



MILITARY SEALIFT COMMAND

MSC Commodities Contracts

January 2020



Learning Objectives

- The overarching objective of this lesson is to introduce students to MSC's commodities contracts.
- At the conclusion of this lesson, you will understand the following:
 - Objectives of MSC's commodities contracts
 - Available contracts
 - Products and services available via each contract
 - Ordering products and services
 - Commodities contracts and IDIQ Contracts



Overarching Objectives for Contracts

- Provide products tailored to each ship's needs
 - Products comply with OEM requirements
 - Ship/class specific product lists
- Provide ready access to technical services
 - Subject matter expert technical support
 - Product information
 - Training for ship's crew
- Streamlined procurement process
- Volume discount pricing
- Delivery terms tailored to MSC's needs



Available Contracts

- Paint: PPG Industries
- Chemicals: Drew Marine
- Lubricants: Exxon Mobile
- Lube oil and fuel oil handling: Chase Supply (under re-solicitation)
- Lube oil analysis: Tribologik
- Fuel oil analysis: Seahawk Services
- ABS services: American Bureau of Shipping



Roles and Responsibilities

- N712
 - Define and manage contract requirements for Commodities and IDIQ's
 - Provide COR
 - Provide SME technical support
- N10
 - Administer contracts
- N4
 - Receive orders from ship/PPE
 - Coordinate funding commitments/obligations with N8
 - Coordinate delivery orders with N10
 - Coordinate deliveries with contractor and ship/PPE



Delivery – Named Ports

- Contract provisions include list of major ports (CONUS and OCONUS) frequented by MSC ships
- Contract provides for delivering full range of products to listed ports or any alternate ports located within 50-mile radius of a listed port within 3-7 business days, depending upon contract and port involved and assuming sufficient order lead time (8-10 business days depending upon port and contract involved)



Delivery - Geographic Zones

- Contract also includes list of worldwide geographic zones
 - Contract provides for delivering full range of products within each zone within 10-15 business days, depending upon contract and port involved and assuming sufficient order lead time (10-15 business days)
 - Lube Oil Contract provides products and services in geographical zones as indicated in the port service guide of the oil company that has the Worldwide Lube Oil contract



Paint Contract

- PPG Industries
- Provides worldwide supply of paint, coatings, solvents, and preservation products and technical services for MSC ships and other government-owned or government-chartered ships designated by MSC
- COR: Amanda Jones, 757-341-5576
Amanda.Jones@navy.mil
- ACOR: Carol Embrey, 757-341-5539
Carol.Embrey@navy.mil





Paint Contract Objectives

- Promote proactive corrosion prevention as an important element of MSC's maintenance strategy





Paint Contract Objectives (cont.)

- Provide ready access to:
 - Coatings systems products
 - Suitable for marine environment
 - Compatible with existing coatings systems
 - Subject matter expertise
 - Oversight for shipyard surface preparation and coatings application
 - Surface preparation and coatings application training for ship's crew
 - 2-year general warranty for shipyard coatings systems application



Paint Products and Services

- Products:
 - Primers, topcoats, markings, and solvents
 - Interior (including fire retardant, heat resistant, and acid resistant)
 - Exterior
 - Decks (including pedestrian, helo deck, and membrane non-skids)
 - Tanks (ballast, sanitary, cargo petroleum, feedwater, freshwater ballast, and potable/cargo water)
 - Compromised surfaces (cofferdam/voids)
 - Antifouling
- Services:
 - Paint schedule
 - Service calls
 - Paint condition survey service calls
 - Engineering services
 - Paint/chemical analysis
 - Paint technical representatives
 - Product information



Maintenance Availability Paint Orders

- Contract provisions include:
 - List of major ports (CONUS and OCONUS) frequented by MSC ships for maintenance availabilities
 - List of worldwide geographic zones for maintenance availability ports not named in contract
- Contract requires delivery of full range of products to:
 - Listed ports within 5-10 business days, depending upon port or zone involved and assuming sufficient order lead time (35-40 business days depending upon port involved)
 - Listed ports or geographic zones within 10 business days, assuming sufficient order lead time (40 business days)



Chemicals Contract

- Drew Marine
- Provides worldwide supply of chemical products and technical services for MSC ships and other government-owned or government-chartered ships designated by MSC
- COR: Rebekah Schuppel, (757)341-5130
Rebekah.A.Schuppel@navy.mil
- ACOR: Mike Bigda, (757) 443-2239
Michael.Bigda@navy.mil





Chemicals Contract Objectives

- Promote proactive systems fluids maintenance as an important element of MSC's maintenance strategy
- Provide ready access to:
 - Chemical treatment system products tailored to specific equipment/systems
 - OEM approved
 - Suitable for marine environment
 - Subject matter expertise





