

# Army Acquisition Reform Newsletter



Volume 5, Issue 3

2 February 1999

Army Acquisition Reform Web Site: <http://acqnet.sarda.army.mil/acqref/default.htm>  
Questions? Contact LTC Dan Gallagher, (703) 681-9479, [gallaghd@sarda.army.mil](mailto:gallaghd@sarda.army.mil)

## MARKET RESEARCH FOR SYNTHETIC OIL SUCCESS

The TACOM-ACALA Abrams Integrated Product Team (IPT) identified a requirement for Synthetic Hydraulic Fluid used in the M1 Abrams. Previous buys used source control vendors where the minimum container sizes were 55 to 85 gallon drums. However, the customer needed quarts. The IPT identified commercial equivalents and the governing MIL spec. Market research using the Electronic Mall found a small business with a product that met all critical parameters and was available in quarts via United Parcel Service using credit card payment methods. Unit price comparison indicates that the Government will save more than 40% with this new source. As a result, we embraced a non-traditional vendor using the World Wide Web and commercial methods to satisfy the customer.

POC for this article is Mr. Woodstock, Commercial (309) 782-7237, DSN 793-7237, email: [woodstockr@ria.army.mil](mailto:woodstockr@ria.army.mil)

## SBCCOM \$ 28M LIFE CYCLE COST REDUCTION

The Soldier Biological and Chemical Command (SBCCOM) application of a new mask maintenance concept and incorporations of a new communication device are projected to save \$28M over a ten-year period. The Maintenance concept, introduced by the SBCCOM M40/M42 CB Mask Sustainment Life Cycle Cost Reduction Project, involves the mask face piece assembly being replaced instead of an entire mask, thus reducing replacement costs by approximately 50%. The M42A1 mask was improved by using an external microphone instead of the less reliable internal microphone for communication. This resulted in approximately \$10.46 per mask reduction in addition to savings from the improved maintenance concept.

POC for this article is Mr. Kaminsky, Commercial (410) 436-6533, DSN 584-6533, email: [steven.kaminsky@sbccom.apgea.army.mil](mailto:steven.kaminsky@sbccom.apgea.army.mil)