



GOVERNMENT & DEFENSE SUPPLY GROUP



**“SPECIALIZING IN INTEGRATED
PROCUREMENT SOLUTIONS FOR GOVERNMENT
AND MILITARY AGENCIES”**



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"Specializing in Integrated Procurement Solutions for Government & Military Agencies"

ABOUT US

ENCO Industries is a leading supplier of integrated supply chain solutions for industrial, environmental, and government agencies.

Government & Defense Supply Group, a division of ENCO Industries, specializes in the procurement of streamlined products and services that cater to military needs. We are committed to a standard of excellence that ensures superior supply chain management as well as efficient deliveries, courtesy of performance-based logistics.

ENCO's Government & Defense Supply Group has been proudly serving its customers since its inception in 1994, making impressive advances in the marketplace while gaining Federal Prime Vendor contracts.

GDS's frequent involvement in U.S. military and industrial commodity consumption has assisted ENCO in achieving leading market positions. This has propelled our company to continue to create technological and logistical advancements.

These improvements stem from one core value, ENCO's commitment to customer satisfaction and the desire to exceed their expectations.

- ✓ **Leading Supply Chain Management**
- ✓ **Commitment to Customer Satisfaction**
- ✓ **Multiple Commodity Verticals**
- ✓ **Performance-Based Logistics**
- ✓ **Integrated Supply Chain Solutions for Industrial, Environmental & Government Agencies**



TECHNOLOGY

The backbone of our integration is our custom developed proprietary enterprise software. Our technology suite ensures exposure to unlimited Government and Fortune 500 spending.



SMALL BUSINESS ADVANTAGE

Enco Industries is a trusted partner to large firms that are seeking entry into the lucrative and expanding Government procurement marketplace of small business set-asides. These small business set-asides are exclusive to small business concerns.

The U.S. Government and Department of Defense are mandated by Federal Law to set-aside a minimum of 23% of total procurement dollars to small businesses. FAR Part 19 & DFARS Part 219 provides the specific requirements which govern small business set-asides.

Enco Industries is a Small Business Administration (SBA) and Central Contractor Registration (CCR) certified small business for all NAICS codes.

Enco Industries is strongly committed to delivering products from world-class manufacturers. When combined with our small business expertise, we provide new opportunities for qualified suppliers.

- ✓ **Online Catalog**
- ✓ **GSA Federal Supply Schedules**
- ✓ **Government & Military Opportunities**
- ✓ **Product Introductions & Development**





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GOVERNMENT & DEFENSE SUPPLY GROUP

ENCO's **Government & Defense Supply Group** has participated in business exchanges with numerous Federal Agencies. We maintain an extensive NSN database and have been awarded multiple contracts from the following:

Dept of Defense	Dept of Homeland Security
Dept of Energy	Defense Logistics Agency
NAVSEA	General Services Admin
TACOM	U.S. MINT

Our staff is highly experienced, trained, & certified with:

WAWF & DFAS Electronic Billing Procedures
MIL-STD-129 & 130 Packaging Requirements
FARS & DFARS Regulations
RFID & UID Barcoding

Our GDS group specializes in the following commodity groups:

- | | |
|-------------------------------------|--|
| ✓ Safety & Security | ✓ HazMat Compliance |
| ✓ Protective Gear | ✓ Fabricated Materials |
| ✓ Shipping & Storage | ✓ Material Handling |
| ✓ Containers & Packaging | ✓ Industrial Equipment |
| ✓ Environmental Containment | ✓ MRO (Maintenance, Repair, Operations) |

BENEFITS

Government & Defense Supply Group is a multifaceted organization that has taken large strides to present custom proprietary enterprise software for all procurement processes. With this technology, ENCO can quickly expose a vast inventory of products to the purchasing power of Government, Defense Contractors, and Fortune 500 companies.

GDS is home to a skilled team of members that make performance-based logistics a flawless operation. Our national network of strategic manufacturing and distribution centers make the processing of orders efficient and economical.

Our GDS Group offers vendors an opportunity to giveback with our **Vendor Incentive Program (VIP)**. For every military contract awarded to ENCO, we donate a portion of profits to the Wounded Warrior Project and other state and local initiatives on behalf of ENCO and our associated vendors.

