

**UNITED STATES TRANSPORTATION COMMAND
(USTRANSCOM)**

“Documentation & Communication related to the role & activities of National Air Cargo Holdings, Inc., & its wholly-owned sub-entities National Airlines & National Air Cargo had in the development of the USTRANSCOM proposed Sea-Air-Multi-Modal Contract & the Government’s Decision to exclude multi-modal services from the USC-7 draft solicitations.”

USTRANSCOM
FOIA 12-07
FINAL RESPONSE
RELEASED DOCUMENTS

**USTRANSCOM FOIA 12-07 FINAL RESPONSE
INDEX OF RELEASED DOCUMENTS**

Doc #	<u>Title</u>
1.	National Air Cargo (NAC) e-mail, 14 Jul 11, 3:21 PM, 2 Pages
2.	NAC e-mail, 26 Oct 11, 12:44 PM, 4 pages
3.	NAC e-mail, 27 Oct 11, 7:17 AM, 3 pages
4.	USTRANSCOM/AQ e-mail, 27 Oct 11, 4:30 PM, w/Attachment "Individual Carrier Meeting Times, 1 Nov 11, 4 pages
5.	USTRANSCOM/AQ e-mail, 20 Sep 11, 9:51 AM, 2 pages
6.	NAC e-mail, 14 Jul 11, 3:24 PM, 2 pages
7.	NAC e-mail, 25 Oct 11, 1:30 PM, w/Attachment "Response to RFI," 5 pages

Bien, Jolynn CIV USTRANSCOM CS

From: (b)(6) @nationalaircargo.com)
Sent: Thursday, July 14, 2011 3:21 PM
To: (b)(6) Lt Col USTRANSCOM J3; Hall, Pamela CIV USTRANSCOM AQ; Hackstadt, Krissy CIV USTRANSCOM AQ
Cc: (b)(6)
Subject: Soft Copy examples to answer your questions
Attachments: ARC National Industry Day slides 1.pptx

LtCol (b)(6), Pamela Hall & Krissy Hackstadt,

Greetings.

Thanks for tolerating our posture yesterday (smile). As you'll see from the brief attached, we felt the questions were a little strange given we're doing this today (albeit small) under USC-06. Adding Jordan or Romania isn't an issue either, as the conops (not price) will be similar. I mentioned our investments more than once in that we were in pretty deep as it stands under the USC-06 exceptions.

That said, we stand by our motion in that we firmly believe a Unit move East and West bound (simultaneous would be great, but probably wishful), prior to USC formally bidding this to industry is in order. The POP's were small and don't represent the scope or spirit of intent under "unit moves". Rather, more reflective of sustainment activity (and has been good for DIA's comfort). We know from Force Flow meetings and schedules that Oman is on the books for future Unit moves. Taking one or two and sliding them over to DWC/commercial would be a great test.

Last, I'm sending a couple of slides on back-to-back emails, given their size (heavy graphics).

Thanks again.

(b)(6)

Description: Description: Description: cid:DF853992-BF38-4475-883D-B0A08F92F67C@hsd1.mi.comcast.net.

VP of Sales & Business Development

DOC 1

Office Direct: 703-539- (b)(6)

Mobile: 571-265 (b)(6)

CS: 800-635-0022

www.nationalaircargo.com

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

Bien, Jolynn CIV USTRANSCOM CS

From: (b)(6) [nationalaircargo.com]
Sent: Wednesday, October 26, 2011 12:44 PM
To: Schneider Krissy CIV USTRANSCOM AQ; Tift, Emily CIV USTRANSCOM AQ
Cc: (b)(6)
Subject: FW: Sea/Air Multi-Modal

Ms. Schneider and Ms. Tift,

National will attend the second Industry Day meeting for the Multi-Modal Requirement on 1 November 2011, and requests an individual break-out meeting.

The National team will have two attendees:

Mr. (b)(6)
VP of Sales & Business Development
2300 Dulles Station Blvd Ste- 220
Herndon, VA 20171
Office Direct: 703-539- (b)(6)
Mobile: 571-265- (b)(6)
(b)(6) [nationalaircargo.com]

Mr. (b)(6)
Business Development Manager
2300 Dulles Station Blvd Ste- 220
Herndon, VA 20171
Mobile: 571-354- (b)(6)
(b)(6) [nationalaircargo.com]

-----Original Message-----

From: Krissy.Schneider@ustranscom.mil
[mailto:Krissy.Schneider@ustranscom.mil]
Sent: Wednesday, October 26, 2011 8:25 AM
Cc: Emily.Tift@ustranscom.mil; Pamela.Hall@ustranscom.mil; Krissy.Schneider@ustranscom.mil;
(b)(6) @ustranscom.mil; (b)(6) @ustranscom.mil
Subject: RE: Sea/Air Multi-Modal

FYI - this was posted to FBO on Monday.

2nd INDUSTRY DAY - A second Industry Day meeting for the Multi-Modal Requirement will be held at the Global Reach Planning Center, Bldg 1907, at Scott AFB, IL 62225, 1 November 2011. There will be a briefing in the morning from 9:00-9:30AM. Individual break-out sessions will be scheduled for twenty to thirty minutes each in the afternoon. Industry partners interested in this multi-modal acquisition are invited to attend.

If you would like an individual break-out meeting, you must supply the following information NLT 27 October 2011, 1:00PM CST: Business Name, Business Representatives, phone numbers and business titles. Information must be e-mailed to: krissy.schneider@ustranscom.mil and emily.tift@ustranscom.mil. Session times will be assigned in the order in which requests are received. We will provide information to access the base, directions, and individual session time frames to industry partners who have contacted us. If you have any questions, please e-mail Krissy Schneider and Emily Tift.

What: 2nd Industry Day for upcoming Multi-Modal Requirement

Who: USTRANSCOM

When: 1 November 2011 (9:00AM-1BD)

Where: Global Reach Planning Center, Bldg 1907

Krissy Schneider
Contracting Officer
USTRANSCOM/TCAQ-R
Directorate of Acquisition
618.220.7063
DSN 312.770.7063

Acquisition: Proficient, Professional, and Proud!

-----Original Message-----

From: Schneider, Krissy CIV USTRANSCOM AQ
Sent: Wednesday, October 19, 2011 12:06 PM
To: 'clindsey@southernair.com'; 'gtreitz@ups.com'; 'sharfst@usa3000.com';
'taniguchi@hawaiianair.com'; 'kthomas@lac.lynden.com'; 'hzimmerman@miamiair.com';
'glenn.nordling@suncountry.com'; 'george.e.coyle@aa.com'; 'joe.hrezo@astaraircargo.us';
'beverly.lee@coair.com'; 'tpendleton@nationalaircargo.com';
'dstiehm@northamericanair.com'; 'glen.burlingame@evergreenairlines.com';
'Bill.Byrne@united.com'; 'lwilson@glah.com'; 'michael.holt@airtransport.cc';
'ken.johnson@saaholdings.com'; 'alan.hutson@delta.com'; 'Tfrank@OAI.aero';
'enisson@nac.aero'; 'susan.mckenzie@alaskaair.com'; 'psanderline@kalittaair.com';
'seanralson@flyryan.com'; 'dstemeng@skylase.aero'; 'dkemery@amcsusa.com';
'dee.rush@usairways.com'; 'dllange@fedex.com'; 'Catherine.rettich@abxair.com';
'tom.amato@jetblue.com'; 'kjknot@fedex.com'
Cc: Tift, Emily CIV USTRANSCOM AQ; Hall, Pamela CIV USTRANSCOM AQ
Subject: RE: Sea/Air Multi-Modal

All-

The attached RFI was posted to FBO today. Please respond by 26 Oct 11.

Thanks!

Krissy Schneider
Contracting Officer
USTRANSCOM/TCAQ-R
Directorate of Acquisition
618.220.7063
DSN 312.770.7063

Acquisition: Proficient, Professional, and Proud!

-----Original Message-----

From: Hall, Pamela CIV USTRANSCOM AQ

Sent: Tuesday, July 26, 2011 4:25 PM

To: 'clindsey@southernair.com'; 'gtreitz@ups.com'; 'sharfst@usa3000.com';
'taniguchi@hawaiianair.com'; 'kthomas@lac.lynden.com'; 'hzimmerman@miamilair.com';
'glenn.nordling@suncountry.com'; 'george.e.coyle@aa.com'; 'joe.hrez@astaraircargo.us';
'beverly.lee@coair.com'; 'tpendleton@nationalaircargo.com';
'dstieh@northamericanair.com'; 'glen.burlingame@evergreenairlines.com';
'bill.byrne@united.com'; 'jwilson@glah.com'; 'michael.holt@airtransport.cc';
'ken.johnson@sawholdings.com'; 'alan.hutson@delta.com'; 'TFrank@OAL.aero';
'enisson@nac.aero'; 'susan.mckenzie@alaskaair.com'; 'psanderlin@kalittaair.com';
'seanralson@flyryan.com'; 'dstemen@skylease.aero'; 'dkemery@amcsusa.com';
'dee.rush@usairways.com'; 'dllange@fedex.com'; 'Catherine.rettich@abxair.com';
'tom.amato@jetblue.com'

Cc: (b)(6) CIV USTRANSCOM AQ; Hackstadt, Krissy CIV USTRANSCOM AQ; Tift, Emily CIV USTRANSCOM AQ; Hall, Pamela CIV USTRANSCOM AQ
Subject: Sea/Air Multi-Modal

USTRANSCOM held an Industry Day on 15 Jul 11 to discuss the Sea/Air Multi-Modal concept. A copy of the briefing slides are attached. The requirement is for the movement of cargo via multiple modes to include airlift, sealift, line haul and potentially rail to/from multiple locations globally. Currently the air portion of the requirement operates out of Dubai to 35 locations within Afghanistan.

As background information, this requirement was incorporated into the USC-6 contract as an interim solution until a long term contract can be awarded. VISA carriers currently serve as the prime contractor and are contractually required to subcontract the airlift portion to CRAF carriers, unless a CRAF carrier is unavailable or otherwise restricted.

We are beginning the Market Research stage of this follow-on acquisition. A formal RFI will be posted to FBO.gov and your feedback is appreciated. However, as a general initial question, we want to determine the interest of the CRAF carriers. All information provided will be kept close-hold within the Government and will not be shared with Industry.

Request you use the voting buttons to advise of your interest. Any additional feedback you'd like to provide at this time is also appreciated.

All future notifications regarding this acquisition will be posted to FBO.gov under NAICS Code 481112 & 483111.

Thanks in advance for your assistance. Please contact me if you have any questions.

Sincerely,
Pamela Hall
Contracting Officer
USTRANSCOM/TCAQ
Acquisition - Proficient, Professional, & Proud!
(618) 220-7066, DSN 312-770-7066
Fax (618) 220-7918
E-Mail: Pamela.Hall@ustranscom.mil
SIPR: Pamela.Hall@ustranscom.smil.mil

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain.

E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

Blen, Jolynn CIV USTRANSCOM CS

From: (b)(6) [mailto:(b)(6)@nationalaircargo.com]
Sent: Thursday, October 27, 2011 7:17 AM
To: Schneider, Krissy CIV USTRANSCOM AQ
Subject: Re: RFI 18 Oct 11 National (NAC) Response.doc

It will likely be (b)(6) and (b)(6) ..will confirm.

Have a great day!

(b)(6)
Sales Support Manager
National Air Cargo
www.nationalaircargo.com
BB (202) 677- (b)(6)
iPhone (202) 812- (b)(6)
(b)(6) [nationalaircargo.com](mailto:(b)(6)@nationalaircargo.com)

Sent from my iPhone

On Oct 27, 2011, at 8:01 AM, "Krissy.Schneider@ustranscom.mil"
<Krissy.Schneider@ustranscom.mil> wrote:

Do you know who will be attending the industry day on behalf of NAC?

Krissy Schneider

Contracting Officer

USTRANSCOM/TCAQ-R

Directorate of Acquisition

618.220.7063

DSN 312.770.7063

Acquisition: Proficient, Professional, and Proud!

From: (b)(6) [mailto:(b)(6)@nationalaircargo.com]
Sent: Tuesday, October 25, 2011 1:30 PM
To: Schneider, Krissy CIV USTRANSCOM AQ
Cc: (b)(6)
USTRANSCOM AQ
Subject: RFI 18 Oct 11 National (NAC) Response.doc

; Tift, Emily CIV

Good Afternoon Ms. Schneider,

Please find attached National's response to your Sea/Air RFI. We look forward to seeing you on the 1st.

Best Regards,

(b)(6)

Sales Support Manager

National Air Cargo

Mobile: (202) 677- (b)(6)

Office: (703) 539- (b)(6)

(b)(6) [@nationalaircargo.com](mailto:bnationalaircargo.com)

www.nationalaircargo.com <<http://www.nationalaircargo.com/>>

<image001.jpg>

Customer Service - 800-635-0022

CS BUF@nationalaircargo.com

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

Bien, Jolynn CIV USTRANSCOM CS

From: Schneider, Krissy CIV USTRANSCOM AQ [Krissy.Schneider@ustranacom.mil]
Sent: Thursday, October 27, 2011 4:30 PM
To: (b)(6)
Cc: (b)(6) Tift, Emily CIV
Subject: USTRANSCOM AQ
Attachments: RE: RFI 18 Oct 11 National (NAC) Response.doc
INDIV CARRIER MTG TIMES_1 Nov 11.docx
Signed By: kristina.schneider@us.af.mil

Attached is the list of break-out session times. If your company would like to combine its break-out session with another company, please let us know so we can adjust the schedule.

If you did not receive the map and directions e-mail from Emily, please let us know and we will forward it.

Thanks,

Krissy Schneider
Contracting Officer
USTRANSCOM/TCAQ-R
Directorate of Acquisition
618.220.7063
DSN 312.770.7063

Acquisition: Proficient, Professional, and Proud!

-----Original Message-----

From: (b)(6) [mailto:(b)(6)@nationalaircargo.com]
Sent: Tuesday, October 25, 2011 1:30 PM
To: Schneider, Krissy CIV USTRANSCOM AQ
Cc: (b)(6) Tift,
Emily CIV USTRANSCOM AQ
Subject: RFI 18 Oct 11 National (NAC) Response.doc

Good Afternoon Ms. Schneider,

Please find attached National's response to your Sea/Air RFI. We look forward to seeing you on the 1st.

Best Regards,

(b)(6)

Sales Support Manager

National Air Cargo

Mobile: (202) 677- (b)(6)

Office: (703) 539- (b)(6)

(b)(6) [@nationalaircargo.com](mailto:(b)(6)@nationalaircargo.com) <[mailto: \(b\)\(6\) @nationalaircargo.com](mailto:(b)(6)@nationalaircargo.com)>

www.nationalaircargo.com <<http://www.nationalaircargo.com/>>

Description: Description: [cid:3395304175 13950760](#)

Customer Service - 800-635-0022

CS_BUF@nationalaircargo.com <mailto:CS_BUF@nationalaircargo.com>

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

INDIVIDUAL CARRIER MEETING TIMES
1 November 2011
Multi-Modal

1000 - 1020	Water Services, Inc.
1020 - 1040	FedEx
1040 - 1100	APL Limited
1100 - 1120	NAC
1120 - 1140	ARC
1140 - 1200	M2 Transport
1300 - 1320	Hanjin Intermodal America, Inc.
1320 - 1340	Uti
1340 - 1400	Atlas Air, Inc
1400 - 1420	Final Mile Logistics
1420 - 1440	Kuehne + Nagel, Inc.
1440 - 1500	JCI Logistics
1500 - 1520	CADG
1520 - 1540	CBT USA Logistics, Inc.
1540 - 1600	Liberty Global Logistics/United Parcel Service
1600 - 1620	DHL Global Forwarding

INDIVIDUAL CARRIER MEETING TIMES
1 November 2011
Multi-Modal

1000 - 1020	Water Services, Inc.
1020 - 1040	FedEx
1040 - 1100	APL Limited
1100 - 1120	NAC
1120 - 1140	ARC
1140 - 1200	M2 Transport
1300 - 1320	Hanjin Intermodal America, Inc.
1320 - 1340	Uti
1340 - 1400	Atlas Air, Inc
1400 - 1420	Final Mile Logistics
1420 - 1440	Kuchne + Nagel, Inc.
1440 - 1500	JCI Logistics
1500 - 1520	CADU
1520 - 1540	CBT USA Logistics, Inc.
1540 - 1600	Liberty Global Logistics/United Parcel Service
1600 - 1620	DHL Global Forwarding

Blon, Jolynn CIV USTRANSCOM CS

From: Hall, Pamela CIV USTRANSCOM AQ [Pamela.Hall@ustranscom.mil]
Sent: Tuesday, September 20, 2011 9:51 AM
To: (b)(6)
Subject: RE: Sea/Air Multi-Modal
Signed By: pamela.hall.1@us.af.mil

We are planning for a mid Dec release of the solicitation.

