



**DEFENSE LOGISTICS AGENCY  
AVIATION  
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**DLA AVIATION SUPPLIERS**

This letter is being sent to all DLA Aviation Suppliers to bring you up to date on one of our major focus areas, as we progress through FY 2011. OSD Under Secretary (AT&L) Ashton B. Carter issued a memo to acquisition professionals on September 14, 2010 outlining his guidance for obtaining greater efficiency and productivity in Defense spending. As part of DLA's nineteen (19) FY11 initiatives in support of this effort, the DLA Director, included material cost reduction as part of our FY 11 Director's Guidance. This guidance outlines that acquisition professionals pursue price reductions of as much as 10 percent in selected materiel categories.

In order to meet this challenge, DLA Aviation included this as one of our major focus areas. All of our personnel will be working to eliminate unnecessary contract requirements and negotiating for a reduction in material prices. In addition, our focus will be on identifying cost reduction strategies, which could ultimately result in policy changes, training and specific actions required by all functional personnel.

To that end, I solicit your assistance in not only reducing prices, but also in improving your company's productivity and cost efficiencies in areas such as purchasing, overhead, administration and manufacturing, with an emphasis on passing those cost reductions to DLA. We are also soliciting your ideas on how we might change our buying processes to result in reduced material prices. Your ideas may be submitted to Ms. Julia Roquemore: [julia.roquemore@dla.mil](mailto:julia.roquemore@dla.mil).

Your utmost attention is requested in support of this effort, as we all have a need to become more efficient while remaining effective for our warfighter support as future financial constraints increase. I thank you for your work in support of our customers and look forward to your ideas and improved pricing in the future.

**V. L. GRIFFITH**  
Rear Admiral, SC, USN  
Commander