

## **Light Engineer Utility Trailer (LEUT) Request for Information (RFI)**

**1. Market Survey Request.** The Product Director, Light Tactical Vehicles (PD LTV) is conducting a market survey to determine the level of interest among qualified contractors in providing two Light Engineer Utility Trailer (LEUT) systems for the U.S. Army. The LEUT will transport the armored and unarmored Skid Steer Loader (SSL) Types I, II and III, and the armored or unarmored Backhoe Loader (BHL) already in the Army's inventory. The LEUT will also support other key performance parameters and attributes to be defined in a Purchase Description. The purpose of this questionnaire is to aid in determining the suitability of readily available equipment (with modification, if necessary) that will satisfy the U.S. Army's requirements.

**2. Specifics.** Attachment 001, Light Engineer Utility Trailer (LEUT) Performance Description, provides general performance requirements for the two different LEUT models. These models are referred to as Type I and Type II throughout the attachment. Please note the requirements provided within the attachment are not limited to that list. Also, be advised there are requirement differences between the Type I and Type II trailers, to include but not limited to, the prime movers, payload, mission profile and fording depths.

**3. Proprietary Information.** The United States Government (USG) acknowledges its obligations under the Federal Acquisition Regulation (18 U.S.C. §1905) to protect confidential information provided to the Government. Pursuant to this statute, the USG is willing to accept any trade secrets or proprietary restrictions placed upon data presented in response to this survey and to protect such information from unauthorized disclosure, subject to the following:

- Data must be clearly marked PROPRIETARY and be accompanied by an explanatory text so that the Government is clearly notified on what data is proprietary.
- Mark only data that is truly confidential.
- Do not mark data that is already in the public domain or is already in possession of the USG or third parties on an unclassified basis. Do not submit any classified data in response to this market survey.
- Proprietary data transmitted electronically must have the PROPRIETARY legend on both the cover of the transmittal e-mail as well as at the beginning of the file. Proprietary information contained within the correspondence shall use the legends: "PROPRIETARY PORTION BEGINS" and "PROPRIETARY PORTION ENDS."

**4. Disclaimer** The Government is not responsible for the public disclosure of unmarked data received in response to this market survey. Accordingly, the potential offeror shall ensure that technical data provided in response to this market survey shall be appropriately marked (i.e. proprietary) to ensure proper Government handling of the data. Should the USG need to reproduce the protected data for distribution purposes between Government offices, all such data will be reproduced with restrictive legends in place.

**5. Clarification of this Action.** This request is for a market survey. It is an inquiry intended to measure the level of industry interest, and capabilities for competing for potential Government contracts. Responses to this survey may affirm the Government's decision to issue the subject contracts for full and open competition. This is not a pre-solicitation notice or Request for

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Proposal (RFP), nor will any contracts be awarded from this announcement. Information provided regarding the potential contracts, as presented in this market survey, is subject to change. Additionally, this inquiry does not bind the Government to solicit for, or award any contracts. Participation in this survey from a potential offeror is solely voluntary; no reimbursements will be made to any offeror for costs associated with participation in this survey. Data submitted to the Government will not be returned, but will remain archived as part of historic records. Lastly, participation in this market survey, while important to Army acquisition planners, is neither mandatory nor is it requisite for future participation by the potential offeror in forthcoming Government solicitations.

**6. Questionnaire.** Offerors who are able to meet the requirements of this survey, and who would be interested in competing for any potential contracts, please take the time to respond to the questionnaire below. The Government requests that all responses be returned by 5:00 pm, Detroit local time on **11 January 2013**.

*Instructions for Completing the Questionnaire:* Interested offerors are asked to complete the following questionnaire and provide answers back electronically to Ms. Racheal Stojanovski, Contract Specialist, at [racheal.o.stojanovski.civ@mail.mil](mailto:racheal.o.stojanovski.civ@mail.mil).

