



DEFENSE LOGISTICS AGENCY
TROOP SUPPORT
700 ROBBINS AVENUE
PHILADELPHIA, PENNSYLVANIA 19111-5092

IN REPLY
REFER TO FT

FEB 24 2011

Dear Sir or Madam Supplier,

First, let me thank you for your continuing support of the Department of Defense (DoD) and the Defense Logistics Agency (DLA) Subsistence Supply Chain customers throughout the world. Working together, we continue to provide our Warfighters with the highest quality food and foodservice equipment available.

As a key partner and co-steward of our Nation's resources in support of military capability and capacity, I solicit your assistance in achieving the DoD/DLA goal of ensuring affordable and sustainable warfighter readiness through a commitment to diligent stewardship.

At DLA, we are taking a multi-faceted approach to achieve our readiness goals, improve efficiencies and reduce costs. Our on-going efforts include:

- Using Continuous Process Improvement and Lean Six Sigma techniques to improve efficiencies, such as reducing the time to make an award.
- Training our workforce on ways to detect and prevent fraud, waste and abuse. I ask you to work within your organization and your subcontractors to implement similar prevention and detection programs.
- Enhancing our contract oversight activities through various methods such as on-site vendor audits to ensure compliance with contract requirements. We will also monitor contract pricing to ensure that all applicable discounts and rebates are passed on to the government.
- Reducing aggregate product prices from our vendors. One of the methods we are using to accomplish this goal is our Reverse Auction Program. I would like to solicit your support in helping us drive down costs.

I ask you to continue to partner with us to focus on product cost reductions, improved efficiencies, and continued vigilance against fraud, waste and abuse in all areas of your business operations.

Sincerely,

A handwritten signature in black ink that reads "Thomas Daley".

THOMAS DALEY
Director, Supplier Operations
Subsistence Supply Chain