Sincerely,
Pamela Hall
Contracting Officer
USTRANSCOM/TCAQ
Acquisition - Proficient, Professional, & Proud!
(618) 220-7066, DSN 312-770-7066
Fax (618) 220-7918
E-Mail: Pamela.Hall@ustranscom.mil
SIPR: Pamela.Hall@ustranscom.smil.mil

-----Original Message-----

From: (b)(6) [mailto:(b)(6)@nationalaircargo.com]
Sent: Tuesday, September 20, 2011 9:14 AM
To: Hall, Pamela CIV USTRANSCOM AQ
Subject: RE: Sea/Air Multi-Modal

Hi Pamela!

Can you give me an idea of when you think this might actually post on FBO?

Thanks. (b)(6)

-----Original Message-----

From: Pamela.Hall@ustranscom.mil [mailto:Pamela.Hall@ustranscom.mil]
Sent: Tuesday, July 26, 2011 5:25 PM
To: clindsey@southernair.com; gtreizt@ups.com; sharfst@usa3000.com;
taniguchi@hawaiianair.com; kthomas@lac.lynden.com; hzimmerman@miamiair.com;
glenn.nordling@suncountry.com; george.e.coyle@aa.com;
joe.hrezo@astaraircargo.us; beverly.lee@coair.com; Ted Pendleton;
Dstiehm@northamericanair.com; glen.burlingame@evergreenairlines.com;
Bill.Byrne@united.com; lwilson@glah.com; michael.holt@airtransport.cc;
ken.johnson@aawholdings.com; alan.hutson@delta.com; TFrank@OAI.aero;
enlisson@nac.aero; susan.mckenzie@alaskaair.com; psanderlin@kalittaair.com;
seanralson@flyryan.com; dstemen@skylase.aero; dkemery@amcsusa.com;
dee.rush@usairways.com; dllange@fedex.com; Catherine.rettich@abxair.com;
tom.amato@jetblue.com
Cc: (b)(6) ustranscom.mil; Krissy.Hackstadt@ustranscom.mil;
Emily.Tift@ustranscom.mil; Pamela.Hall@ustranscom.mil
Subject: Sea/Air Multi-Modal

USTRANSCOM held an Industry Day on 15 Jul 11 to discuss the Sea/Air Multi-Modal concept. A copy of the briefing slides are attached. The requirement is for the movement of cargo via multiple modes to include airlift, sealift, line haul and potentially rail to/from multiple locations globally. Currently the air portion of the requirement operates out of Dubai to 35 locations within Afghanistan.

As background information, this requirement was incorporated into the USC-6 contract as an interim solution until a long term contract can be awarded. VISA carriers currently serve as the prime contractor and are contractually required to subcontract the airlift portion to CRAF carriers, unless a CRAF carrier is unavailable or otherwise restricted.

We are beginning the Market Research stage of this follow-on acquisition. A formal RFI will be posted to FBO.gov and your feedback is appreciated. However, as a general initial question, we want to determine the interest of the CRAF carriers. All information provided will be kept close-hold within the Government and will not be shared with Industry.

Request you use the voting buttons to advise of your interest. Any additional feedback you'd like to provide at this time is also appreciated.

All future notifications regarding this acquisition will be posted to FBO.gov under NAICS Code 481112 & 483111.

Thanks in advance for your assistance. Please contact me if you have any questions.

Sincerely,
Pamela Hall
Contracting Officer
USTRANSCOM/TCAQ
Acquisition - Proficient, Professional, & Proud!
(618) 220-7066, DSN 312-770-7066
Fax (618) 220-7918
E-Mail: Pamela.Hall@ustranscom.mil
SIPR: Pamela.Hall@ustranscom.smil.mil

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

Bien, Jolynn CIV USTRANSCOM CS

From: (b)(6) @nationalaircargo.com]
Sent: Thursday, July 14, 2011 3:24 PM
To: (b)(6) Lt Col USTRANSCOM J3; Hall, Pamela CIV USTRANSCOM AQ; Hackstadt, Krissy CIV USTRANSCOM AQ
Cc: (b)(6)
Subject: RE: Soft Copy examples to answer your questions
Attachments: ARC National Industry Day slides 2.pptx

Part 2.

This has both the cross docking ITV slides and Romania in it as example of multi-modal options with team ARC/National

From: (b)(6)
Sent: Thursday, July 14, 2011 4:21 PM
To: (b)(6) @ustranscom.mil); 'pamela.hall@ustranscom.mil'; 'krissy.hackstadt@ustranscom.mil'
Cc: (b)(6)
Subject: Soft Copy examples to answer your questions

LtCol (b)(6) Pamela Hall & Krissy Hackstadt,

Greetings.

Thanks for tolerating our posture yesterday (smile). As you'll see from the brief attached, we felt the questions were a little strange given we're doing this today (albeit small) under USC-06. Adding Jordan or Romania isn't an issue either, as the conops (not price) will be similar. I mentioned our investments more than once in that we were in pretty deep as it stands under the USC-06 exceptions.

That said, we stand by our motion in that we firmly believe a Unit move East and West bound (simultaneous would be great, but probably wishful), prior to USTC formally bidding this to industry is in order. The POP's were small and don't represent the scope or spirit of intent under "unit moves". Rather, more reflective of sustainment activity (and has been good for DLA's comfort). We know from Force Flow meetings and schedules that Oman is on the books for future Unit moves. Taking one or two and sliding them over to DMC/commercial would be a great test.

Last, I'm sending a couple of slides on back-to-back emails, given their size (heavy graphics).

Thanks again.

(b)(6)

Description: Description: Description: cid:DF853992-BF38-4475-883D-B0A08F92F67C@hsd1.mi.comcast.net.

VP of Sales & Business Development

Office Direct: 703-539- (b)(6)

Mobile: 571-265- (b)(6)

CS: 800-635-0022

www.nationalaircargo.com

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.

Blon, Jolynn CIV USTRANSCOM CS

From: (b)(6) [mailto:(b)(6)@nationalaircargo.com]
Sent: Tuesday, October 25, 2011 1:30 PM
To: Schneider, Krissy CIV USTRANSCOM AQ
Cc: (b)(6) Tift, Emily CIV
Subject: USTRANSCOM AQ
Attachments: RFI 18 Oct 11 National (NAC) Response.doc
RFI 18 Oct 11 National (NAC) Response.doc

Good Afternoon Ms. Schneider,

Please find attached National's response to your Sea/Air RFI. We look forward to seeing you on the 1st.

Best Regards,

(b)(6)

Sales Support Manager

National Air Cargo

Mobile: (202) 677- (b)(6)

Office: (703) 539- (b)(6)

(b)(6) [mailto:(b)(6)@nationalaircargo.com] <mailto:(b)(6)@nationalaircargo.com>

www.nationalaircargo.com <<http://www.nationalaircargo.com/>>

Description: Description: cid:3395304175 13950760

Customer Service - 800-635-0022

CS BUF@nationalaircargo.com <mailto:CS BUF@nationalaircargo.com>

IMPORTANT NOTICE: This e-mail message is intended to be received only by persons entitled to receive the confidential information it may contain. E-mail messages to clients of National

Air Cargo may contain information that is confidential and legally privileged and must not be forwarded to other parties. If you have received this message in error, please forward it to the sender and delete it completely from your computer system.



To: USTRANSCOM/TCAQ-R

Attention: Ms. Krissy Schneider, Contract Specialist, USTRANSCOM/TCAQ-R
and, Ms. Emily Tift, Contract Specialist, USTRANSCOM/TCAQ-R

From: National Air Cargo Group, Inc.

Subject: Response to USTRANSCOM/TCAQ-R Sea/Air pre-RFP questionnaire

A. All interested parties should respond with answers to the below questions (*National's response in blue text*):

1. Is your company a DOD-Approved VISA carrier or a U.S. Flag DOD-Approved CRAF carrier?

Yes, National Airlines is a US Flag DOD-Approved CRAF carrier. Additionally, National Air Cargo is a global Freight Forwarder.

2. Do you intend to subcontract to a VISA/CRAF carrier?

Yes, National's intent is to Prime on any future contract for multi-modal sea/air transportation services.

3. Does your company utilize multi-modal movements to get cargo overscas? If yes, please provide details.

Yes, National is currently one of the 3 original USC-06 Sea/Air modification awardees. As a global freight forwarder, we also use our Dubai World Center (DWC) multi-modal operations for select commercial cargo movements. In our CENTCOM THX contract for USTC, we also utilize surface movements via commercial truck contracts when air delivery is not feasible.

4. Do you utilize a 3PL?

No, National does not and strongly recommends against USTC AQ considering 3PL's to prime this contract. The CRAF carriers and the VISA carriers are more than capable of building teams to support this RFI.

5. When you have a certain amount of cargo to be shipped, do you have rates already established or is each shipment quoted differently?

With respect to our existing USC-06 Sea/Air Modification contract and CENTCOM TFLX support, the rates are established as a Not To Exceed rate. In addition, for our commercial customers, we establish preferred rates and discount programs based on volume and longevity of the business relationship.

6. Do you provide and stuff your own containers?

Yes, we utilize teaming agreements with VISA carriers to provide containers required for multi-modal operations. We currently stuff and unstuff containers for DLA's DDC at our warehouse in Al Maktoum International Airport. We are also prepared to do so in Jordan and Romania if required.

7. If using sea/air in the same movement, are the containers unstuffed and palletized before going on the aircraft?

Yes, unless the government or commercial entity elects to fly full container.

8. Is there one rate used for the entire movement or are each segments priced separately? If priced separately, please provide an example.

For both government and commercial entities, each segment is priced separately but the shipper receives a single bill.

9. Have you established a process for clearing customs duty free for US Government cargo (i.e. trans-load location and destination country)?

Yes, we do this currently in Dubai for the USC-06 Sea/Air contract for all countries in CENTCOM (Romania and Jordan as well).

10. What infrastructure is in place in Afghanistan to transport cargo to the outlying FOBs?

National has over 200 personnel, along with required materiel handling equipment (MHE) and the appropriate vehicles for door-to-door delivery in the CENTCOM AOR. We have personnel located at all major locations in AFG, to include on-site managers located at the FOB's. We currently deliver cargo to over 35 AFG destinations.

11. What ITV systems do you use to track cargo door-to-door for your non-Government customers?

We use a Savi-based ITV system which maintains the container or cargo TCN, then build sub-TCN's as required, burn RFID tags for each air pallet and track the cargo thru the system with EDI transactions sets, as well as utilize the USG RFID interrogators for delivery receipts.

12. What booking system/processes do you use for your non-Government customers? Please provide details.

For non Government customers, National has an organic software system called Freight Management System (FMS) which books and does track/trace on cargo. Our ACCUSHIP website allows customers to track movements as well.

- B. National accepts the invitation for the USTRANSCOM sponsored second industry day on 1 November 2011. Please reserve two seats to accommodate the National team.

- C. Point of contact for this action is Mr. (b)(6) at 703-539- (b)(6) or
(b)(6) @nationalaircargo.com or Mr. (b)(6) at 571-354 (b)(6)
(b)(6) @nationalaircargo.com.

USTRANSCOM
FOIA 12-07
INTERIM RESPONSE #4
RELEASED DOCUMENTS

Bien, Jolynn CIV USTRANSCOM CS

From: Rivera, Brian Mr CIV USA SDDC [brian.rivera@ (b)(6)
Sent: Wednesday, August 10, 2011 5:18 PM
To: Williams, Michael SES CIV USA SDDC (b)(6)
Cc: Holland, Melvin Mr CIV USA SDDC; Mr CIV US USA SDDC; Carrier, Kevin
J CAPT MIL US USN SDDC; Carter, Clay G Mr CIV USA SDDC; Ms CIV USA
SDDC (b)(6)
Subject: Multimodal Acquisition Strategy (UNCLASSIFIED)
Attachments: MM point paper.docx
Signed By: brian.rivera@ (b)(6)

Classification: UNCLASSIFIED

Caveats: ~~FOUO~~

Mr. Williams,

Per our discussion, attached is a point paper outlining SDDC's concerns about the MM follow-on contract, and recommendation for an SDDC position. Current USTRANSCOM acquisition strategy is to work a new and separate contract, to be executed using a 15-page or less SOO (Statement of Objectives) vice PWS. The SOO requirements will be more generally stated and less precise with the expectation that commercial industry will fill the gaps with their commercial best practice solutions.

Neither SDDC nor TCAQ have used the SOO acquisition method before. We believe the current multimodal capability is a success story. We also believe that we can achieve the same goals under USC-7 as we are pursuing under the SOO approach: (1) Increased competition amongst VISA and CRAF strategic partners and (2) Commercial best practice for movement of DOD cargo.

VR,

G. Brian Rivera III
Division Chief, Global Business Development
HQ SDDC, Strategic Business (G9)
618 220- (b)(6)

Classification: UNCLASSIFIED

Caveats: ~~FOUO~~

SUBJECT: Acquisition of multimodal (sea-air) transportation services

ISSUE: Multimodal is currently accomplished via a modification to USC-6. This limits competition to ocean carriers, when legally air carriers should also have opportunity to compete.

SDDC POSITION: Expand the scope of USC-7 to allow air carriers in addition to ocean carriers to compete for providing multimodal services.

Because competition will remain limited to VISA/CRAF partners, any new contract will mirror USC language, rates, and processes for the ocean leg. Absorbing multimodal into USC-7 is a more efficient acquisition strategy than pursuing a new contract.

DISCUSSION:

- Multimodal operations are currently running smoothly under USC-6. Ocean carriers are the prime Contractors, and have sub-contracting relationships with air carriers.
- Several air carriers have expressed interest in providing multimodal services as prime Contractors. However, results of market research indicate that the majority of interest still resides with ocean carriers.
- Because USC-7 is still in draft form, there is an opportunity to expand the scope of this contract to encompass multimodal. Any multimodal transportation lanes will be open to offers from both air and ocean carriers, thereby eliminating the current legal issue with competition under USC-6.
- USC is a commercial contract; therefore it already reflects commercial best practices and processes for the ocean transportation industry. It also captures lessons learned over years of government and industry partnership.
- A new and separate multimodal contract will still require compliance with existing ocean transportation systems and processes.
- "Per container" rates are the ocean industry standard, therefore multimodal ocean rates will continue to mirror USC ocean rates – leaving USTRANSCOM/SDDC with two identical yet separate sets of rates to negotiate, input and manage.
- SDDC will face increased costs for management of two separate contracts requiring two sets of bookings, two sets of performance metrics, etc., despite the fact that the two contracts will be very similar.
- Current SDDC customers (unit and sustainment) were initially wary of the multimodal concept, but are now comfortable with SDDC's proven ability to manage these moves. Moving to a new and separate contract could unnecessarily burden customers who are comfortable with the USC model, and result in lower cargo volumes offered via multimodal.