*Response Format:* Electronic responses are required. It is requested that electronic responses be provided in any of the following formats: Microsoft Word 2007 or earlier, Microsoft Excel 2007 or earlier, Microsoft PowerPoint 2007 or earlier or Adobe Acrobat. Zip files are not acceptable. E-mails are limited to 10Mb in size; e-mails in excess of 10Mb must be broken into smaller submissions. The subject line must read “**(Company Name) response to LEUT Market Survey.**”

Note: be sure to number your responses in accordance with our numbering system so each answer corresponds to the correct question. Also, spell out acronyms in their first instance and clearly mark any proprietary information per the guidance of paragraphs 3 and 4 above. Respondents to this questionnaire may be contacted directly in the future for additional comments and information as potential requirements develop.

### **6.1. Administrative Information:**

- A. Company Name
- B. Address (Corporate offices & production facilities)
- C. Website
- D. Cage Code (please list your firm’s Cage Code and any appropriate Cage Code for your firm’s production facilities. These are necessary to do business with the Federal Government)
- E. North America Industry Classification System (NAICS) code
- F. Business size and eligibility under USG socio-economic programs and preference
- G. Please provide a description of your company to include history, years in trailer manufacturing business, significant events, facilities and locations, and partnerships/affiliates.
- H. What is the approximate square footage of your firm’s trailer manufacturing facilities?

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- I. Would your firm produce the required trailers in house or have a sub-contractor perform some or all of the manufacturing and final assembly? If so, what is the estimated work split between in-house and sub-contracted? If your firm is a large business, what is the anticipated percentage of small business participation?

### **6.2. Person Responding to Questionnaire:**

- A. Name
- B. Title
- C. Company Responsibility/Position
- D. Telephone Number/Fax Number
- E. E-Mail Address

### **6.3. Specifications:**

- A. Please describe potential solutions that your firm would propose to meet the LEUT requirements.
- B. Does your production line currently have a model that would meet the LEUT Type I and/or Type II requirement without modification? If not, does your production line currently have a model that would meet the LEUT Type I and/or Type II requirement with minor modifications? What are the modifications to your company's current trailers that are necessary to meet the LEUT's performance description? If either of the above applies, is your model considered commercially available, a nondevelopmental item, or specific for military use? If your solution is specific for military use, please provide the corresponding NSN and/or part number. If your current solution has been procured by the Government in the past, provide the procuring agency and corresponding contract number.
- C. What are the rated payloads of your firm's comparable Type I and Type II production models that will meet the LEUT requirement?
- D. Does your firm's Type I trailer meet the Mission Profile (outlined in Attachment 001) for the Family of Medium Tactical Vehicle (FMTV) Cargo/Dump/Tractor, Cargo Heavy Expanded Mobility Tactical Truck (HEMTT), Engineer Squad Vehicle, Engineer Bradley Fighting Vehicle, and M113 Armor Personnel Carrier with an attached operating Mine Clearing Line Charge (MICLIC) system?
- E. Does your firm's Type II meet the Mission Profile (outlined in Attachment 001) for the M917 (20-Ton Dump Trucks), HEMTT and M1157 (Family of Medium Tactical Vehicles, 10-Ton Dump Trucks)?
- F. Does your firm's Type I and/or Type II trailer meet the speed range designated in the Mission Profile (outlined in Attachment 001)?
- G. Does your firm's Type I and/or Type II trailer allow for a 12 volt or 24 volt as outlined in Attachment 001 for anti-lock brake system (ABS), running light requirements and the blackout lighting system?
- H. Please list all lubricants used on your firm's Type I and/or Type II trailer? If lubricants vary by trailer, delineate which trailer uses which lubricants.
- I. What processes might your firm use to enhance corrosion resistance to achieve a service life of twenty (20) years?

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- J. Does your firm offer a standard warranty with its trailers? What is the time period of your firm's standard warranty, when is it initiated and what are the terms and conditions?
- K. What are the approximate curb weights of your firm's Type I and Type II models?
- L. Is there use of hazardous materials (as defined in FAR 23.301) on the vehicle or used in the production process? If yes, please list the materials used.
- M. Do the specifications, described in Attachment 001 and the information above, present any technical challenges for your firm's design? Please describe any challenges to the specifications.

