

30 June 2005

**RECEIVED**

Mr. R. Gary Dinsick  
 Army Team Leader  
 Base Realignment & Closure Commission  
 2521 South Clark Street, Suite 600  
 Arlington, Virginia 22202

**07052005**

Dear Gary,

On behalf of the employees of Day & Zimmermann, and the communities they serve, I wanted to take a moment to thank you and your teammates for agreeing to meet with us on Wednesday June 8<sup>th</sup>. We greatly appreciate the time you spent with us. We recognize your job is not easy, and for the next few months you'll be subsisting on caffeine, briefing charts and plane tickets. Good luck in the weeks ahead.

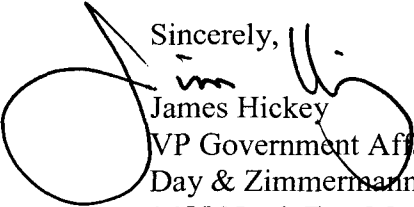
Just to encapsulate our hopes for the GOCOs at Hawthorne Nevada, Texarkana Texas, and Parsons Kansas, I want to share with you our twin messages:

- Regarding Hawthorne Nevada, the flaws in the analysis are significant:
  - DoD, by its own accounts, is short of ammo storage space – even without the enormous capabilities and assets of the Hawthorne facility.
  - DoD proposes closing the largest depot – ranked #2 of 23 by the Army – and moving the stockpiles into a smaller capacity site.
  - The Military Value analysis conducted by DoD also used several examples of incorrect data including Hawthorne's capabilities, capacity and most importantly, its workforce size. In fact, no credit was given for Hawthorne providing the best demil capability within the DoD system.
  - Finally, the Multifunctionality of Hawthorne was entirely overlooked – it performs many storage, demil, maintenance, training and testing functions for multiple services. It is, in fact, both joint and multifunctional.
  - Hawthorne Army Ammunition Plant should be retained and recognized as the best that our DoD depot system has to offer.
- Regarding the Kansas and Lone Star Army Ammunition Plants:
  - The Military Value analysis employed incorrect data involving their capacity, capabilities and most important their workforce sizes
  - There was no recognition of the difficulty in transferring sole-source production of the munitions involved – for example the M-67 grenades, MLRS, detonators, and the Sensor Fused Weapons.

- A far better alternative for the DoD, the taxpayer, and the local community would be Privatization in Place – as allowed by Section 2904 of the BRAC legislation.
- Privatization in Place offers lower cost (for example, at Lone Star, the one time cost would be \$2.5M versus \$29M, and the same annual net recurring savings.)
- Privatization in Place would accomplish one of the main goals of the Army – removal of these plants from DoD real estate rolls.
- Finally and most importantly, Privatization in Place would maintain competition, while closure would only eliminate it.

So, again many thanks for agreeing to meet with us on June 8th. We recognize your challenges and greatly appreciate your consideration. Please feel free to call on us if you need further information concerning these facilities. We look forward to working with you to craft a BRAC recommendation report that answer the needs of the taxpayer, of the warfighter, of the many talented employees of these specialized facilities, and of the communities they live and work in.

Sincerely,



James Hickey

VP Government Affairs

Day & Zimmermann

1655 North Fort Myer Drive, Suite 520

Arlington Virginia 22209

(cell) 202-422-2993

DCN: 3822

**James J. Hickey**  
*Vice President of Government Affairs*



We do what we say.®

1655 North Fort Myer Drive  
Suite 520  
Arlington, VA 22209

(703) 527-2147  
CELL: (202) 422-2993  
FAX: (703) 527-2850  
[james.hickey@dayzim.com](mailto:james.hickey@dayzim.com)



07052005

Ms. Elizabeth Bieri  
Army Analyst  
Base Realignment & Closure Commission  
2521 South Clark Street, Suite 600  
Arlington, Virginia 22202

Dear Elizabeth,

On behalf of the employees of Day & Zimmermann, and the communities they serve, I wanted to take a moment to thank you and your teammates for agreeing to meet with us on Wednesday June 8<sup>th</sup>. We greatly appreciate the time you spent with us. We recognize your job is not easy, and for the next few months you'll be subsisting on caffeine, briefing charts and plane tickets. Good luck in the weeks ahead.

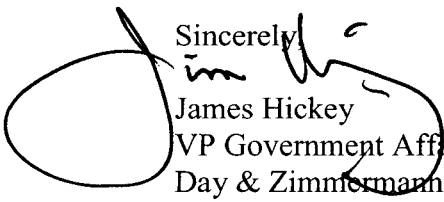
Just to encapsulate our hopes for the GOCOs at Hawthorne Nevada, Texarkana Texas, and Parsons Kansas, I want to share with you our twin messages:

- Regarding Hawthorne Nevada, the flaws in the analysis are significant:
  - DoD , by its own accounts, is short of ammo storage space – even without the enormous capabilities and assets of the Hawthorne facility.
  - DoD proposes closing the largest depot – ranked #2 of 23 by the Army – and moving the stockpiles into a smaller capacity site.
  - The Military Value analysis conducted by DoD also used several examples of incorrect data including Hawthorne's capabilities, capacity and most importantly, its workforce size. In fact, no credit was given for Hawthorne providing the best demil capability within the DoD system.
  - Finally, the Multifunctionality of Hawthorne was entirely overlooked – it performs many storage, demil, maintenance, training and testing functions for multiple services. It is, in fact, both joint and multifunctional.
  - Hawthorne Army Ammunition Plant should be retained and recognized as the best that our DoD depot system has to offer.
  
- Regarding the Kansas and Lone Star Army Ammunition Plants:
  - The Military Value analysis employed incorrect data involving their capacity, capabilities and most important their workforce sizes
  - There was no recognition of the difficulty in transferring sole-source production of the munitions involved – for example the M-67 grenades, MLRS, detonators, and the Sensor Fused Weapons.

- A far better alternative for the DoD, the taxpayer, and the local community would be Privatization in Place – as allowed by Section 2904 of the BRAC legislation.
- Privatization in Place offers lower cost (for example, at Lone Star, the one time cost would be \$2.5M versus \$29M, and the same annual net recurring savings.)
- Privatization in Place would accomplish one of the main goals of the Army – removal of these plants from DoD real estate rolls.
- Finally and most importantly, Privatization in Place would maintain competition, while closure would only eliminate it.

So, again many thanks for agreeing to meet with us on June 8th. We recognize your challenges and greatly appreciate your consideration. Please feel free to call on us if you need further information concerning these facilities. We look forward to working with you to craft a BRAC recommendation report that answer the needs of the taxpayer, of the warfighter, of the many talented employees of these specialized facilities, and of the communities they live and work in.

Sincerely,



James Hickey  
VP Government Affairs  
Day & Zimmermann  
1655 North Fort Myer Drive, Suite 520  
Arlington Virginia 22209  
(cell) 202-422-2993

DCN: 3822

**James J. Hickey**  
*Vice President of Government Affairs*



We do what we say.®

1655 North Fort Myer Drive  
Suite 520  
Arlington, VA 22209

(703) 527-2147  
CELL: (202) 422-2993  
FAX: (703) 527-2850  
[james.hickey@dayzim.com](mailto:james.hickey@dayzim.com)