



Success Stories

[Return to News Index](#)

HUBZone Firm Comes Through for WR-ALC

GA — 6/1/2002

On August 7, 2001, Robins Air Force Base, Georgia, awarded a contact in the amount of \$99,484 to Boneal, Incorporated of Means, Kentucky, for items applicable to the ARC-169 UHF High Power Amplifier. The items included a capacitor plate, a contact assembly, and a tune cavity tube assembly. Several factors made this acquisition challenging. First, none of these items were stock listed, and the Government only had part numbers, just a rough drawing of each item, and a statement of work as a source of reference for the contractor. Secondly, the items are very difficult to manufacture due to having a number of holes and small teeth-like parts that must be spaced according to exact specifications. Additionally, each item had to be copper plated and gold plated, and the total thickness could not exceed .001 inches. There was also a great deal of soldering and casting involved. Although these items had been designated as obsolete by the Defense Logistics Agency because the original manufacturer had stopped producing them, there was still a requirement for them.

Drawing upon market research by Mr. Tom Robertson of the WR-ALC Small Business Office, the contracting officer, Ms. Dina Inhulsen, agreed to pursue a HUBZone set-aside. Two firms were solicited, and initially both declined to bid, stating the items were just too difficult to manufacture. After further discussions with Ms. Inhulsen, Boneal, Incorporated agreed to take another look at the requirement and subsequently provided a proposal. The work required Boneal's engineering team to duplicate and create, from a sample unit, a set of blueprints that would allow for the machining and production of the three components. Since Boneal was a first-time manufacturer, submission of a first article for each item was required. Boneal and Ms. Inhulsen carefully reviewed and evaluated every phase of the manufacturing process. Following contract award, Boneal shipped the first articles in November 2001, one month ahead of schedule. Approval was granted on December 20, 2001. Production items were shipped in March 2002, also ahead of schedule. This achievement is a testament to the diligence, dedication, and teamwork of Boneal, the contracting officer, and the Robins Small Business Office.

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[To Top](#)[Calendar](#)[General](#)[Learning Center](#)[Locator](#)[News](#)[Opportunities](#)[Outreach Pgm Ofc](#)[Programs](#)[Teaming](#)