{ (b)(6) } AMSSD-OPF { (b)(6) } } AUG11

SUBJECT: Acquisition of multimodal (sea-air) transportation services

ISSUE: Multimodal is currently accomplished via a modification to USC-6. This limits competition to ocean carriers, when legally air carriers should also have opportunity to compete.

SDDC POSITION: Expand the scope of USC-7 to allow air carriers in addition to ocean carriers to compete for providing multimodal services.

Because competition will remain limited to VISA/CRAF partners, any new contract will mirror USC language, rates, and processes for the ocean leg. Absorbing multimodal into USC-7 is a more efficient acquisition strategy than pursuing a new contract.

DISCUSSION:

- Multimodal operations are currently running smoothly under USC-6. Ocean carriers are the prime Contractors, and have sub-contracting relationships with air carriers.
- Several air carriers have expressed interest in providing multimodal services as prime Contractors. However, results of market research indicate that the majority of interest still resides with ocean carriers.
- Because USC-7 is still in draft form, there is an opportunity to expand the scope of this contract to encompass multimodal. Any multimodal transportation lanes will be open to offers from both air and ocean carriers, thereby eliminating the current legal issue with competition under USC-6.
- USC is a commercial contract; therefore it already reflects commercial best practices and processes for the ocean transportation industry. It also captures lessons learned over years of government and industry partnership.
- A new and separate multimodal contract will still require compliance with existing ocean transportation systems and processes.
- "Per container" rates are the ocean industry standard, therefore multimodal ocean rates will continue to mirror USC ocean rates – leaving USTRANSCOM/SDDC with two identical yet separate sets of rates to negotiate, input and manage.
- SDDC will face increased costs for management of two separate contracts requiring two sets of bookings, two sets of performance metrics, etc., despite the fact that the two contracts will be very similar.
- Current SDDC customers (unit and sustainment) were initially wary of the multimodal concept, but are now comfortable with SDDC's proven ability to manage these moves. Moving to a new and separate contract could unnecessarily burden customers who are comfortable with the USC model, and result in lower cargo volumes offered via multimodal.

Bien, Jolynn CIV USTRANSCOM CS

From: Rivera, Brian Mr CIV USA SDDC [brian.rivera@[REDACTED]] (b)(6)
Sent: Wednesday, August 10, 2011 5:18 PM
To: Williams, Michael SES CIV USA SDDC (b)(6)
Cc: Holland, Melvin Mr CIV USA SDDC; [REDACTED] Mr CIV US USA SDDC; Carrier, Kevin J CAPT MIL US USN SDDC; Carter, Clay G Mr CIV USA SDDC; [REDACTED] Ms CIV USA SDDC (b)(6)
Subject: Multimodal Acquisition Strategy (UNCLASSIFIED)
Attachments: MM point paper.docx
Signed By: brian.rivera@[REDACTED] (b)(6)

Classification: UNCLASSIFIED

Caveats: ~~FOUO~~

Mr. Williams,

Per our discussion, attached is a point paper outlining SDDC's concerns about the MM follow-on contract, and recommendation for an SDDC position. Current USTRANSCOM acquisition strategy is to work a new and separate contract, to be executed using a 15-page or less SOO (Statement of Objectives) vice PWS. The SOO requirements will be more generally stated and less precise with the expectation that commercial industry will fill the gaps with their commercial best practice solutions.

Neither SDDC nor TCAQ have used the SOO acquisition method before. We believe the current multimodal capability is a success story. We also believe that we can achieve the same goals under USC-7 as we are pursuing under the SOO approach: (1) Increased competition amongst VISA and CRAF strategic partners and (2) Commercial best practice for movement of DOD cargo.

VR,

G. Brian Rivera III
Division Chief, Global Business Development
HQ SDDC, Strategic Business (G9)
618-220-[REDACTED] (b)(6)

Classification: UNCLASSIFIED

Caveats: ~~FOUO~~

USTRANSCOM
FOIA 12-07
INTERIM RESPONSE #3
RELEASED DOCUMENTS

Bien, Jolynn CIV USTRANSCOM CS

From: Heibel, Chris [cheibel@amslgroup.com]
Sent: Tuesday, July 05, 2011 11:11 AM
To: Hackstadt, Krissy CIV USTRANSCOM AQ; Tift, Emily CIV USTRANSCOM AQ
Cc: Ted Pendleton; Killoran, Kevin; Ebeling, Eric
Subject: Industry Day

Krissy,

American Roll On Roll Off Carrier (ARC) will have two representatives at the 13 July Industry Day:

Chris Heibel (ARC)

Ted Pendleton (National Air Cargo)

If possible, we would like to lock in a time slot for our 30 minute break out session.
Thanks in advance, Chris.

Chris Heibel

General Manager

Government Sales and Marketing

American Roll-On Roll-Off Carrier

An ASL Group Company

231 S. Bemiston, Suite 800

Saint Louis, MO 63105

Office (314) 854-1377

Mobile: (202) [REDACTED] (b)(6)

Email: cheibel@[REDACTED]

This email and any files transmitted with it are confidential and intended solely for the use of the individual or entity to whom they are addressed and may contain information which is confidential and exempt from disclosure under applicable law. If the reader of this message is not the intended recipient, you are hereby notified that any dissemination, distribution or copying of this email or its attached files is strictly prohibited. If you have received this email in error please notify administrator@amslgroup.com [<mailto:administrator@amslgroup.com>](mailto:administrator@amslgroup.com) immediately, and assure that this message and any attached files are removed completely from your system.

This email message has been swept for the presence of computer viruses.

PS
1-18-12

USTRANSCOM
FOIA 12-07
INTERIM RESPONSE #2
RELEASED DOCUMENTS

INDUSTRY DAY
SEA/AIR

1 An Industry Day was held on 13 July 2011 in the Rockwell Hall @ SAFB from 0800 to 0900 CST. Following the conference we held individual carrier meetings with each company that requested one from 0900 to 1530 CST. A list of the attendees to include Government and industry is at attachment 1.

2 Opening remarks were made by Tammy Thouvenot. At 0800 Pamela Hall, Contracting Officer conducted the briefing by going through the industry day slide show. A copy of the slide show is at attachment 2

3 The questions asked and statements made from the carriers after the slide show briefing are listed below

Question: Will there be a provision for a small business set aside?

Answer: Do not intend to set aside for small business.

Question: If the market can come up with something more efficient than the three main ports listed in the questions to industry, will this be considered?

Answer: Yes, the Government will take a look at alternative solutions.

Question: With regards to the Pakistan Air Space, how much risk is involved?

Answer: Without going into too much detail, there is risk involved.

Question: Is it the Government's intent to use a third party logistics provider to manage this requirement?

Answer: The Government is looking at all options at this point; however, the intent is for VISA and CRAF carriers to be the prime contractor.

Statement: There are already pricing rates set in USC, so it doesn't make sense to bid the same rates on a new contract as we would be bidding against ourselves. The prime contractor should be a VISA carrier.

Question: What is the reason for the urgent and compelling argument?

Answer: The Government was able to justify the urgent and compelling argument under the USC contract. However, the J&A was limited to one year and will expire. This gives the Government time to set up this new contract.

4 Briefing ended at 0840 CST. At 0900 CST the individual carrier meetings began at Rockwell Hall. The below companies requested a one-on-one meeting with the Government. All carriers were provided a list of questions to be addressed during their individuals one-on-one meeting provided at attachment 3. Below is a synopsis of each of those meetings.

DHL/ Naniq (0900-0920) Peter Demarst & Wanda Bisbal (DHL), Raymond Donohue (Naniq)

Dubai is their largest operation, operate out of Dubai International

-robust land/air sea trucking

-doing retrograde out of Jordan working directly with marines

-line haul operations out of Jordan

support commercial and military customers

-use required documents for customs and clearance

servicing 80% of the locations in Afghanistan

-fly aircraft into main requirement for 100% host nation trucking

- any local events or when the Taliban strike could impact line haul operations
- feed GTN 214 feed for ITV
- bill through powertrack

ARC/NAC (0920 - 0940) Chris Heibel (ARC), Ted Pendleton (NAC)

- use Middle East service
- retrograde operations out of Dubai
- robust operation in Jordan
- provide track all EDI transactions
- prepared to do container stuffing/unstuffing for multiple destinations
- associate TCN for each pallet back to parent TCN
- also asked if we are talking to DLA on this and we answered that we are
- asked why we are not keeping this under USC and we stated that USC is an ocean contract and this is a multi-modal concept
- have seen no breakbulk

Liberty Global (0940 - 1000) – Mike Chapell & Bob Wellner

- VISA carrier
- currently providing multi-modal service
- looking to partner with UPS
- have an ITV process in place developed their own
- since they are a breakbulk carrier, we asked if they would foresee any problems moving sustainment cargo
- they do not have their own containers, but can stuff/unstuff a gov box
- have good establishment in Dubai
- have agencies/offices in Jordan
- do door-to-door moves thru Aquaba
- no support for Karachi as of right now

APL (1000 - 1020) Lars Magnusson

- partner with Skylink
- do 5-7 flights per week in support of multi-modal
- Skylink has a presence in Kandahar and has trucks to send to FOBs
- both companies have security process in place
- stated that Skylink is a CRAF carrier, however, we confirmed that Kalitta has a teaming arrangement with Skylink and is actually the CRAF carrier
- Skylink works out of Jordan and has an establishment in Romania
- asked if Turkey was a possibility and we stated that it provides complications
- asked if partners are exclusive and we stated we intend to let them partner with other CRAF carriers
- foresee no issues with linehaul in Afghanistan, have 1,200-1,400 trucks on the road
- have ITV process in place which ties TCN to containers thru EDI-315s or manual ITV reports

Washington Maritime/Central Gulf Lines – (1020 - 1040) - Warren Hayden

- Central Gulf Lines VISA
- have not participated in multi-modal
- experience in Jordan
- no operations set up to palletize cargo
- familiar with ITV and EDI
- no vessels are going into Romania, only Dubai and Jordan
- breakbulk carrier, but have the capability to move containers
- have done sea air with the military

Hapag-Lloyd/CBT (1100 - 1120) – Jared Henry & Charles Weymouth

- VISA
- CBT moves all routes in Afghanistan and has existence in Dubai and Jordan
- Hapag-Lloyd has service to Jordan, Dubai, and Romania
- do all customs and ITV
- mostly sustainment cargo
- shipper does stuffing

Continental Airlines/UTI Worldwide – (1120 - 1140) – Beverly Lee (Continental) & Blaine Kurtz (UTI)

- UTI is designated CRAF agent for Continental
- 3 facilities, large cargo operations, and large logistics facility in Dubai
- operations at Aqaba airport and Aqaba, utilize other facilities in Jordan with agreements
- doing work for the U.S. army and supports the Navy at various ports in Romania
- have done customs in Europe, Middle East, and Asia
- have done multi-modal, partner with U.S. flag carrier for sea part
- have talked to MAERSK and APL to partner with
- would like to come in as prime for this effort
- 7 facilities with services and personnel in Afghanistan
- supports the DoD and other agencies doing linehaul in Afghanistan, subcontract trucking part out
- feed GTN thru EDI transactions and have web-based system to plug in with TCN or tracking #
- Sincoda is a commercial method for invoicing/payment
- suggest doing air piece as a per pallet rate, rather than a per pound rate

MAERSK (1140 - 1200) Greg Dunnuck

- have operations set up in Dubai and Jordan
- soon to be set up in Romania
- customs shouldn't be an issue
- currently does multi-modal with commercial partners
- no issues perceived with linehaul in Afghanistan
- intend to come in as prime and partner with a CRAF carrier for air piece

Evergreen (1300 - 1320) – Courtney Bowman & Glen Burlingame

- CRAF carrier
- have facilities in Dubai to work theater express
- no ports set up in Jordan or Romania, but it is possible
- currently does multi-modal for ground and air transport
- intend to come in as prime and partner for sea piece
- safety and security issues with linehaul movement
- provide EDI feeds
- familiar with powertrack, their commercial customers have processes that used a weight-based rate
- plan to use a freight forwarder for the sea portion

M2 Transport (1320 - 1340) – Scott Beal

- air freight forwarder
- want to work with VISA/CRAF carriers
- partnering with Delta
- have people in Bagram and Kabul
- talked to Hapag-Lloyd for a partner

Intercon Logistics/Starlight Airlines – (1340 - 1400) – Nancy Childers (Starlight)

- Intercon did not have a representative present
- Starlight is a Dubai company, has office at Dubai International Airport
- have offices in Romania, Jordan, and Afghanistan
- Starlight Maritime for ocean portion – sister company
- 120 employees in Dubai

Kuehne & Nagel (1400 - 1420) Fred Patterson & Juergen Habner

- freight forwarder
- have presence in 106 countries
- agent for U.S. Airways (CRAF carrier)
- participate in WWX program
- primary carrier for United Nations in Afghanistan
- use sea air in commercial business
- offices in Dubai, Jordan, and Romania
- have customs process established
- no issues with linehaul in Afghanistan
- 214 feeds into GTN
- look to team with MAERSK or Hapag-Lloyd

JCI Logistics (1420 - 1440) - Paul Curry

- International freight forwarder
- hire air carrier and sea carrier to do each respective part
- no assets in Dubai, Jordan, or Romania, but use agency networks

GAC/CAGP (1440 - 1500) – Mike Veters & Kevin McCarthy

- CADG - worldwide shipping logistics with warehouses throughout the world
- GAC- reconstruction
- presence in over 30 areas in Afghanistan
- fly fixed wing and have rotary wing assets
- have warehouse facility in Dubai
- no offices in Romania
- currently do multi-modal operations
- have their own truck fleet for linehaul in Afghanistan

Toll Global Forwarding (1500 - 1520) – Karen Sedor

- utilize Dubai
- owned by Toll Group in Australia

MEBS (1520 - 1540) Michael Sigler

- logistics provider
- door-to-door service
- partner for trucking portion
- have presence in Pakistan, Kabul, and Kuwait
- move 30-50 tons per week under the MRAP program

This concluded our industry day and individual carrier meetings. Carriers were asked to provide answers to the questions via email. The meeting was very beneficial to all who attended and gave a better understanding of what our requirements are for this solicitation.

3 Attachments
As Stated

EMILY TIFT
Contract Specialist

SIGN IN SHEET
13 July 2011
Sea/Air

American Roll on Roll Off Carrier (ARC) & NAC

Attendee Name: Chris Heibel

Attendee Name: Ted Pendleton

Liberty Global Logistics

Attendee Name: Mike Chapell

Attendee Name: Bob Wellner

APL Limited

Attendee Name: Lars Magnusson

Washington Maritime Shipping Corporation/Central Gulf Lines, Inc.

Attendee Name: Warren Hayden

Hapag-Lloyd USA, LLC

Attendee Name: Charles Weymouth

Attendee Name: Jared Henry

CBT USA Logistics Inc.

Attendee Name: Neal Freedman

Attendee Name: Mike Kelleher

Continental Airlines/Uti Worldwide

Attendee Name: Blaine Kurtz

Attendee Name: Beverly Lee

Maersk Line, Limited

Attendee Name: Greg Dunnuck

Evergreen International

Attendee Name: Courtney Bowman

Attendee Name: Glen Burlingame

M2 Transport

Attendee Name: Scott Beal

Intercon Logistics

Attendee Name: Nancy Childers

Kuehne + Nagel, Inc.

Attendee Name: Fred Patterson

Attendee Name: Juergen Habner

Flight Test Aviation, Inc.