- ✓ **Proprietary Enterprise Software**
- ✓ **National Strategic Distribution Expedites Procurement Processes**
- ✓ **Exposure to Government, Defense Contractors & Fortune 500 Purchasing**
- ✓ **Vendor Incentive Program (VIP)**





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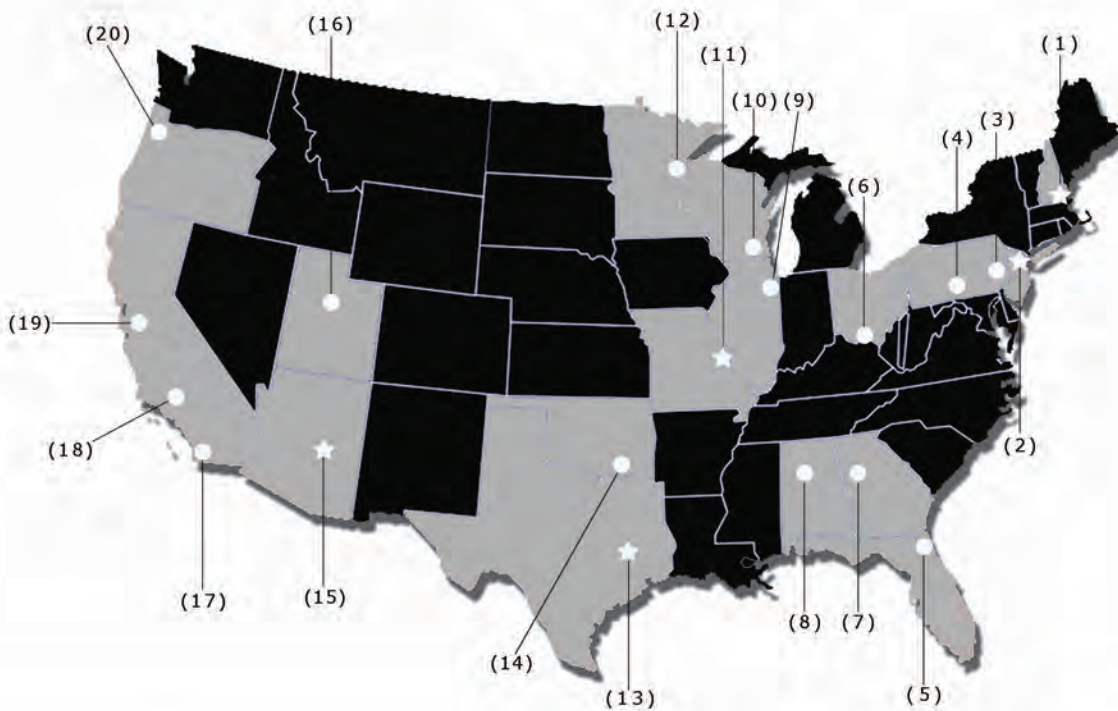
LOGISTICS

ENCO's Government & Defense Supply Group has proven its reliability in providing preferred products to all of its market channels.

Strategic supply chain management ensures customers that all stages of the shipping process are hassle-free.

Network expansion is one of the core values of ENCO. Adhering to these expansion efforts has led to continuous growth in multiple verticals while maximizing strategic partnerships with vendors.

- ✓ **On-time & J.I.T. Delivery**
- ✓ **Supply Chain Management**
- ✓ **Freight & Logistics Expertise**
- ✓ **Exhibits Commercial Best Practices Procurement Processes**
- ✓ **Highly experienced in Mil Spec Packaging & Shipping Requirements**



ENCO's nationwide manufacturing and distribution partnerships combined with our strong alliances with the leading freight and logistics companies allows for prompt, accurate, cost-effective and secure deliveries for both CONUS and ONUS locations.

MANUFACTURING & DISTRIBUTION LOCATIONS:

- | | | | |
|---------------------|-------------------|-------------------|------------------------|
| 1. Plaistow, NH | 6. Cincinnati, OH | 11. St. Louis, MO | 16. Salt Lake City, UT |
| 2. Newark, NJ | 7. Duluth, GA | 12. St. Paul, MN | 17. San Diego, CA |
| 3. Harrisburg, PA | 8. Birmingham, AL | 13. Houston, TX | 18. Los Angeles, CA |
| 4. Philadelphia, PA | 9. Chicago, IL | 14. Tulsa, OK | 19. San Francisco, CA |
| 5. Jacksonville, FL | 10. Milwaukee, WI | 15. Phoenix, AZ | 20. Portland, OR |