### **6.5. Production History (Supportability and Fleet Maintenance):**

- A. Does your firm have recent experience (within the past 3 years) designing and manufacturing trailers, or products in accordance with military technical data packages (TDPs) or performance specifications? If so, please explain.
- B. How long have your firm's Type I and/or Type II comparable trailers been in production?
- C. Have your firm's Type I and/or Type II units ever been sold to any Government agency (Federal, State, Local or Foreign)? If so, has your firm's solution been previously tested by the governmental entity? If your firm's model has been previously tested, please provide the contract number.
- D. Does your firm implement and maintain an ISO 9001:2008 or comparable quality system? Please explain the quality system employed. Additionally, please indicate if your firm's suppliers and/or vendors implement and maintain an ISO 9001:2008 or comparable quality system.

### **6.6. Availability:**

- A. What is the current monthly rate of production for your firm's comparable Type I and/or Type II trailers identified herein?
- B. How long after receipt of contract would it take to deliver five Type I LEUT trailers for Government testing? How long after receipt of contract would it take to deliver five Type II LEUT trailers for Government testing?
- C. Government testing and First Article Test approval could take eight to ten months to complete. What is the lead time for production materials requisite in the manufacture for the LEUT Type I and LEUT type II trailers? Accordingly, what is the lead time for delivery of your firm's Type I and/or Type II trailers after receipt of a FRP order (in days)?
- D. How much of your firm's production capacity could be dedicated to a potential Army contract?
- E. Would Army systems be built on the same production line as those sold commercially?
- F. Assuming one full time shift (40 hours per week), what is the monthly rate of LEUT production that can be supported by your facility? How long would it take to reach that rate?
- G. What is the minimum order quantity required by your firm in order to maintain a sustained production line for the LEUT models?
- H. What are the minimum and maximum quantities of LEUT production that your firm can provide on an annual basis?

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- I. What means are available to your customer base to obtain spare parts necessary in the maintenance of your Type I and Type II trailers?
- J. Has your firm supplied spare parts to the Government in the past?
- K. Would your firm be willing to provide LEUT system engineering support to the Army for the life of any resultant contracts?
- L. Would your firm be willing to provide technical data, including drawings, with rights sufficient to support the DoD repair parts management system and the LEUT technical manuals? If so, what level of rights in that data is your firm willing to provide? Are there specific components of your trailer that would have different data rights? At approximately what cost, on an itemized basis (component and level of rights), is your firm willing to provide the data?

### **6.7. Trailer Documentation:**

Please state whether or not the following documentation is available for both Type I and Type II trailers.

- A. Operator's Manual
- B. Maintenance Manual
- C. Trouble Shooting Instructions
- D. Repair / Spare Parts List
- E. Illustrated Parts Breakdown
- F. Required Tool List
- G. Training Manual
- H. Schematics of fuel, electrical and hydraulic systems
- I. COTS manual that covers some or all of the above documentation
- J. 3D model representation with Finite Element Analysis of the frame

### **6.8. Estimated Cost:**

Please provide all costs in current (FY13) U.S Dollars (USD).

- A. Are there current commercial list prices for your firm's Type I and/or Type II trailer? If so, please provide the most current commercial prices and the estimated prices for modifications required to meet the performance specifications in Attachment 001.
- B. What are your firm's top three most significant cost driving components for both the Type I and Type II trailers?
- C. What are your firm's most significant cost driving Government requirements for the Type I and Type II trailers?
- D. What is your firm's economical order quantity for the Type I trailer and the Type II trailer? Please provide the ordering quantities required for the first three price breaks, and the approximate cost savings per trailer at each quantity.
- E. Provide estimated costs for the trailer documentation items identified in 6.7 above.

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### **6.9. Supplemental Information:**

Please provide commercial literature and/or price listings for both Type I and Type II trailers, which identify your standard product and also identify ALL options which are normally available on your trailers as customer selected features or equipment. If you have provided features as special orders, which you do not have listed as options on your price lists or literature, please identify them and describe the modifications to your trailers.

### **7. Participation in a potential Industry Day:**

Please indicate if your firm would be interested in attending an Industry Day (to be held in the vicinity of Warren, MI) for this effort?