Attendee Name: Clive Dawkins

JCI Logistics

Attendee Name: Paul Curry

GAC/CADG

Attendee Name: Mike Vettters

Attendee Name: Kevin McCarthy

Naniq Global Logistics

Attendee Name: Ray Donohue

DHL Global Forwarding

Attendee Name: Wanda Bisbel

Attendee Name: Pete Demarest

Toll Global Forwarding

Attendee Name: Karen Sedor

MEBS Global Reach

Attendee Name: Michael Sigler

Government

Krissy Hackstadt	TCAQ-R
Emily Tift	TCAQ-R
Pamela Hall	TCAQ-R
Sammy Thouvernot	TCAQ-R
Michelle Mendez	TCAQ-R
Julia Shenk	SDDC G3
Leslie Strand	TCAQ-P
Lt Col Mann	J3
Brian Rivera	SDDC G9
Jackie Stepka	TCAQ-S
Rich Gates	TCJA
Peter Ries	TCJA
LTC Karen S Conly	SDDC G3
LTC Greg Younger	SDDC G3
Lynda Ciaruffoli	TCAQ-CI
Sara Marrier	USTC
Kevin Goron	USTC
Michael Pardue	TCAQ-C
Chuck Burton	TCAQ-I

QUESTIONS FOR INDUSTRY BREAKOUT SESSIONS

1. Describe the facilities you have in place at the following locations:
 - a. Dubai – Port Jabel Ali and Al Moktoun Airport
 - b. Jordan – Port of Aqaba and Aqaba Airport (aka King Hussein International Airport)
 - c. Romania-Mihail Kogalniceanu (MK)Airport, the Northern European ports of Bremerhaven, Antwerp and Rotterdam and/or the Port of Constanta
2. Have you established a process for clearing customs duty free for US Government cargo (i.e. trans-load location and destination country)?
3. Do you currently accomplish multi-modal transportation services? If yes, please provide details.
4. What infrastructure is in place in Afghanistan to transport cargo to the outlying FOBs?
5. What issues do you perceive with performing Line Haul in Afghanistan?
6. Describe your ITV process.
7. If available, please describe a commercial alternative for invoicing/payment for multi-modal transportation.

USTRANSCOM
FOIA 12-07
INTERIM RESPONSE #1
RELEASED DOCUMENTS

Bien, Jolynn CIV USTRANSCOM CS

From: Schneider, Krissy CIV USTRANSCOM AQ [Krissy.Schneider@ustranscom.mil]
Sent: Wednesday, October 19, 2011 12:06 PM
To: clindsey@southernair.com; gtreiz@ups.com; sharfst@usa3000.com;
taniguchi@hawaiianair.com; kthomas@lac.lynden.com; hzimmerman@miamiair.com;
glenn.nordling@suncountry.com; george.e.coyle@aa.com; joe.hrezo@astaraircargo.us;
beverly.lee@coair.com; tpendleton@nationalaircargo.com; Dstiehm@northamericanair.com;
glen.burlingame@evergreenairlines.com; Bill.Byrne@united.com; lwilson@glah.com;
michael.holt@airtransport.cc; ken.johnson@aawholdings.com; alan.hutson@delta.com;
TFrank@OAI.aero; enisson@nac.aero; susan.mckenzie@alaskaair.com;
psanderlin@kalittaair.com; seanralson@flyryan.com; dstemen@skylease.aero;
dkemery@amcsusa.com; dee.rush@usairways.com; dllange@fedex.com;
Catherine.rettich@abxair.com; tom.amato@jetblue.com; kjknott@fedex.com
Cc: Tift, Emily CIV USTRANSCOM AQ; Hall, Pamela CIV USTRANSCOM AQ
Subject: RE: Sea/Air Multi-Modal
Attachments: RFI 18 Oct 11.docx
Signed By: kristina.schneider@us.af.mil

All

The attached RFI was posted to FBO today. Please respond by 26 Oct 11.

Thanks!

Krissy Schneider
Contracting Officer
USTRANSCOM/TCAQ-R
Directorate of Acquisition
618.220.7063
DSN 312.770.7063

Acquisition: Proficient, Professional, and Proud!

--Original Message-----

From: Hall, Pamela CIV USTRANSCOM AQ
Sent: Tuesday, July 26, 2011 4:25 PM
To: 'clindsey@southernair.com'; 'gtreiz@ups.com'; 'sharfst@usa3000.com';
'taniguchi@hawaiianair.com'; 'kthomas@lac.lynden.com';
'hzimmerman@miamiair.com'; 'glenn.nordling@suncountry.com';
'george.e.coyle@aa.com'; 'joe.hrezo@astaraircargo.us';
'beverly.lee@coair.com'; 'tpendleton@nationalaircargo.com';
'Dstiehm@northamericanair.com'; 'glen.burlingame@evergreenairlines.com';
'Bill.Byrne@united.com'; 'lwilson@glah.com'; 'michael.holt@airtransport.cc';
'ken.johnson@aawholdings.com'; 'alan.hutson@delta.com'; 'TFrank@OAI.aero';
'enisson@nac.aero'; 'susan.mckenzie@alaskaair.com';
'psanderlin@kalittaair.com'; 'seanralson@flyryan.com';
'dstemen@skylease.aero'; 'dkemery@amcsusa.com'; 'dee.rush@usairways.com';
'dllange@fedex.com'; 'Catherine.rettich@abxair.com'; 'tom.amato@jetblue.com'
Cc: Thouvenot, Tammy CIV USTRANSCOM AQ; Hackstadt, Krissy CIV USTRANSCOM AQ;
Tift, Emily CIV USTRANSCOM AQ; Hall, Pamela CIV USTRANSCOM AQ
Subject: Sea/Air Multi-Modal

USTRANSCOM held an Industry Day on 15 Jul 11 to discuss the Sea/Air Multi-Modal concept. A copy of the briefing slides are attached. The requirement is for the movement of cargo via multiple modes to include

airlift, sealift, line haul and potentially rail to/from multiple locations globally. Currently the air portion of the requirement operates out of Dubai to 35 locations within Afghanistan.

As background information, this requirement was incorporated into the USC-6 contract as an interim solution until a long term contract can be awarded. VISA carriers currently serve as the prime contractor and are contractually required to subcontract the airlift portion to CRAF carriers, unless a CRAF carrier is unavailable or otherwise restricted.

We are beginning the Market Research stage of this follow-on acquisition. A formal RFI will be posted to FBO.gov and your feedback is appreciated. However, as a general initial question, we want to determine the interest of the CRAF carriers. All information provided will be kept close-hold within the Government and will not be shared with Industry.

Request you use the voting buttons to advise of your interest. Any additional feedback you'd like to provide at this time is also appreciated.

All future notifications regarding this acquisition will be posted to FBO.gov under NAICS Code 481112 & 483111.

Thanks in advance for your assistance. Please contact me if you have any questions.

Sincerely,
Pamela Hall
Contracting Officer
USTRANSCOM/TCAQ
Acquisition - Proficient, Professional, & Proud!
(618) 220-7066, DSN 312-770-7066
Fax (618) 220-7918
E-Mail: Pamela.Hall@ustranscom.mil
SIPR: Pamela.Hall@ustranscom.smil.mil

This Request for Information (RFI) is pursuing the acquisition of transportation services to move cargo via multiple modes to include airlift, sealift, and line haul to/from multiple locations globally.

USTRANSCOM/TCAQ-R is seeking sources that may be able to provide all modes of transportation, personnel, equipment, tools, material, maintenance, supervision, ground transportation, unloading and loading capability for breakbulk, rolling stock, and containers to transport DoD cargo globally to/from locations globally. The contractor will be required to coordinate all activities with the host nation to ensure duty-free customs clearance, transit and landing rights.

Transportation by sea shall be conducted by DOD-Approved Voluntary Intermodal Sealift Agreement carriers. Air transportation shall use U.S. Flag DOD-Approved CRAF carriers, when available, to meet the requirement.

All interested parties should respond with answers to the below questions:

1. Is your company a DOD-Approved VISA carrier or a U.S. Flag DOD-Approved CRAF carrier?
2. Do you intend to subcontract to a VISA/CRAF carrier?
3. Does your company utilize multi-modal movements to get cargo overseas? If yes, please provide details.
4. Do you utilize a 3PL?
5. When you have a certain amount of cargo to be shipped, do you have rates already established or is each shipment quoted differently?
6. Do you provide and stuff your own containers?
7. If using sea/air in the same movement, are the containers unstuffed and palletized before going on the aircraft?
8. Is there one rate used for the entire movement or are each segments priced separately? If priced separately, please provide an example.
9. Have you established a process for clearing customs duty free for US Government cargo (i.e. trans-load location and destination country)?
10. What infrastructure is in place in Afghanistan to transport cargo to the outlying FOBs?
11. What ITV systems do you use to track cargo door-to-door for your non-Government customers?

12. What booking system/processes do you use for your non-Government customers? Please provide details.

At this time, USTRANSCOM is NOT looking for proposals. NO SOLICITATION EXISTS AT THIS TIME. This RFI does not constitute an Invitation for Bids, Request for Proposals, nor a Request for Quotations, and is not to be construed as a commitment by the Government to issue an order or otherwise pay for the information solicited.

Responses to this RFI are due 26 October 11, 1200hrs (CST). Electronic copies can be submitted to Krissy.schneider@ustranscom.mil and Emily.tift@ustranscom.mil. If you submit proprietary data, please mark it clearly with the appropriate markings. Further action on this anticipated requirement will be determined following review of the responses to this RFI.

All correspondence regarding this RFI should be addressed to Krissy Schneider, Contract Specialist, USTRANSCOM/TCAQ-R, email krissy.schneider@ustranscom.mil and Emily Tift, Contract Specialist, USTRANSCOM/TCAQ-R, email emily.tift@ustranscom.mil.

Bien, Jolynn CIV USTRANSCOM CS

From: Hall, Pamela CIV USTRANSCOM AQ [Pamela.Hall@ustranscom.mil]
Sent: Tuesday, July 26, 2011 4:25 PM
To: clindsey@southernair.com; gtreitz@ups.com; sharfst@usa3000.com;
taniguchi@hawaiianair.com; kthomas@lac.lynden.com; hzimmerman@miamiair.com;
glenn.nordling@suncountry.com; george.e.coyle@aa.com; joe.hrezo@astaraircargo.us;
beverly.lee@coair.com; tpendleton@nationalaircargo.com; Dstiehm@northamericanair.com;
glen.burlingame@evergreenairlines.com; Bill.Byrne@united.com; lwilson@glah.com;
michael.holt@airtransport.cc; ken.johnson@aawholdings.com; alan.hutson@delta.com;
TFrank@OAI.aero; enisson@nac.aero; susan.mckenzie@alaskaair.com;
psanderlin@kalittaair.com; seanralson@flyryan.com; dstemen@skylease.aero;
dkemery@amcsusa.com; dee.rush@usairways.com; dllange@fedex.com;
Catherine.rettich@abxair.com; tom.amato@jetblue.com
Cc: Thouvenot, Tammy CIV USTRANSCOM AQ; Hackstadt, Krissy CIV USTRANSCOM AQ; Tift,
Emily CIV USTRANSCOM AQ; Hall, Pamela CIV USTRANSCOM AQ
Subject: Sea/Air Multi-Modal
Attachments: Industry Day Briefing.pptx

AI Maktoum Operations

- 40,000 Sq Ft of Warehouse Capacity

- 600,000 Sq Ft of Secure Cargo Storage Area



Air Concept of Operations

AFGHANISTAN DISTRIBUTION



Al Maktoum Operations

- 40,000 Sq Ft of Warehouse Capacity

- 600,000 Sq Ft of Secure Cargo Storage Area



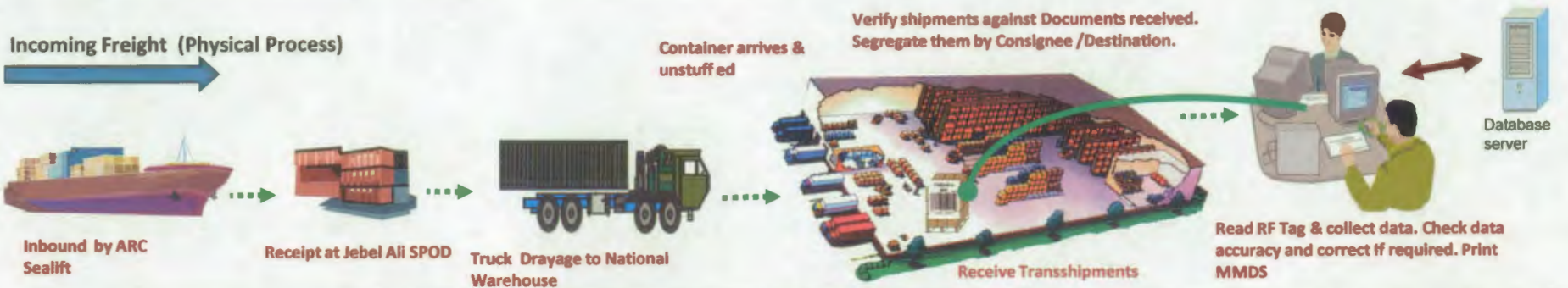
Air Concept of Operations

AFGHANISTAN DISTRIBUTION

From Al Maktoum International Airport to Afghanistan

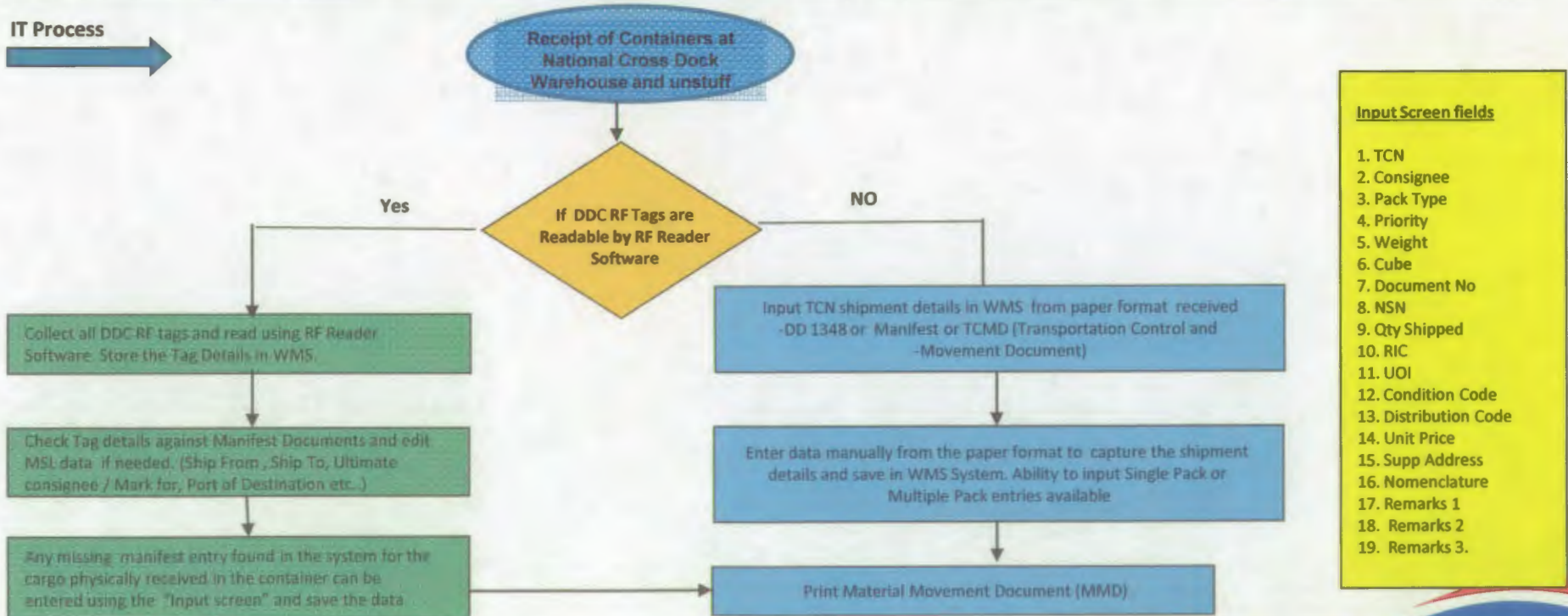


Proposed Cross Docking Process – Inbound from ARC



IT Solution: Our WMS will capture incoming freight details and facilitate cross docking. It will allow for further breakdown of container shipments in to 463L Pallet configuration without losing the original TCN data. The system will facilitate reading of RF Tags to obtain the manifest details and generate material movement documents (MMD).

