

Getting Started

Situation: You have a business that is in the textile market and want to sell to the government. Where do you start?

The Agencies: The Government buys textile products through several agencies. The first agency you should consider selling to is the DLA Troop Support. They use the DLA Internet Bid Board Systems at <https://www.dibbs.bsm.dla.mil> and this is where you will find current bids and past awards for many textile products. You can also locate the names of current contractors and contract history for products that are sold at the base clothing sales stores or issued to the troops during their training.

The second agency is General Services Administration (GSA).

“GSA establishes long-term government wide contracts with commercial firms to provide access to millions of commercial products and services at volume discount pricing. These can be ordered directly from GSA Schedule contractors or through the GSAAvantage!® online shopping and ordering system. View our handy MAS Desk Reference guide.”

You may not need to have a GSA Contract, but you may want to supply products to someone already listed as a GSA Contractor. To find who is selling on GSA go to <http://ssq.gsa.gov> to do a GSA Sales Query. If you visit www.gsa.gov and look under “Most Requested Links” for e-library you can do a search by products. This search will list the contractors and the prices of their products they are selling to the government. Most of these prices include shipping cost within the 48 U.S. States.

The third group may be the VA, but most all their purchases use GSA Contracts or Medical Prime Vendor Contractors. “The prime vendor contracts cover the period April 20, 2010, through April 19, 2015.” They will be awarding new contracts in 2015.

Below is from the www.va.gov website:

Prime Vendors

American Medical Depot
10315 USA Today Way

Miramar, FL 33025
Contact: Akhil Agrawal
Tel: (305) 364-0888, Ext. 6747
Contract: VA797-P-0188
Coverage: VISN 8

Buffalo Hospital Supply Company, Inc.
4039 Genesee Street
Buffalo, NY 14225
Contact: Ryan Burke
Tel: (716) 626-9400
Contract: VA797-P-0190
Coverage: VISN 2

The Claflin Company
465 Warwick Industrial Drive
Warwick, RI 02886
Contact: Anne Marie Johnson
Tel: (401) 739-4150, Ext. 8229
Contract: VA797-P-0192
Coverage: VISN 1

Kreisers, Inc.
2200 West 46th Street
Sioux Falls, SD 57105
Contact: Doug Essen
Tel: (800) 843-7948 ext. 1222
Contract: VA797-P-0195
Coverage: VISN 23

Cardinal Health P.R. 120, Inc.
P.O. Box 36621
San Juan, PR 00936-6211
Contact: Debbie Weitzman
Tel: (787) 625-4215
Contract: VA797-P-0189
Coverage: Puerto Rico

Cardinal Health 200, Inc.
1430 Waukegan Road
McGaw Park, IL 60085
Contact: Barbara Harrell
Tel: (847) 887-2605
Contract: VA797-P-0191
Coverage: VISNs 3-7; 9-12; 15-20, 22; Hawaii & Alaska

Professional Hospital Supply, Inc.
41980 Winchester Rd.
Temecula, CA 92590
Contact: John Abele
Tel: (800) 944-9756 ext. 8112
Contract: VA797-P-0193
Coverage: VISN 21 (excluding Hawaii)

Prime Vendor VISN Coverage

US Map Showing VA Veterans Integrated Service Networks

VISN Location	Prime Vendor
1—VA New England Healthcare System	The Claflin Company
2—VA Health Care Upstate New York	Buffalo Hospital Supply Company, Inc.
3—VA NY/NJ Veterans Healthcare Network	Cardinal Health 200, Inc.
4—VA Healthcare - VISN 4	Cardinal Health 200, Inc.
5—VA Capitol Health Care Network	Cardinal Health 200, Inc.
6—VA Mid-Atlantic Health Care Network	Cardinal Health 200, Inc.
7—VA Southwest Network	Cardinal Health 200, Inc.
8—VA Sunshine Healthcare Network	American Medical Depot
9—VA Mid South Healthcare Network	Cardinal Health 200, Inc.
10—VA Healthcare System of Ohio	Cardinal Health 200, Inc.
11—Veterans In Partnership	Cardinal Health 200, Inc.
12—VA Great Lakes Healthcare System	Cardinal Health 200, Inc.
15—VA Heartland Network	Cardinal Health 200, Inc.
16—South Central VA Health Care Network	Cardinal Health 200, Inc.
17—VA Heart of Texas Health Care Network	Cardinal Health 200, Inc.
18—VA Southwest Health Care Network	Cardinal Health 200, Inc.
19—Rocky Mountain Network	Cardinal Health 200, Inc.
20—Northwest Network	Cardinal Health 200, Inc.

21—Sierra Pacific Network Professional Hospital Supply, Inc.
22—Desert Pacific Healthcare Network Cardinal Health 200, Inc.
23—VA Midwest Health Care Network Kreislers, Inc.
Alaska Cardinal Health 200, Inc.
Hawaii Cardinal Health 200, Inc.
Puerto Rico Cardinal Health P.R. 120, Inc.

The fourth agency is the Federal Prison Industry (UNICOR). They sew & make many textile items for the government and need the textile products from 100% U.S. Manufactures. To get more information go to www.unicor.gov.

The below information from <http://www.otexa.ita.doc.gov/berry.htm> is the place to go with answers on questions about The Berry Amendment.

“The Berry Amendment

The Berry Amendment Restrictions for Clothing, Fabrics, Fibers, and Yarns

The Berry Amendment is a statutory requirement that restricts the Department of Defense (DoD) from using funds appropriated or otherwise available to DoD for procurement of food, clothing, fabrics, fibers, yarns, other made-up textiles, and hand or measuring tools that are not grown, reprocessed, reused, or produced in the United States. The Berry Amendment has been critical to maintaining the safety and security of our armed forces, by requiring covered items to be produced in the United States. With respect to textiles and clothing, the Berry Amendment has been critical to the viability of the textile and clothing production base in the United States.”

HOW TO SELL:

If you want to sell textile products from thread, zippers, socks, cloth, boots, gloves, sweaters, clothing, and many other items.

You first need to go to www.sam.gov and register your business. If you need help or questions with the registration go to the “Getting Started” on www.ncmbc.us website. Once you are registered in SAM make sure you have signup for www.matchforce.org and www.fbo.gov to get daily e-mails on bids for products

you produce. These bids are based on the NAICS Codes and a list of all textile codes can be found on www.fbo.gov website. It is very important to check this website at least 3 times a week, because the due days can be very short. It is very important to reply to Sources Sought Notices if this is something you can produce.

Mil Specs Data:

To find the military specs for textile products go to <http://quicksearch.dla.mil>