Chemical Products and Services

- **Products:**

- Boiler chemical treatments
- Cooling water treatment
- Evaporator feed treatment
- Seawater cooling treatment
- Reverse osmosis treatment
- Maintenance cleaners (general purpose, bilge, electric parts, etc.)
- Fuel treatment
- Potable water treatment
- Gray water and sewage treatment
- Injection, metering and dosing systems
- Meters and test kits
- Firefighting foam
- Refrigerants
- Industrial gases (argon, oxygen, etc)

- **Services:**

- Vessel chemical charts
- Service calls
- Distance support
- Laboratory services (e.g., water sample and deposit analysis)
- AFFF testing/certification
- Onboard inventory reconciliation
- Container and chemicals disposal
- Product information



Lubricants Contract

- Exxon Mobile
- Provides worldwide supply of lubricant products and technical services for MSC ships and other government-owned or government-chartered ships designated by MSC
- MSC COR: Kyle Beckett,
(757) 472-7015,
Kyle.Beckett@navy.mil
- MSC ACOR: Chris Lundquist,
(757) 513-6457,
Christopher.Lundqui1@navy.mil

ExxonMobil
*Marine
Lubricants*



Lubricants Contract Objectives

- Use OEM approved lubricants to optimize machinery operation and maintenance as an important element of MSC's maintenance strategy
- Provide ready access to:
 - Lubricants tailored to specific equipment/system needs
 - OEM approved
 - Suitable for marine environment
 - Subject matter expertise





Lubricants Products and Services

- Products:

- Low, medium, and high speed engine oils
- Turbine oils
- Hydraulic fluids
- Refrigerant oils
- Compressor oils
- Biodegradable hydraulics
- Heavy duty gear oils
- Transmission fluids
- Greases

- Services:

- Vessel lube chart
- Service calls (initial, periodic, and emergency)
- Empty drum removal
- Product return
- Product information (including MSDS, storage, and disposal)



Lube Oil / Fuel Oil Handling Contract

- Chase Supply, Inc.
- Provides worldwide supply of lubricant handling and lube oil and fuel oil sampling products for MSC ships and other government-owned or government-chartered ships designated by MSC
- MSC COR: Kyle Beckett
(757) 472-7015
Kyle.Beckett@navy.mil





LO/FO Handling Contract Objectives

- Use best practices for proper handling of lube oil, and lube oil and fuel oil samples as an important element of MSC's maintenance strategy
- Provide ready access to:
 - Lube oil handling tools and supplies
 - Lube oil and fuel oil sampling tools and supplies
 - Shipboard Lube Oil Testing Equipment and consumables



LO/FO Handling Contract Products

- Products:
 - Lube oil handling tools and supplies (e.g., filter carts/elements, drum toppers, and breathers)
 - Lube oil sampling tools and supplies (e.g., sample bottles, sampling pumps, grease handling equipment, and pre-paid express mailers)
 - Fuel oil sampling tools and supplies (e.g., sample bottles, cubitainers, and pre-paid express mailers)
 - Shipboard test equipment and reagents (e.g., Kittiwake kit, fuel density meter, and lube oil viscosity meter)





Lube Oil Analysis Contract

- Tribologik
- Provides analysis of lubricant samples for machinery condition and lubricant condition for MSC ships and other government-owned or government-chartered ships designated by MSC
- MSC COR: Kyle Beckett,
(757) 472-7015
Kyle.Beckett@navy.mil





Lube Oil Analysis Objectives

- Provide ready-access to regularly scheduled lube oil analysis as an important element of MSC's maintenance strategy





Lubo Sample Processing

- Ship draws sample (periodicity prescribed by SAMM)
- Ship sends sample to lab using prepaid express mailers
- Lab performs analysis using prescribed test slate within 2 business days of receipt to evaluate:
 - Condition of lubricant
 - Condition of equipment
- Lab electronically sends analysis results to MSC (daily)
 - Analysis results uploaded to SAMM



Lubo Sample Processing (cont.)

- Analysis results screened by SEAS OAS
- MSC analyst reviews analysis results, examines analysis trend data, and sends e-mail to ship with interpretation of analysis results and recommendations for action
 - Analysis results and recommendations archived in SAMM
- Ship takes corrective action
 - Ship records action taken in SAMM



Fuel Oil Analysis Contract

- Seahawk Services
- Provides fuel oil analysis for MSC ships and other government-owned or government-chartered ships designated by MSC
- MSC COR: Kyle Becket, (757) 472-7015, Kyle.Beckett@navy.mil





Fuel Oil Analysis Objectives

- Provide ready-access to fuel oil analysis as an important element of MSC's maintenance strategy
- Intended to:
 - Ensure fuel sources are delivering high quality fuel to MSC ships that delivered fuel specifications
 - Detect off-specification fuel to prevent contaminating existing bunker stock
 - Detect incompatibilities to prevent sludge formation in storage tanks
 - Detect off-specification fuel to prevent damage to equipment
 - Comply with MARPOL Annex VI requirements



Fuel Oil Sample Processing

- Ship draws samples during bunkering
- Ship sends samples to lab using prepaid express mailers
- Lab performs analysis using prescribed test slate
- Lab electronically sends analysis results to MSC daily
 - Analysis results uploaded to SAMM





Fuel Oil Sample Processing (cont.)