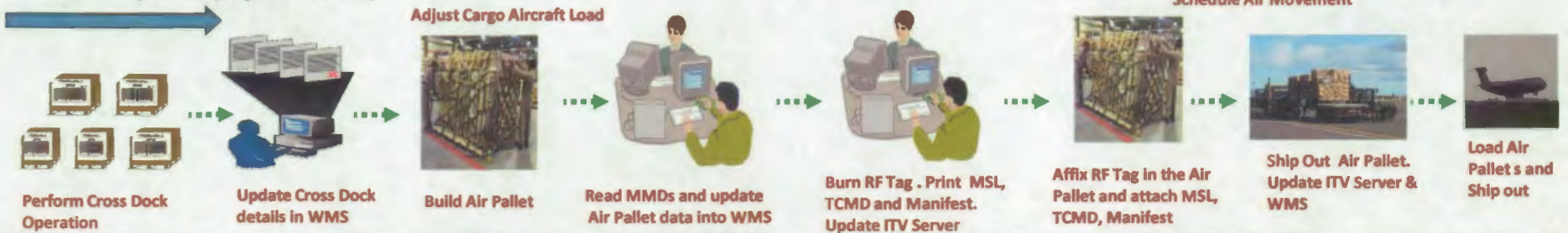
IT Process



DDC – Defense Distribution Center
 BCR – Bar Code Reader
 MSL – Military Shipping Label
 MMD – Material Movement Document
 TCMD – Transportation Control and Movement Document

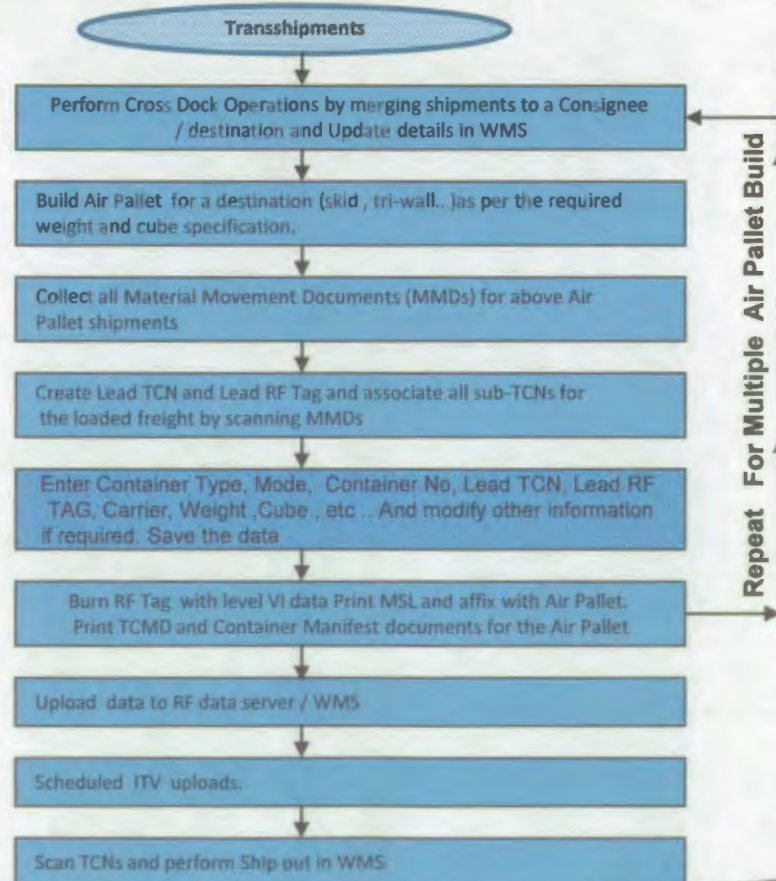
Proposed Cross Docking Process – Outbound by National Airlift

Outbound Shipments (Physical Process)



IT Solution : Our WMS process allows to perform cross docking of shipments received from various destination and also facilitates burning of RF Tags for the Air Pallet. This will be done by scanning the Material Movement Documents associated with the respective shipments. One RF Tag per pallet will be burned and this represents the Lead RF Tag for that Air Pallet. WMS will also facilitates printing of MSL, DD1348, TCMD and container manifest s to be sent along with the shipments. Once the RF Tag is burned, WMS send s the final shipment details to ITV Server. "Ship Out" will be performed in WMS to flag all dispatched Air Pallets .

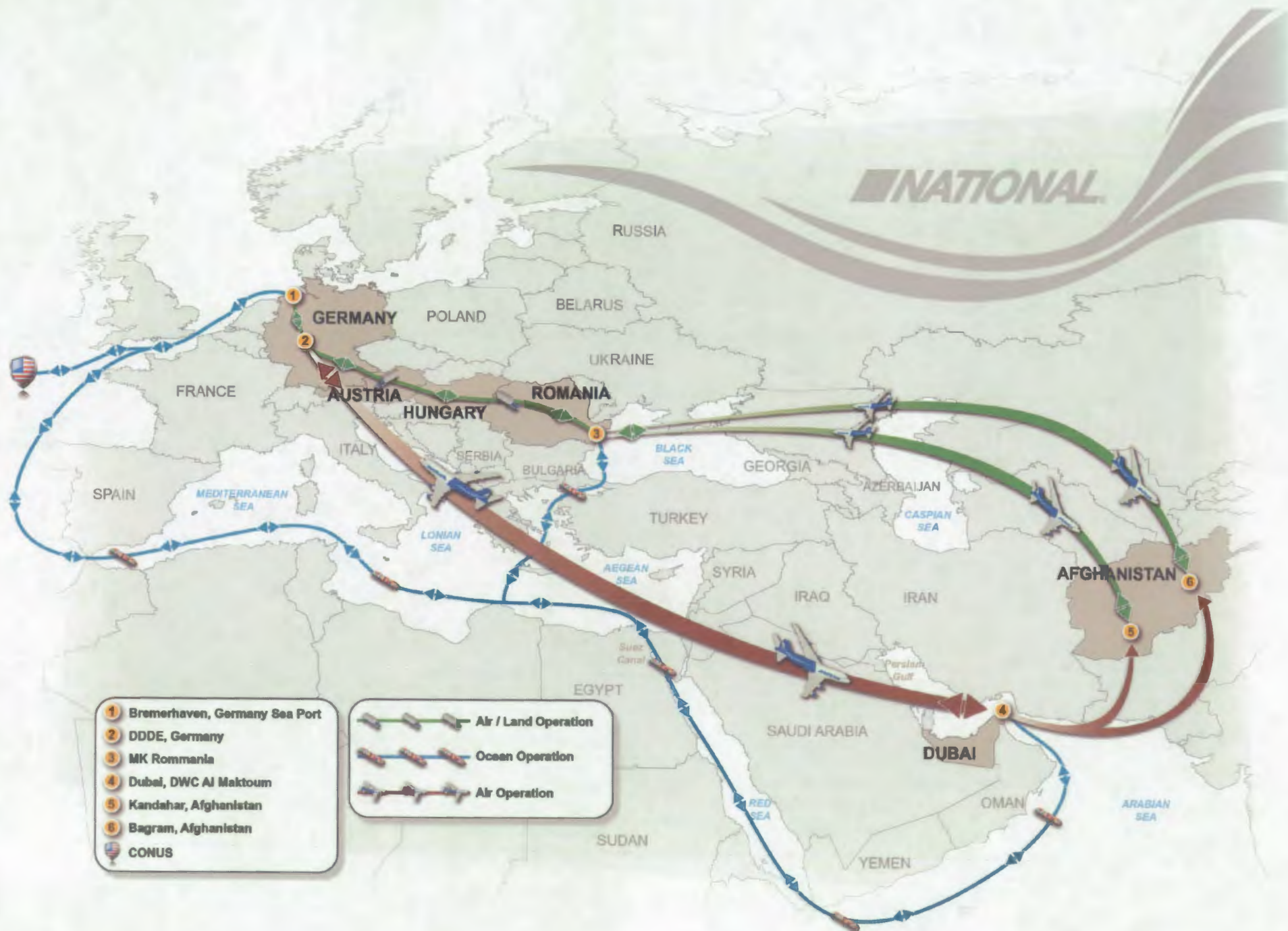
IT Process



Input screen fields

1. Container type 20 / 40 ft
2. Mode of Transportation
3. Lead TCN
4. Carrier
5. Project Code
6. TAC
7. Priority
8. POE
9. POD
10. Type Pack
- 11..Ship From (display address)
12. UN Class
13. UN or NA Number
14. Compatibility
15. Ship To (display address)
16. Van length
17. Content Weight
18. Content Cube
19. Total Pieces
20. Lead RF Tag #
21. Remarks 1
22. Remarks 2
23. Remarks 3

NATIONAL



Direct-to-FOB delivery



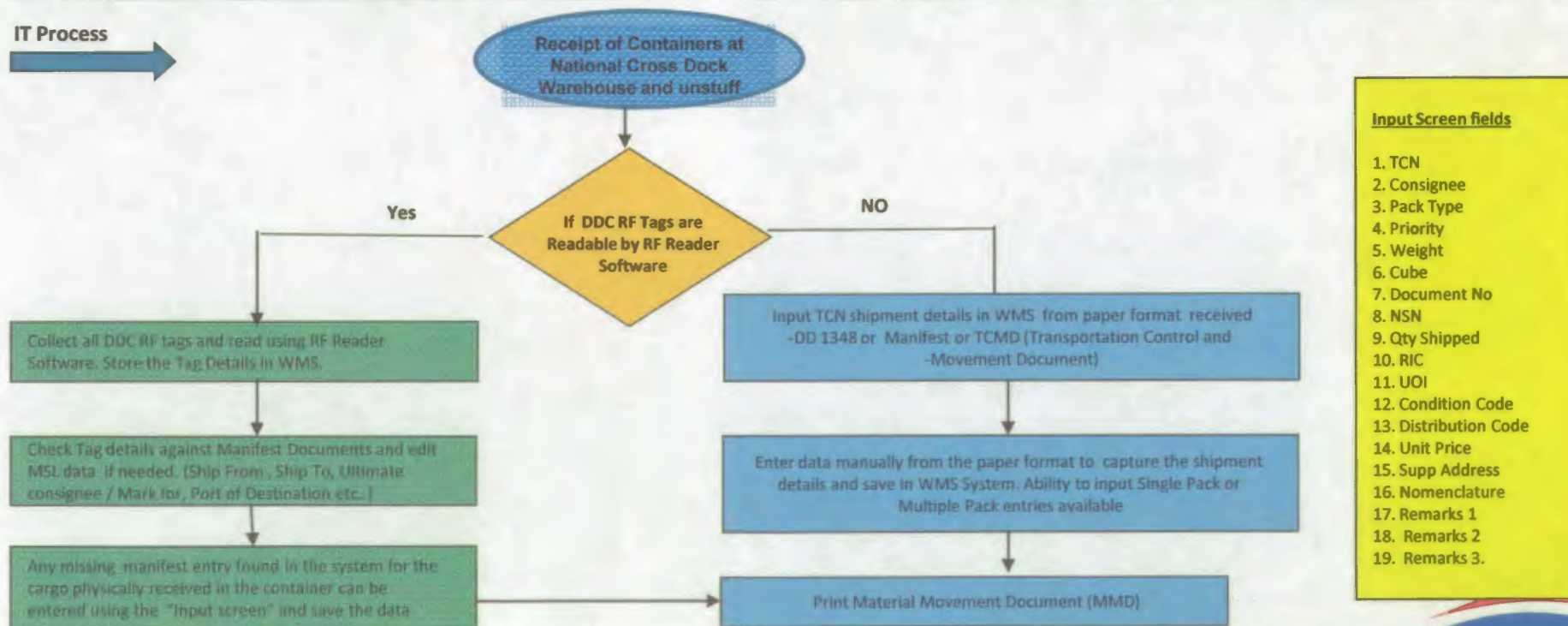
Proposed Cross Docking Process – Inbound from ARC

Incoming Freight (Physical Process)



IT Solution: Our WMS will capture incoming freight details and facilitate cross docking. It will allow for further breakdown of container shipments in to 463L Pallet configuration without losing the original TCN data. The system will facilitate reading of RF Tags to obtain the manifest details and generate material movement documents (MMD).

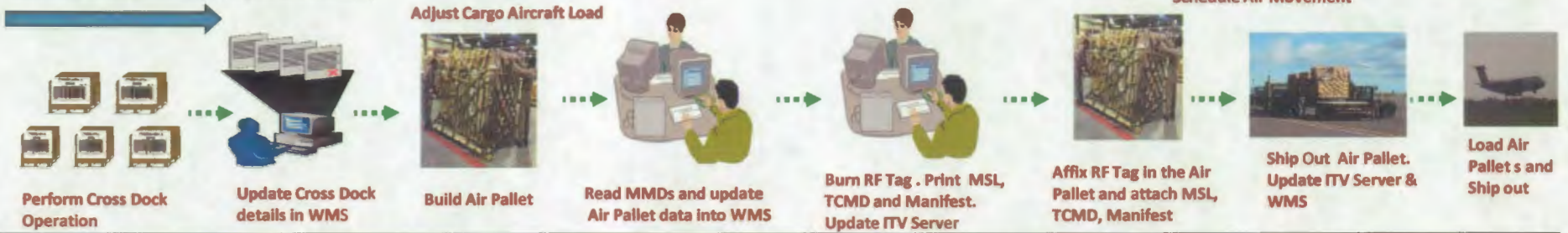
IT Process



DDC – Defense Distribution Center
 BCR – Bar Code Reader
 MSL – Military Shipping Label
 MMD – Material Movement Document
 TCMD – Transportation Control and Movement Document

