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

IN REPLY
REFER TO

DLATS- Luis Marrero
700 Robbins Ave
Philadelphia, Pa. 19111

SUBJECT: Market Research for Respirator Outfit
Item Name: *Respirator Outfit*
NSN: *4240-01-363-4699*
RHINE AIR, INC 58501 P/N NF-1200A
Critical Safety Item

DLA Troop Support is conducting market research on the above item to determine an acquisition strategy that will enhance our support of military customers worldwide as well as to determine what your industry will be capable of providing with respect to the required item. For this reason, DLA Troop Support would appreciate your firm sharing your expertise and insight into how these items can be most efficiently procured.

DLA Troop Support anticipates issuing a solicitation for the referenced item under an Indefinite Quantity Contract. The contract may be for a term of one year or two years. Further, it may contain an option to extend the term of the contract. If an option to extend the term of the contract provision is included in the solicitation, each option term would be one year. However, the total contract term will not exceed five years. The answer to the questions concerning pricing will be one of the factors that will help the Government to determine the term of the contract.

It should be noted that this inquiry, in no way, should be interpreted as a solicitation for offers. No information provided in response to this inquiry will be considered binding between the vendor and the Government. With these facts in mind, it is requested that you review the item(s) listed above and answer the questions on the attached pages. The answers you provide will remain confidential. Please return this survey to Luis Marrero, by C.O.B ***Wednesday, July 15th , 2026***, by email at Luis.Marrero@dla.mil.

Thank you for your time and consideration.

Sincerely,

MARRERO.LUIS.D.1290885074
Digitally signed by MARRERO.LUIS.D.1290885074
Date: 2026.06.16 12:37:44 -04'00'

Luis Marrero
Acquisition Specialist

Controlled by: DLA Troop Support
Controlled by: C&E – FCAC
CUI Category: Source Selection
Distribution/Dissemination Control: FED ONLY
POC: Luis Marrero, Luis.Marrero@dla.mil

1. (a) Is this Respirator Outfit a commercial or modified commercial item in accordance with Federal Acquisition Regulation (FAR) 2.101? For example: is the item of a type used by the general public; sold or offered for sale to the general public? Is the modification of a type available in the commercial marketplace?

    (i) If the item is modified commercial, please briefly describe the modification(s).

    (b) If the answer to (a) is yes, is the item a commercially available off-the-shelf (COTS) item in accordance with FAR 2.101? For example, is the item sold in substantial quantities to the general public? Is the item sold to the Government in the same form in which it is sold in the commercial marketplace?

    (i) If the item is modified, please briefly describe the modification(s).

2. (a) Is the Respirator Outfit made of any type of material that is a major cost driver?

    (b) Does any part of the Respirator Outfit consist of foreign material?

    (c) Does your firm normally stock the Respirator Outfit?

    (1) If yes, how many are on hand at any given time?

    (2) If no, would your firm be willing to stock the Respirator Outfit?

    (3) If your firm is willing to stock the Respirator Outfit, would you need a stocking-up period? If so, how many days would be required to stock-up?

    (d) What is the production rate of the Respirator Outfit? How many can be produced at a time? Is the manufacturing process a batch process or a continuous process?

3. Both FOB Origin and FOB Destination have been have been required in past contract for this item. This item qualifies for First Destination Transportation and Packaging (See DLAD Procurement Notes C15, C16, and C17 <http://www.dla.mil/HQ/Acquisition/Offers/DLAD/DLADProcurementNotes.aspx>). Would FOB Origin be acceptable to your firm under the projected contract?

4. (a) How are the Respirator Outfit usually transported?

   (b) What is the average delivery per truckload?

   (c) Is there a specific ordering quantity based on truckloads?

   (d) How are the Respirator Outfits palletized?

5. What is the standard delivery time frame your company experiences for this item?

6. The current ***ESTIMATED*** annual demand quantity for this Respirator Outfit is 29 EA. We are considering doing a one-time guaranteed minimum for the base year ***ONLY***. There would be NO guaranteed minimum for the option years. Would this be acceptable to your company?

7. The current estimated annual demand quantity for this item is 29 EA as previously stated. Please use this data to answer the below questions:

   (a) What would the per unit price be on an F.O.B. origin basis? (Please note you will not be held to any pricing information given during the market research phase. We are only asking for estimated prices and know that pricing may change between now and the time the solicitation is issued and your proposal submitted.)

   (b) Is this item quantity sensitive, as in would you offer price breaks? If so, at what quantity points and what would the associated estimated unit prices be for each price break?

8. Is the pricing of this Respirator Outfit stable or volatile?

9. If the Government wishes to use an option to extend the term of the contract, a pricing mechanism for the option year(s) needs to be included in any resultant contract.

   (a) Would you be able to provide pricing for the base contract year, and any option year(s)? That is, could you price items out 2 years, 3 years, 4 years or 5 years?

(b) Do you prefer a base period of one or two years?

(c) Are there uncertainties in market conditions in which you feel that an Economic Price Adjustment (EPA) would be a better way to set option year pricing? Such as changings in labor, material, or other resource costs, inflation, fluctuations in commodities, etc. The EPA would allow the Government to adjust the base contract price to achieve a revised contract unit price for an option year(s)? The EPA is based on a formula that is generally tied to the Producer Price Index and is limited to a 10% annual increase.

(d) If using an EPA, which Producer Price Index (PPI) do you feel best represents these Respirator Outfits?

(e) Which pricing method do you prefer, pricing out the option years or using an EPA? Why?

10. Do you have a minimum ordering quantity and/or dollar value that you require for an individual order for this Respirator Outfit; if so what would that quantity and/or dollar value be?

11. (a) Do you have a minimum ordering quantity and/or dollar value that you require for an individual order for this Respirator Outfit; if so what would that quantity and/or dollar value be?

(b) Do you have a maximum ordering quantity and/or dollar value that you require for an individual order for this Respirator Outfit; if so what would that quantity and/or dollar value be?

12. (a) Is there a maximum quantity per month that you would be able to supply?

(b) If so, would you prefer that the contract incorporate phased delivery vs a standard delivery? i.e. a 30 day ramp up period with a delivery of 20 units every 30 days thereafter until the order is completed. If this is your preferred method what would your ramp up period be and how many units would you be able to deliver every 30 days thereafter?

13. Can your company accommodate a Surge Requirement in which your company would be required to satisfy requirements for emergency situations (i.e., ramp up to meet early requirements (surge) and/or requirements that may exceed estimated annual quantities)?

14. Delivery orders issued under any resultant contract will be communicated to your company by Electronic Data Interchange (EDI). Does your firm have EDI capabilities? If no, do you plan on establishing EDI capabilities in the near future?

15. Have you encountered any problems with manufacturing this Respirator Outfit end item, which may affect the upcoming contract? (i.e. long lead times on component parts, problems with raw materials, quality discrepancies, etc.)

16. If the item is commercial, any anticipated Request for Proposal (RFP) may only allow 2 weeks between issue date and closing/due date. Can you respond to an RFP in this timeframe?

17. Is there any other pertinent information that you feel that the Government should know or consider in regards to this item when determining the best way to procure it for the forthcoming contract?

18. Do you have any other comments, suggestions, or concerns that were addressed by the above questions?