussia, PA 19406
(215) 962-3706

District of Columbia,
Delaware, Maryland,
Pennsylvania, Virginia,
West Virginia

Region IV

Small Business Administration
1375 Peachtree Street, N.E., 5th Floor
Atlanta, GA 30367
(404) 347-4483

Alabama, Florida
Georgia, Kentucky,
Mississippi,
North Carolina,
South Carolina,
Tennessee

Region V

Small Business Administration
300 S. Riverside Plaza, Suite 1975 South
Chicago, IL 60606-6617
(312) 353-1395

Illinois, Indiana,
Michigan, Minnesota,
Ohio, Wisconsin

Region VI

Small Business Administration
8625 King George Drive, Bldg. C
Dallas, TX 75235-3391
(214) 767-7639

Arkansas, Louisiana,
New Mexico, Oklahoma,
Texas

Region VII

Small Business Administration
911 Walnut Street, 13th Floor
Kansas City, MO 64106
(816) 426-3410

Iowa, Kansas,
Missouri, Nebraska

Region VIII

Small Business Administration
999 18th Street - Suite 701
Denver Place
Denver, CO 80202
(303) 294-7082

Colorado, Montana,
North Dakota,
South Dakota,
Utah, Wyoming

Region IX

Small Business Administration
450 Golden Gate Avenue
71 Stevenson Street, 20th Floor
San Francisco, CA 94102
(415) 744-6423

Arizona, California,
Guam, Hawaii, Nevada

Region X

Small Business Administration
2615 Fourth Avenue, Suite 440
Seattle, WA 98121
(206) 553-0390

Alaska, Idaho, Oregon,
Washington

GENERAL SERVICES ADMINISTRATION BUSINESS SERVICE CENTERS

These business service centers of the GSA can assist you to find sales opportunities with civilian agencies of the Federal Government.

General Services Administration
7th & D Streets, SW
Washington, DC 20407
(202) 708-5804

National Capital Region
District of Columbia,
nearby Maryland and
Virginia

Region I

General Services Administration
O'Neill Federal Office Building
10 Causeway Street
Boston, MA 02222
(617) 565-8100

Connecticut, Maine,
Massachusetts, New
Hampshire, Rhode Island
Vermont

Region II

General Services Administration
Jacob K. Javits Building
Business Service Center
26 Federal Plaza
New York, NY 10278
(212) 264-1234

New Jersey, New York,
Puerto Rico, Virgin
Islands

Region III

General Services Administration
9th & Market Streets, Room 5151
Philadelphia, PA 19107
(215) 597-1237

Delaware, Maryland,
Pennsylvania,
West Virginia,
Virginia

Region IV

General Services Administration
Business Service Center
401 West Peachtree Street, Suite 2900
Atlanta, GA 30365-2550
(404) 331-5103/3032

Alabama, Florida,
Georgia, Kentucky,
Mississippi,
North Carolina,
South Carolina,
Tennessee

Region V

General Services Administration
230 South Dearborn Street
Chicago, IL 60604
(312) 353-5383

Illinois, Indiana,
Michigan, Minnesota,
Ohio, Wisconsin

Region VI

General Services Administration
Business Service Center
1500 East Bannister Road
Kansas City, MO 64131
(816) 926-7203

Iowa, Kansas,
Missouri, Nebraska

Region VII

General Services Administration
819 Taylor Street, Room 11A05
Fort Worth, TX 76102
(817) 334-3284

Arkansas, Louisiana
New Mexico, Oklahoma,
Texas

Region VIII

General Services Administration
Denver Federal Center, Building 41
Business Service Center
P. O. Box 25006, Room 145
Denver, CO 80225-0006
(303) 236-7408

North Dakota,
South Dakota, Utah,
Wyoming

Region IX

General Services Administration
525 Market Street, 30th Floor
San Francisco, CA 95105
(415) 744-5050

Northern California,
Hawaii, and all of
Nevada except Clark
County

General Services Administration
300 North Los Angeles Street
Room 3259
Los Angeles, CA 90012-2000
(213) 894-3210

Los Angeles, Southern
California, Arizona,
Nevada, Clark County

Region X

General Services Administration
400 15th & C Street, SW
Room 9AB-10
Auburn, WA 98001
(206) 931-7000

Alaska, Idaho, Oregon,
Washington