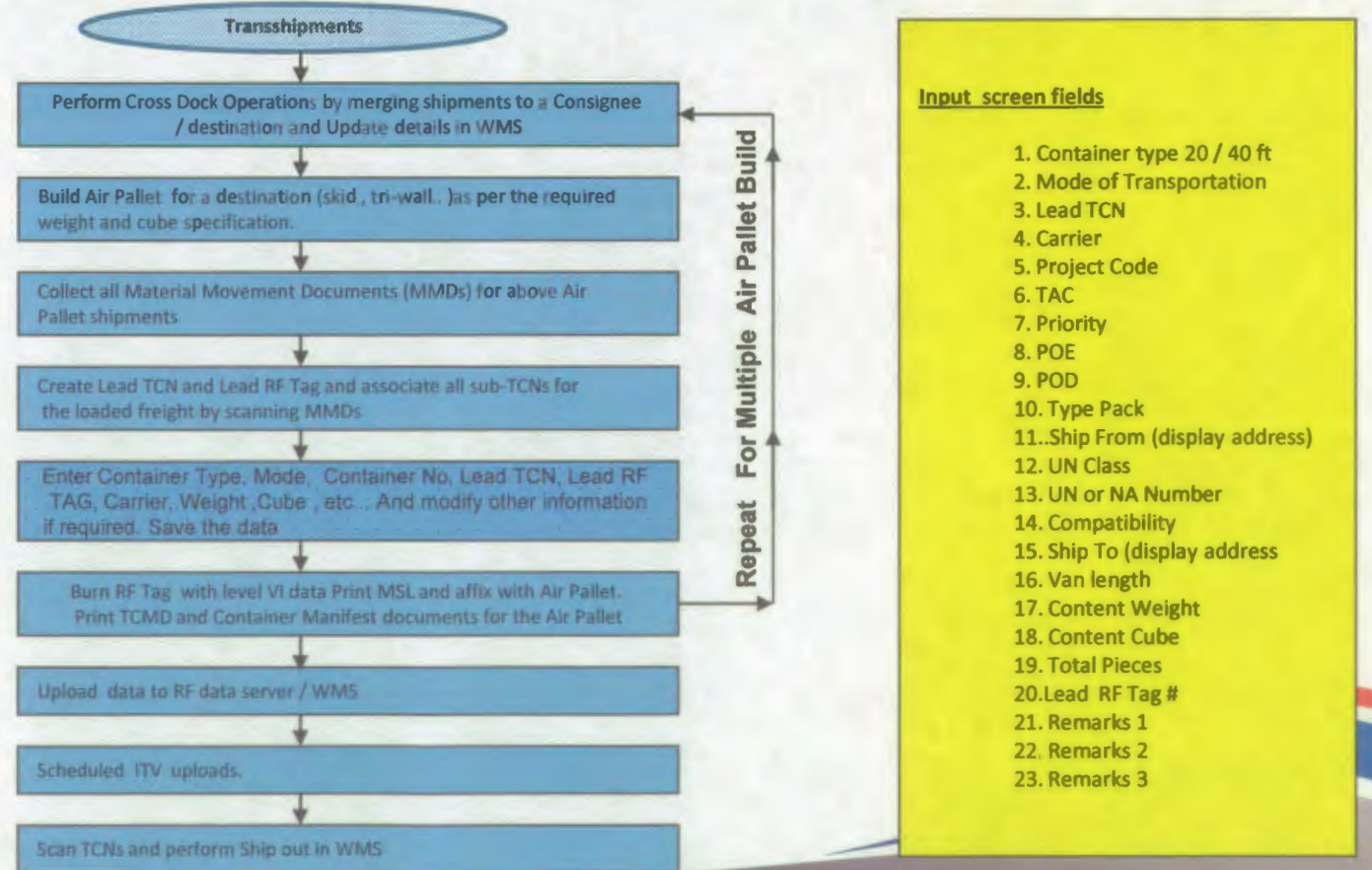
Proposed Cross Docking Process – Outbound by National Airlift

Outbound Shipments (Physical Process)



IT Solution : Our WMS process allows to perform cross docking of shipments received from various destination and also facilitates burning of RF Tags for the Air Pallet. This will be done by scanning the Material Movement Documents associated with the respective shipments. One RF Tag per pallet will be burned and this represents the Lead RF Tag for that Air Pallet. WMS will also facilitates printing of MSL, DD1348, TCMD and container manifest s to be sent along with the shipments. Once the RF Tag is burned, WMS send s the final shipment details to ITV Server. "Ship Out" will be performed in WMS to flag all dispatched Air Pallets .

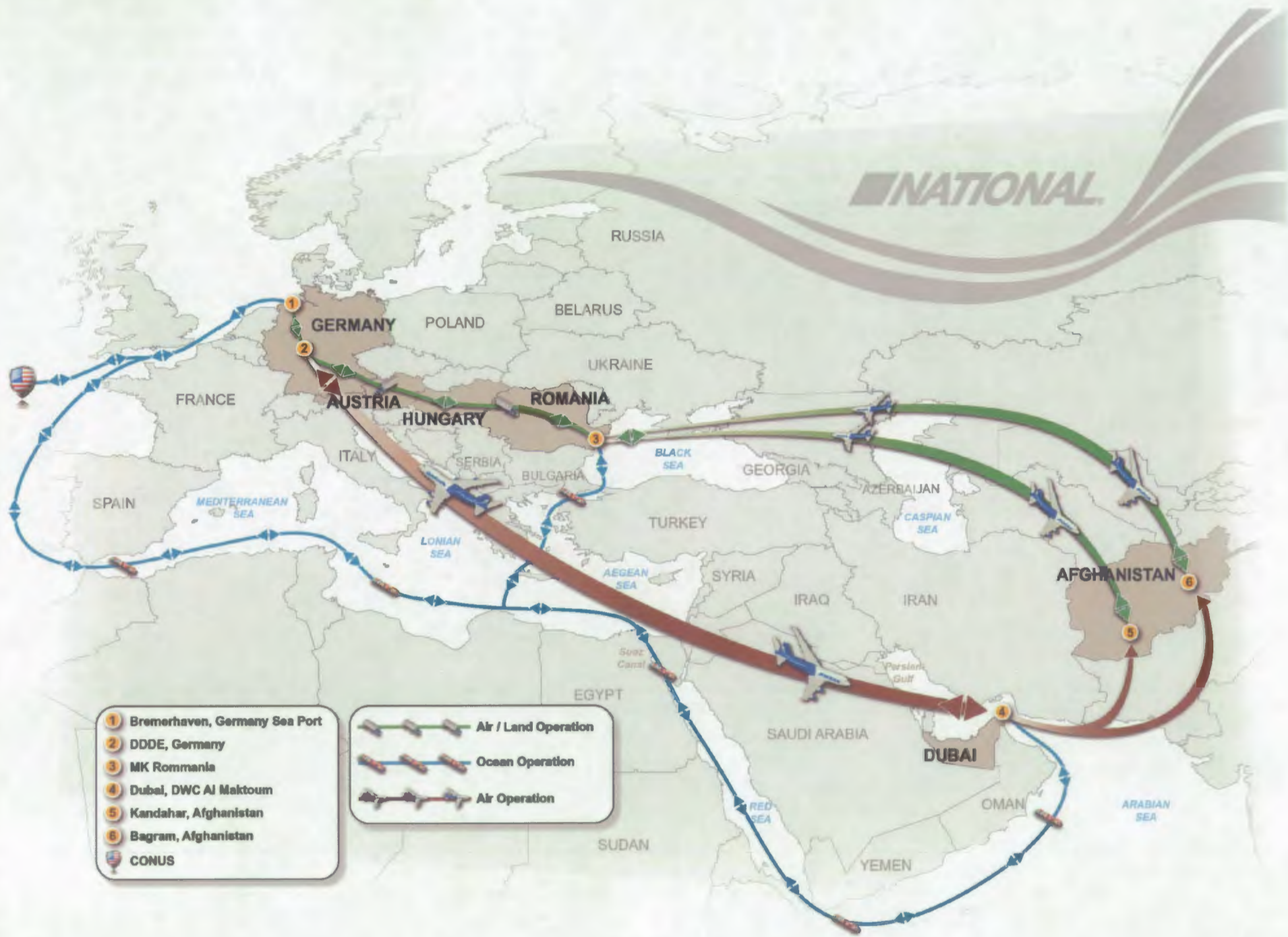
IT Process



Input screen fields

1. Container type 20 / 40 ft
2. Mode of Transportation
3. Lead TCN
4. Carrier
5. Project Code
6. TAC
7. Priority
8. POE
9. POD
10. Type Pack
- 11..Ship From (display address)
12. UN Class
13. UN or NA Number
14. Compatibility
15. Ship To (display address)
16. Van length
17. Content Weight
18. Content Cube
19. Total Pieces
20. Lead RF Tag #
21. Remarks 1
22. Remarks 2
23. Remarks 3

NATIONAL



Direct-to-FOB delivery



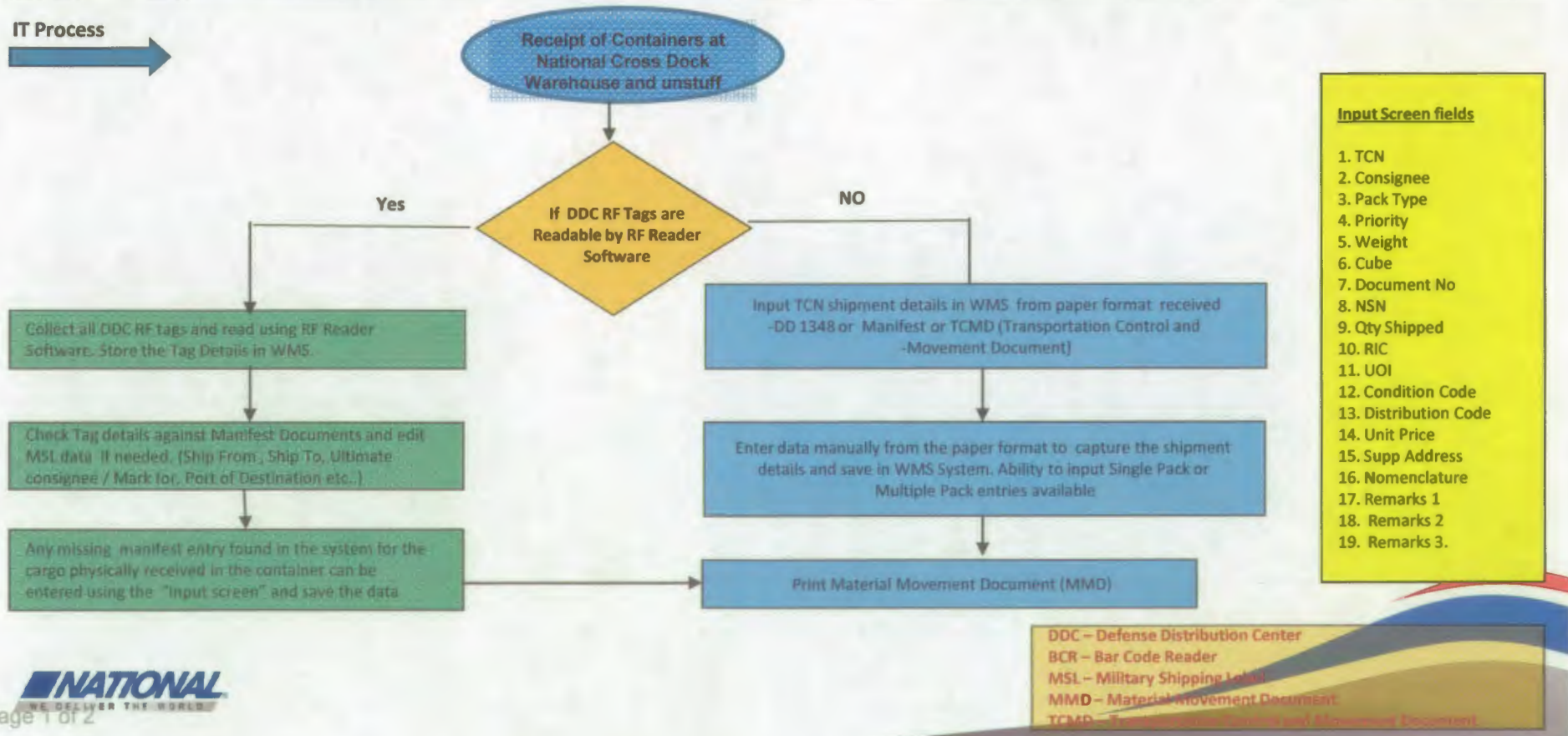
Proposed Cross Docking Process – Inbound from ARC

Incoming Freight (Physical Process)



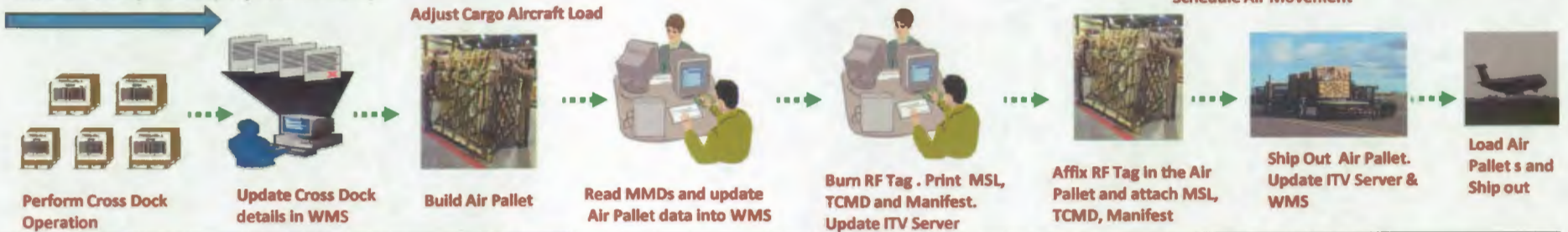
IT Solution: Our WMS will capture incoming freight details and facilitate cross docking. It will allow for further breakdown of container shipments in to 463L Pallet configuration without losing the original TCN data. The system will facilitate reading of RF Tags to obtain the manifest details and generate material movement documents (MMD).

IT Process



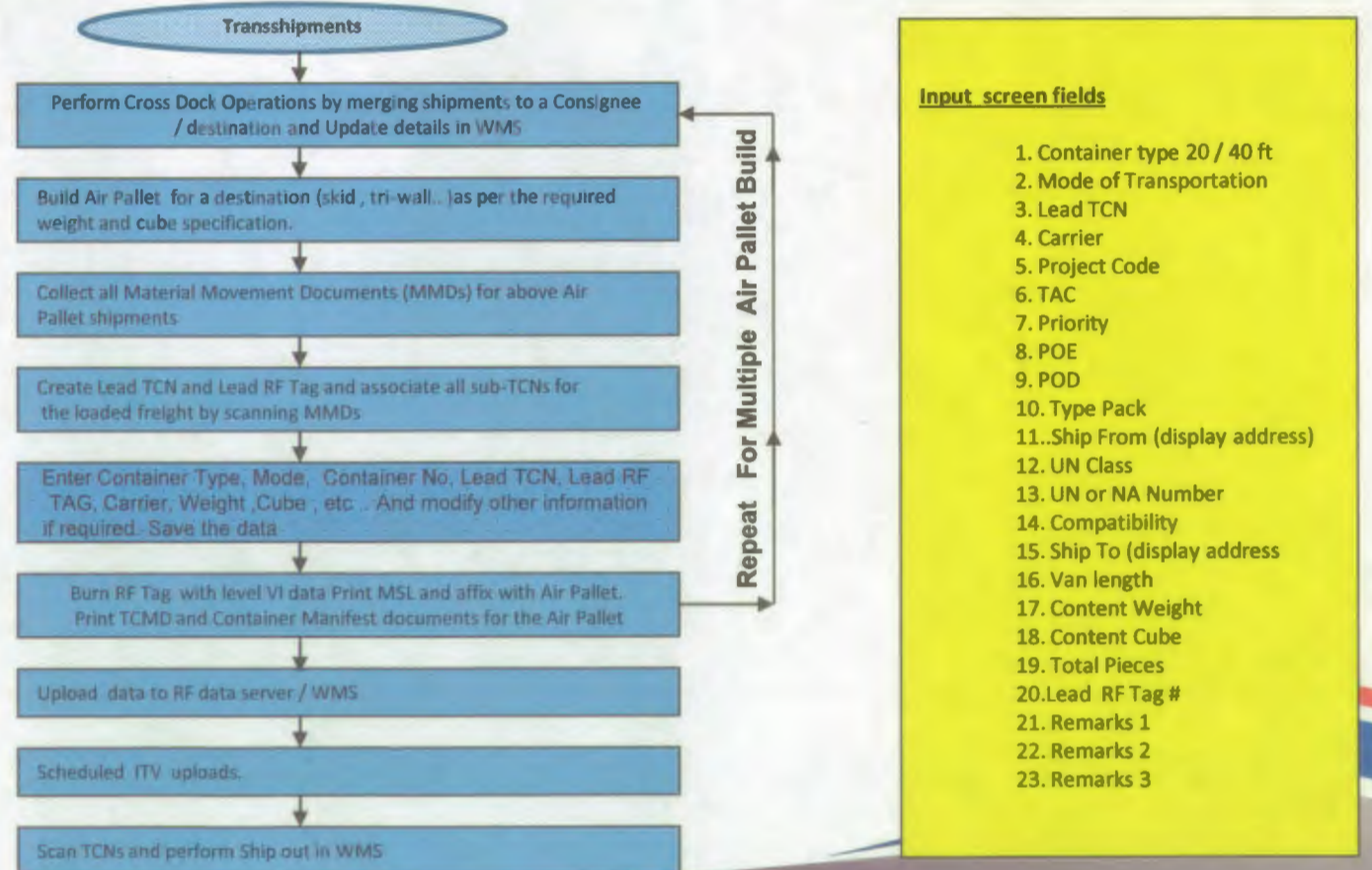
Proposed Cross Docking Process – Outbound by National Airlift