- MSC analyst reviews analysis results and sends e-mail to ship with interpretation of analysis results and recommendations for action
- Analysis recommendations archived in SAMM
- Ship takes corrective action
- Ship records action taken in SAMM





ABS Contract

- American Bureau of Shipping
- Provides ABS surveyor and ABS engineering services for MSC ships and other government-owned or government-chartered ships designated by MSC
- MSC COR: Maria Schroeder,
(757) 672-4193,
Maria.c.schroeder@navy.mil





ABS Contract Objectives

- Provide ready access to:
 - ABS surveyor services for scheduled surveys, routine M&R and emergent casualties
 - ABS engineering services for work item and/or drawing review and approval





ABS Services

- Provide request for ABS service to N712 using ABS Service order form:
 - Specify vessel, location, PoP, Requester's name, transmittal, drawing number, SOW for surveys.
 - N712 COR will contact ABS Government Services office to obtain estimate for ABS attendance or engineering drawing review.
 - ABS Government Services notifies local ABS Port office of requirement.
 - Requester may contact local ABS Port office for scheduling attendance



Ordering Products and Services

- Paint, Chemicals, Lubricants, Lube Oil and Fuel Oil Handling
 - Complete appropriate order form for required products and/or services and submit via e-mail: COMSC.N7.Orders@navy.mil
- ABS
 - Submit completed ABS Service Order form via e-mail: MSC-ABS-Orders@navy.mil and Maria.C.Schroeder@navy.mil



Order Processing

- N7 reviews orders for technical accuracy and sufficiency, as required
- N4 creates procurement request package
- N4 coordinates creation of FMS PR with N8, submits procurement request package, including FMS PR, to N10
- Orders above \$150K require N10 approval prior to N4 issuing delivery order
- N4 prepares delivery order for appropriate contractor
- N4 coordinates delivery arrangements for approved delivery orders with contractor and ship/PPE



Order Processing

- Commodities ordering process shall be utilized to the maximum extent possible through ShipClip, if installed on the MSC vessel.
 - Utilizing ShipClip is a tracking tool for ashore and afloat as emails can be lost at times. Which will delay delivery of Commodities order.
- If ShipClip is not available or installed, utilize COMSC.N7.ORDERS@navy.mil



Receiving and Proof of Delivery

- Documentation for Payment
- When receiving product or services, the ship shall provide ship's stamp or Agent's stamp on the delivery document. A clearly spelled name, position and signature is required for invoice payment purposes.
- Further Documentation
- If all services and parts are not received per DO/TO, it shall be annotated on delivery document so that the government can recoup or enforce contract requirements for the goods and services contracted for.



Feedback

- Feedback is welcomed regarding MSC commodities contracts:
 - Contractor performance
 - Product performance
 - Recommendations for additional products, services, ports of call, etc.
- Contact appropriate COR





Summary

- During this lesson, we have discussed:
 - Objectives of MSC's commodities contracts
 - Available contracts
 - Products and services available via each contract
 - Ordering products and services
 - Commodities contracts on-the-job training requirements



Additional Information

- For additional information regarding any of the MSC commodities contracts, please contact the appropriate COR or N712 Branch Head,
Thong Nguyen, 757-373-8040,
Thong.N.Nguyen@navy.mil



Indefinite Delivery, Indefinite Quantity (IDIQ)

- N7 is in the process of developing 40+ IDIQ contracts.
- Objective of the contracts is to streamline procurement of parts, services, and engineering services.
- Less paperwork to fill out and quicker method in obtaining services and parts.
- Contracts will consist of OEM's for ship maintenance and repair, Non-OEM services, etc.



Indefinite Delivery, Indefinite Quantity (IDIQ)

Current IDIQ Contracts:

- Gage Calibration
POC Carol Embrey
Carol.Embrey@navy.mil
- Electrical
POC Edward Shanley
Edward.Shanley@navy.mil
- Firefighting and SCBA
POC Carol Embrey
Carol.Embrey@navy.mil

- MAN/FME
POC Thong Nguyen,
Thong.N.Nguyen@navy.mil
- Mooring Lines
POC Carol Embrey
Carol.Embrey@navy.mil
- In the Works:
 - Wartsila, LakeShore, L3, etc.



Final Questions

- Are there any final questions regarding anything we have discussed in this lesson?