Outbound Shipments (Physical Process)

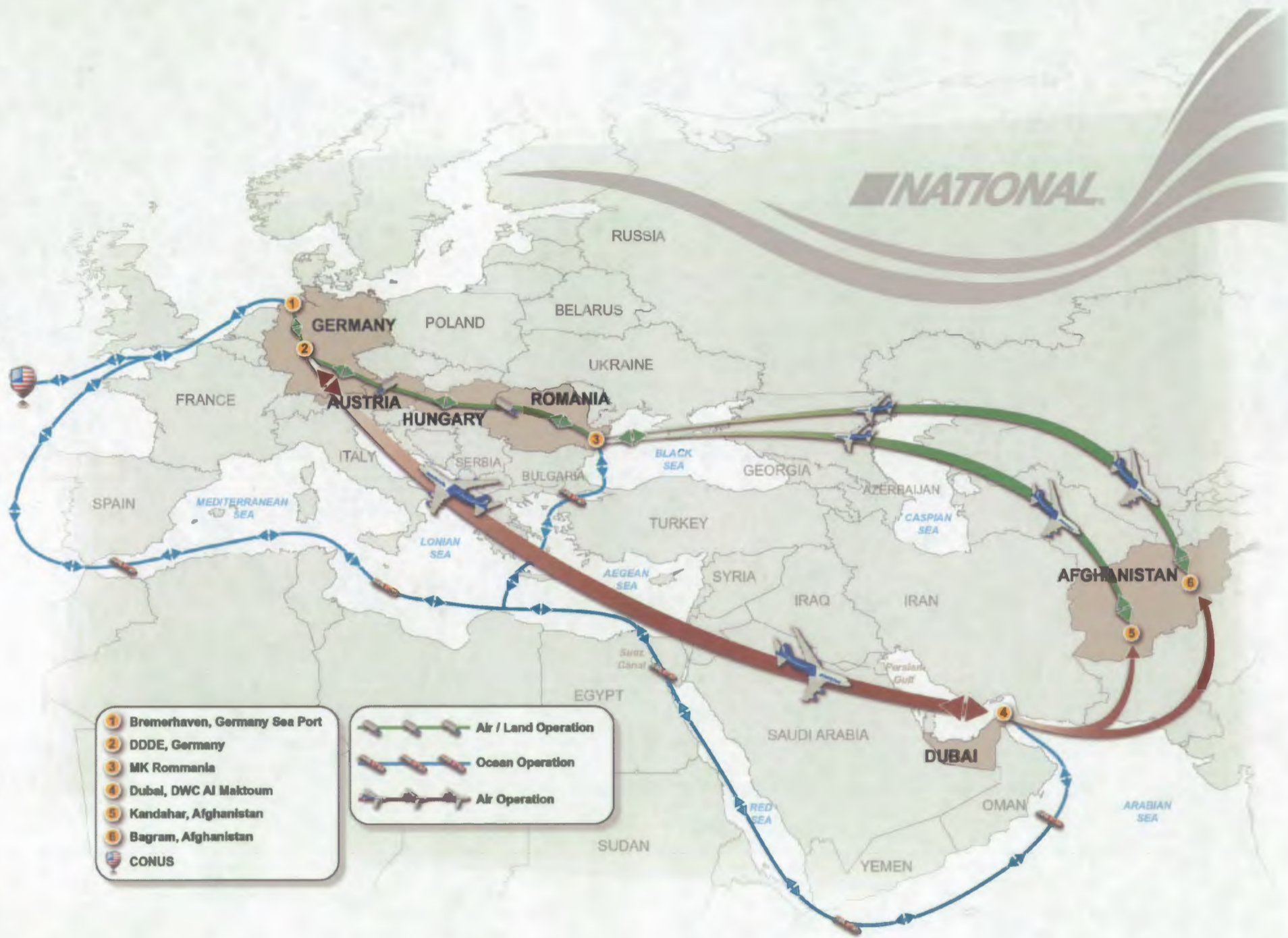


IT Solution : Our WMS process allows to perform cross docking of shipments received from various destination and also facilitates burning of RF Tags for the Air Pallet. This will be done by scanning the Material Movement Documents associated with the respective shipments. One RF Tag per pallet will be burned and this represents the Lead RF Tag for that Air Pallet. WMS will also facilitates printing of MSL, DD1348, TCMD and container manifest s to be sent along with the shipments. Once the RF Tag is burned, WMS send s the final shipment details to ITV Server. "Ship Out" will be performed in WMS to flag all dispatched Air Pallets .

IT Process



NATIONAL



Direct-to-FOB delivery



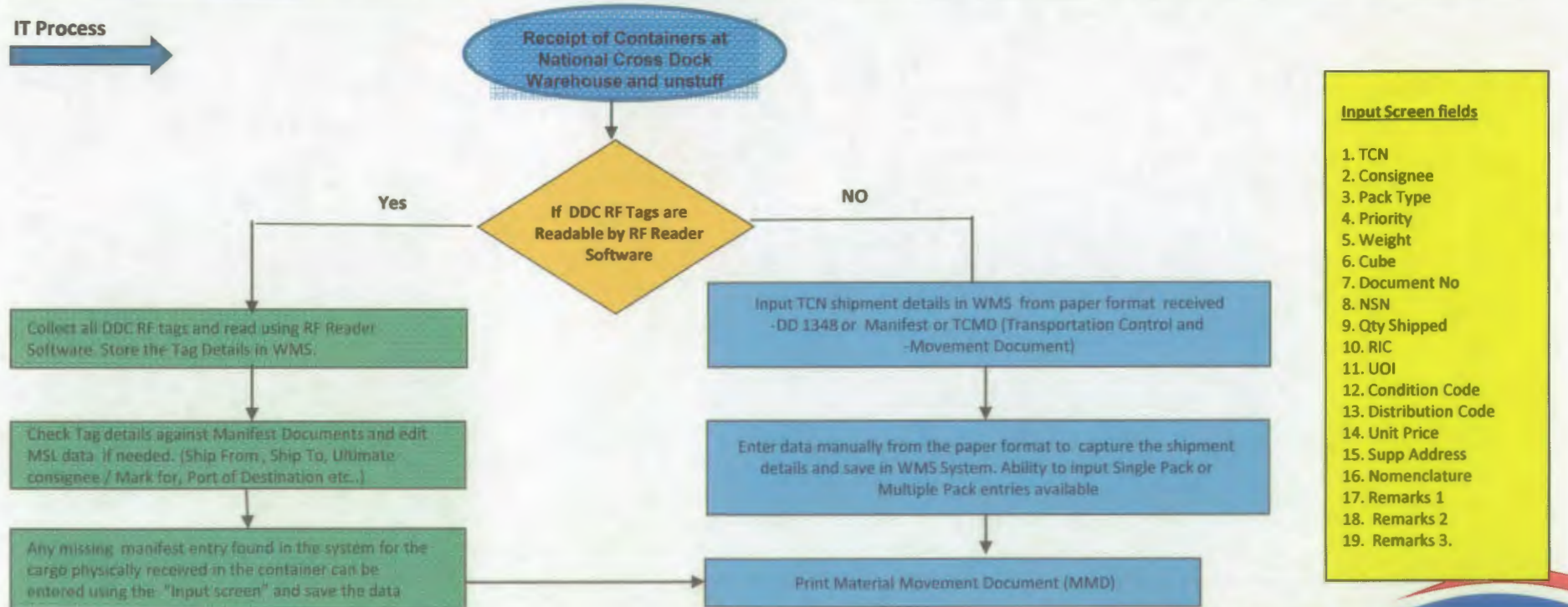
Proposed Cross Docking Process – Inbound from ARC

Incoming Freight (Physical Process)



IT Solution: Our WMS will capture incoming freight details and facilitate cross docking. It will allow for further breakdown of container shipments in to 463L Pallet configuration without losing the original TCN data. The system will facilitate reading of RF Tags to obtain the manifest details and generate material movement documents (MMD).

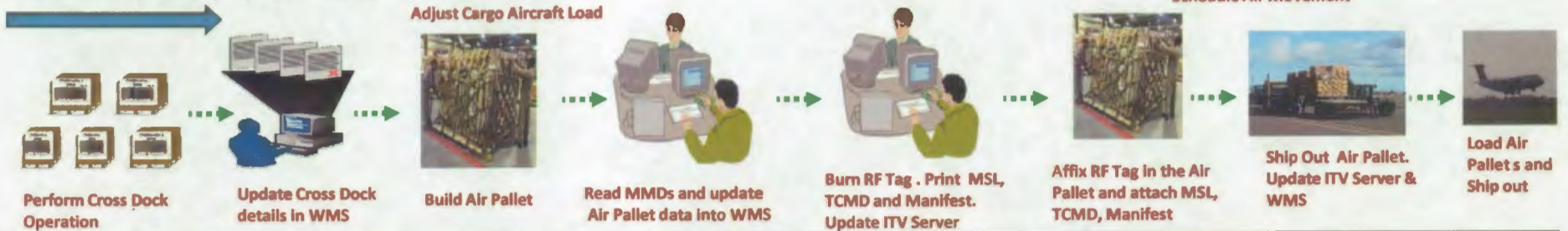
IT Process



DDC – Defense Distribution Center
BCR – Bar Code Reader
MSL – Military Shipping Label
MMD – Material Movement Document
TCMD – Transportation Control and Movement Document

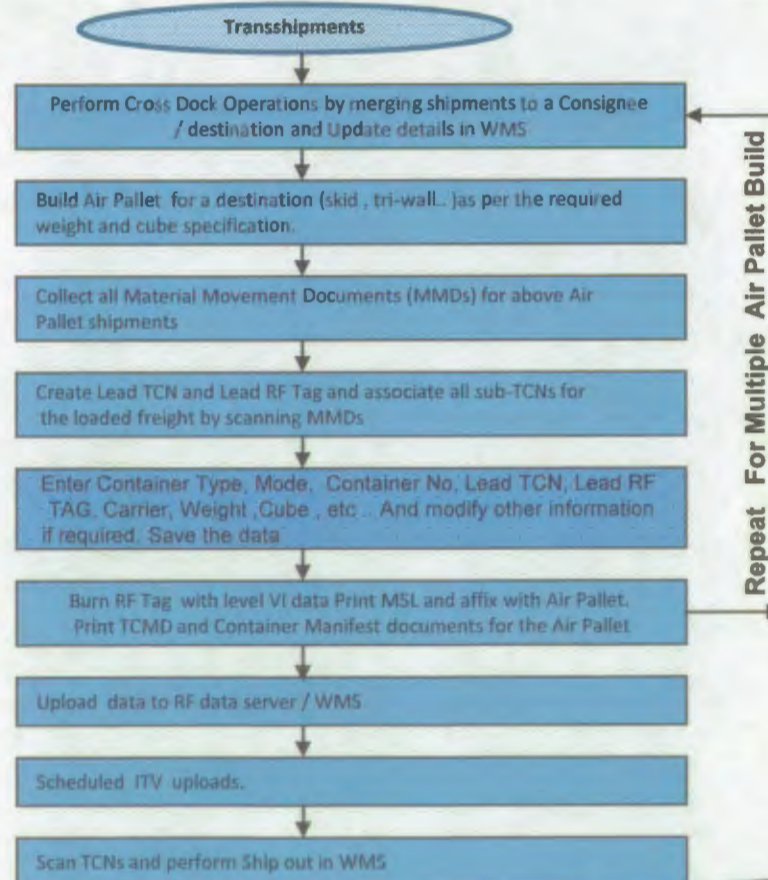
Proposed Cross Docking Process – Outbound by National Airlift

Outbound Shipments (Physical Process)



IT Solution : Our WMS process allows to perform cross docking of shipments received from various destination and also facilitates burning of RF Tags for the Air Pallet. This will be done by scanning the Material Movement Documents associated with the respective shipments. One RF Tag per pallet will be burned and this represents the Lead RF Tag for that Air Pallet. WMS will also facilitates printing of MSL, DD1348, TCMD and container manifest s to be sent along with the shipments. Once the RF Tag is burned, WMS send s the final shipment details to ITV Server. "Ship Out" will be performed in WMS to flag all dispatched Air Pallets .

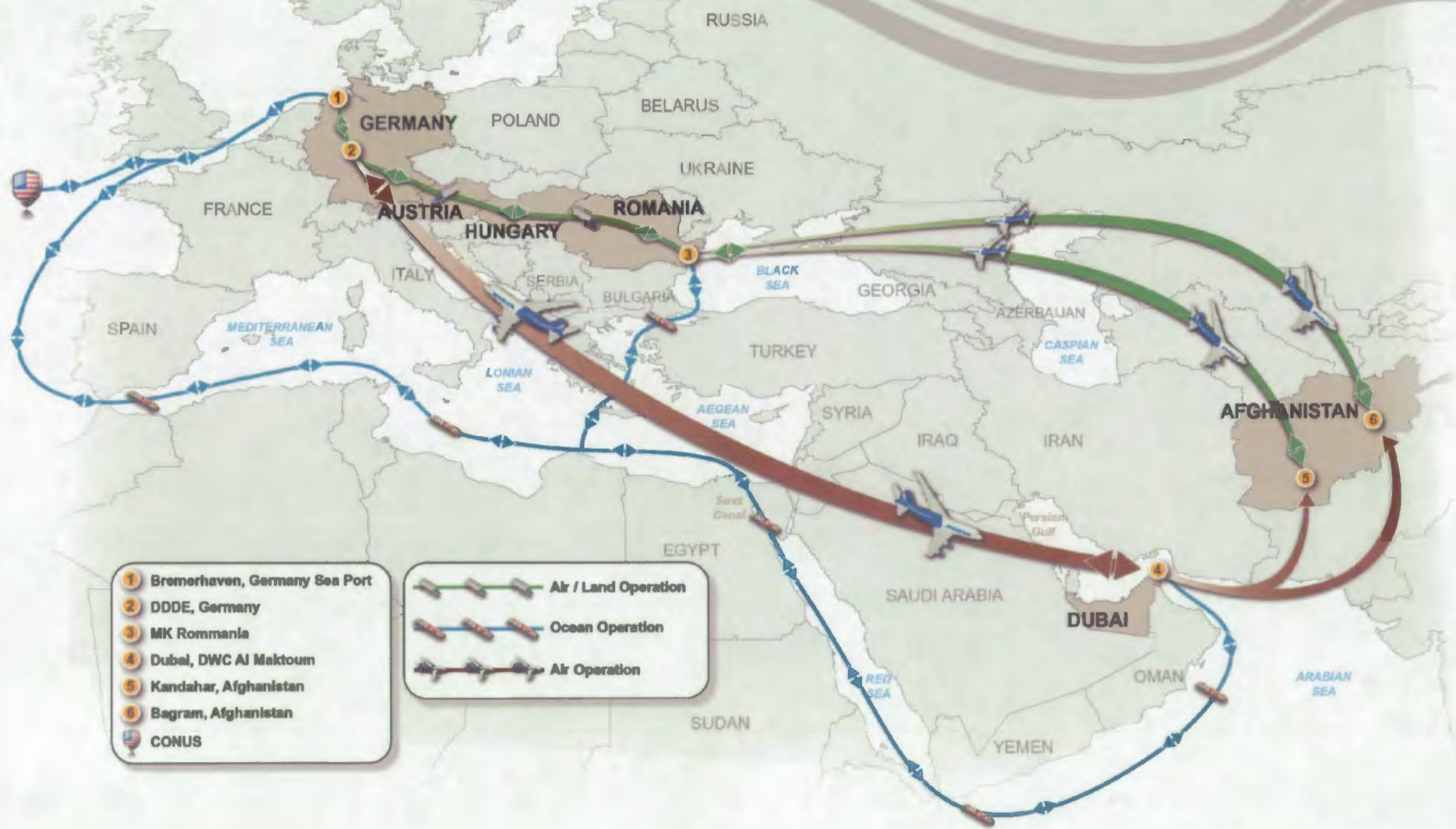
IT Process



Input screen fields

1. Container type 20 / 40 ft
2. Mode of Transportation
3. Lead TCN
4. Carrier
5. Project Code
6. TAC
7. Priority
8. POE
9. POD
10. Type Pack
- 11..Ship From (display address)
12. UN Class
13. UN or NA Number
14. Compatibility
15. Ship To (display address)
16. Van length
17. Content Weight
18. Content Cube
19. Total Pieces
- 20.Lead RF Tag #
21. Remarks 1
22. Remarks 2
23. Remarks 3

NATIONAL



Direct-to-FOB delivery



UNCLASSIFIED



SEA/AIR MULTI-MODAL INDUSTRY DAY 13 JUL 2011

TCAQ-R

UNCLASSIFIED

innovate | collaborate | support | deliver
Current as of 13 JUL 11



UNCLASSIFIED

Overview



Administrative remarks

Introductions

Contracting (TCAQ)

Requirements (TCJ3)

Final Comments/Questions

Individual Break-out Sessions



UNCLASSIFIED

Administrative Remarks



Emergency exits

Restroom facilities

Water/Soda

Request cell phones be turned off or on vibrate

Please wait until briefers are finished before asking questions.



Introductions

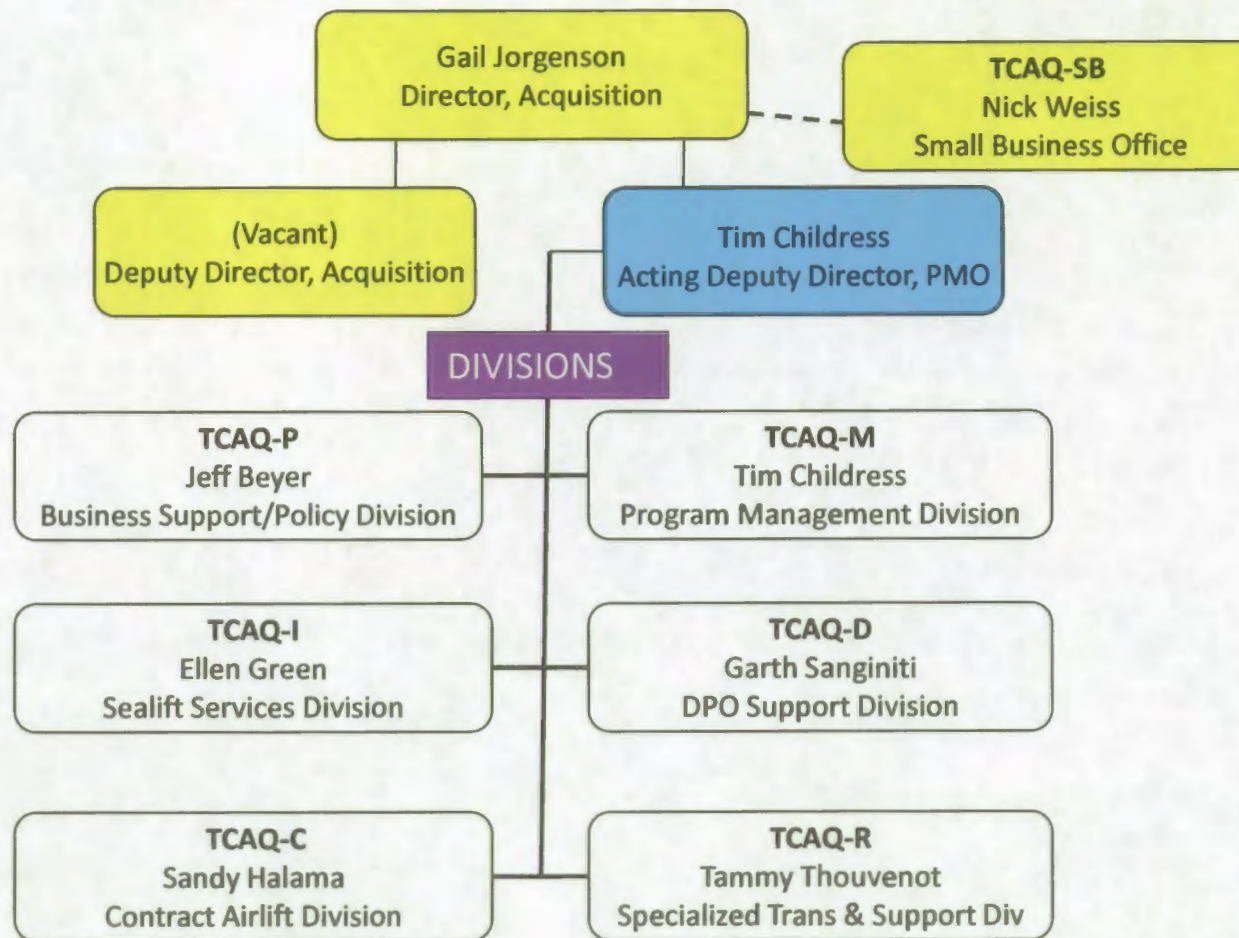


- Government:
 - USTRANSCOM
 - TCAQ
 - TCJ3
 - TCJA
 - SDDC
 - G9
 - G3
- Industry Representatives



UNCLASSIFIED

TCAQ Organization Chart



TCAQ-R

UNCLASSIFIED

innovate | collaborate | support | deliver
Current as of 13 JUL 11



UNCLASSIFIED

TCAQ-R Points of Contact



USTRANSCOM/TCAQ-R
508 Scott Drive
Scott AFB, IL 62225-5357

Pamela Hall, Contracting Officer
Pamela.Hall@ustranscom.mil

COMM: 618-220-7066
DSN: 770-7066
FAX: 618-220-7918
770-7198 (DSN)

Emily Tift, Contract Specialist
Emily.Tift@ustranscom.mil

COMM: 618-220-7139
DSN: 770-7139
FAX: 618-220-7918
770-7198 (DSN)

Krissy Hackstadt, Contracting Officer
Krissy.Hackstadt@ustranscom.mil

COMM: 618-220-7063
DSN: 770-7063
FAX: 618-220-7918
770-7198 (DSN)

innovate | collaborate | support | deliver
Current as of 13 JUL 11

TCAQ-R

UNCLASSIFIED



UNCLASSIFIED

Acquisition Process (Cradle to Grave)





UNCLASSIFIED

Contractor Involvement



The Government will engage industry throughout the acquisition process to arrive at the most suitable approach to acquire the required services and monitor performance after contract award:

Phase 1: Requirements Development

Market Research - Request for Information (RFI)

RFI will be posted on www.fedbizopps.gov

Phase 3: Solicitation

Phase 4: Source Selection

Proposal Q&A (Q&As will be posted on www.fedbizopps.gov)

Discussions (with individual offerors during proposal evaluation)

Phase 5: Contractor performance

Feedback



UNCLASSIFIED

General Information



The RFI, pre-solicitation notice, solicitation, Q&As, and contract award notice will be posted to the Federal Business Opportunity website: www.fedbizopps.gov

Provide all documentation and information identified in the solicitation (reference FAR 52.212-1 Addendum)

After release of the solicitation, the Contracting Officer is the focal point of any exchange with potential offerors



UNCLASSIFIED

USTRANSCOM www.transcom.mil



USTRANSCOM Public Doing Business with USTRANSCOM - Windows Internet Explorer

http://www.transcom.mil/doing_business.cfm

File Edit View Favorites Tools Help

USTRANSCOM Public Doing Business with USTRANSCOM

Home Contact Us Subscribe FOIA Newcomers Information Work at USTRANSCOM Doing Business with USTRANSCOM Text Only

Welcome to United States Transportation Command
USTRANSCOM
"We will always deliver"

What are you looking for? Search

[f](#) [t](#) [r](#) [m](#)

About USTRANSCOM Organizational Structure News Defense Transportation Regulations Associated Websites Publications

Doing Business with USTRANSCOM

Information

Office of Small Business Programs (OSBP)
The Office of Small Business Programs (OSBP) is the advocate for small business utilization within USTRANSCOM and an important source of information tailored to assist small businesses. We welcome the opportunity to assist the small business community in pursuing USTRANSCOM procurement opportunities.

Description and Procurement Forecast
This United States Transportation Command (USTRANSCOM) Procurement Forecast includes projections of anticipated USTRANSCOM procurements over \$100,000.

Office of Research and Technology Applications (TCCS-ORTA)
The Manager of the USTRANSCOM ORTA manages all T2 activities across USTRANSCOM. T2 authority provides USTRANSCOM with the capability to enter into technology exploration partnerships with non-federal entities. The ORTA works as the principal staff arm of the USTRANSCOM Laboratory Director, a responsibility of the USTRANSCOM Deputy Commander.

Ombudsman
Provides assistance to individuals and industry in solving problems with the acquisition process. Contact Ombudsman@ustrancom.mil

Competition Advocate
Manages the USTRANSCOM competition program by challenging barriers to full and open competition. Contact CompetitionAdvocate@ustrancom.mil

SDDC Freight Carrier Registration Program

Links

Resources
[FedBizOpps](#)
[FARSite](#)
[VetBiz.gov](#)

Initiatives and Programs
[Voluntary Intermodal Sealift Agreement \(VISA\)](#)
[Defense Transportation Coordination Initiative \(DICI\)](#)

Transportation Rates and Rules
[FY09](#)
[FY10](#)
[FY11](#)

Trusted sites 100%

TCAQ-R

UNCLASSIFIED

innovate | collaborate | support | deliver

Current as of 13 JUL 11

10



UNCLASSIFIED

History of Air Mode Addition (Temporary) to USC6



- Operation Enduring Freedom (OEF) surge requirements combined with border closures and increased hostilities against cargo created an urgent requirement to expedite cargo from seaports into Afghanistan via air, vice surface trucking
- Time needed to develop and award a new contract could result in avoidable physical injury or death to DoD personnel and avoidable financial losses of DoD cargo
- To meet urgent mission requirement, USTRANSCOM modified the USC-6 contract to add a limited air piece on a temporary basis to move cargo into Afghanistan



UNCLASSIFIED

History of Air Mode Addition (Temporary) to USC6



- Unusual and compelling urgency exception—FAR 6.302-2, 10 USC 2304(c)(2)
 - Unusual and compelling urgency precludes full competition and delay in award would result in serious injury, financial or other, to the Government
 - May not exceed the time necessary to meet the requirements and for the agency to enter into another contract through competitive procedures
- Modification of USC-6 was a short term solution and USTRANSCOM's intent was to develop a long term solution to be solicited on a more competitive basis



UNCLASSIFIED

Contract Information



- Firm Fixed Price, Indefinite Delivery/Indefinite Quantity (IDIQ)
- Performance Based acquisition under FAR Part 12, Commercial Acquisition
- Best Value Source Selection
- Government intends to make multiple awards
- Performance Period will be a 12 month base period with option periods (POP will not overlap USC)
- CRAF/VISA carrier(s) will be eligible to receive an award



UNCLASSIFIED

Projected Milestones



Solicitation Release Date: 1 Nov 2011

Proposal Due Date: 1 Dec 2011

Awards: 5 Mar 2012

Contract Start Date: 1 Apr 2012



UNCLASSIFIED

Industry Break-Out Sessions



- Purpose: Market Research
- Handout with Industry Break-Out Schedule
- Location Rockwell Hall
- Please provide contact information with cell phone numbers. We will call if we are running ahead of schedule.



UNCLASSIFIED

Upcoming Acquisition



Theater Express



UNCLASSIFIED

Questions/Comments



Questions



UNCLASSIFIED

Commercial Multi-Modal



- **Multi-modal operations:**
 - Maximize surface transportation to/from a multi-modal location within closer proximity to CENTCOM AOR
 - Airlift cargo to/from airbases, FOBs in Afghanistan, minimize air leg and expense
 - Commercial carriers configure cargo for air/sea lift
 - Minimal military involvement
 - Door to door delivery

- **Today:**
 - Modification of USC-06
 - Multi-modal operations in Dubai and initiating operations in Romania
 - From Dubai, deliver to 35 airbases and FOBs within Afghanistan
 - Romania: Initial redeployment PoP completed
 - Deployment PoP on-going with commercial airlift from Constanta
 - Military preparing cargo for airlift into Afghanistan
 - Aqaba Jordan available as required



UNCLASSIFIED

Commercial Multi-Modal



- Change 3 to Commercial Multi-Modal modification to USC-06
 - Increase transportation options / reduce dependency on GLOCs
 - Add two new multi-modal hubs in Jordan and Romania
 - Include options for carriers to break down containers into pallets
 - Develop a solution that is expandable and replicable, globally
- USC-06 modification will end on or about 31 March, 2012
- New contract will build on relationships in Jordan, Romania and Dubai
 - Have the flexibility to utilize other multi-modal locations as required



UNCLASSIFIED

Commercial Multi-Modal



- Movement Conops: Pure Commercial door to door transportation
 - 35 locations within Afghanistan with ability to add other locations globally
 - Carrier will retain sole responsibility from origin to destination
 - Carrier will be responsible for loading/unloading all conveyances
 - Utilize carrier assets to configure cargo for airlift, i.e pallets, chains, etc...
- Cargo Options:
 - Two-way transportation, various types of containers, break-bulk and rolling stock
 - Initially, non-lethal cargo
 - Initially, unit non-critical / non-sensitive
 - Critical sensitive cargo will require riders
 - Sustainment, retrograde



UNCLASSIFIED

Key Carrier Responsibilities



- Door to door cargo handling from home station to destination
- Load/off-load cargo at various stages of shipment
- Ensure secure storage for cargo at trans-load location
- Arrange transit of cargo between ports
- If required, palletize cargo for airlift at multi-modal location
- English speaking representative available during cargo handling
- Submit PPRs for aircraft into Afghanistan airports
- NLT 12 hours prior to arrival, provide load planning data for inbound cargo missions
- Provide daily ITV reporting while cargo is in transit
 - If cargo has been palletized for air shipment, ensure adequate ITV for each pallet
- Ensure coordination with host-nation to minimize customs issues



Contract Requirements



- Volume:
 - Undefined
 - OTO for shipments of 200 pieces or more
- Frequency: Undefined
- Pricing:
 - Sea leg from origin to multi-modal location
 - Air leg from multi-modal location to destination
 - Air leg pricing will include transportation costs to the outlying FOBs



UNCLASSIFIED

Questions/Comments



Questions