



# Industry CONNECTIONS

QUARTERLY NEWSLETTER

Vol 1, Issue 3  
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Q4, FY 21 features  
DLA Energy's Aerospace  
Energy Program

### INFO & OPPORTUNITIES

Climate Change  
& SAM Announcement

### SUPPLIER SURVEY

The results are in!  
A recap of the 2020  
survey results

## A MESSAGE FROM THE DEPUTY COMMANDER

I officially joined the DLA Energy family as the new deputy commander on July 19, and I couldn't be more thrilled to be part of such a mission-focused group of people. DLA Energy has a global mission, one that is critical to our nation's defense. It's a mission that requires us to have strong and trusting relationships with our industry partners. That is one of the first things I noticed when I joined the team; DLA Energy's strong commitment to building meaningful and valuable relationships with our industry partners.

In the new DLA Strategic Plan 2021-2026, you'll notice that Warfighter Always is the agency's number one priority. DLA Energy is very clear that the only way to ensure the warfighter remains our true north is if we work hand in glove with industry, and we're doing just that.

The supplier advocate team is heavily involved in coordinating virtual supplier engagements and continues to adapt to our new normal; our acquisition professionals are staying connected to their suppliers through teleconferences and virtual meetings, and new communication tools, like this newsletter, are getting better every quarter and reaching more people than ever before. Our senior leaders continue to emphasize the importance of clear and direct communication.

Not only am I impressed with how well DLA Energy has adapted to the new virtual world, I am also impressed with how well our suppliers are adjusting. We're seeing more calls and emails from new businesses who want to partner with us to support the warfighter and we're starting to receive inquiries about exhibiting at the 2022 Worldwide Energy Conference, our premiere command event. All of this is great news!

I'm so glad I had this opportunity to thank you for staying engaged during these uncertain times. None of us knows how long we'll be working like this. I do know as long we have trustworthy industry partners and a committed acquisition workforce, DLA Energy will continue to provide globally resilient energy solutions to the warfighter and our whole of government customers.



**MR. DAVID KLESS**  
DLA Energy Deputy Commander

# PROGRAM SPOTLIGHT

## OUT OF THIS WORLD SUPPORT

When people think of DLA Energy, often the first thing they think of is traditional petroleum fuel, and with good reason – fuel support is critical to the warfighter and DLA Energy whole of government customers. However, there are talented professionals in San Antonio, Texas, who also provide critical support to the nation. They often fly under the radar, but the mission they support sure doesn't!

These acquisition professionals from Aerospace Energy provide essential propellants for space launches, among other non-traditional fuels and gases. Two missions they recently supported are worthy of the spotlight – NASA's Mars Perseverance rover landing on the red planet, and a Delta IV Heavy Rocket launch, in support of the National Reconnaissance Office and its NROL-82 mission.

Landing a spacecraft on another planet is a major accomplishment that takes more than astronauts and a skilled technical team to make it a success. It also takes specialized fuel, logistics and the right people who know how to procure it.

In the case of NASA's successful Mars Perseverance rover landing, Aerospace Energy provided the hydrazine used in the landing engines, which made touchdown on Mars possible. But that is how the story ends. The beginning of the story started seven months and 293-million-miles earlier when Aerospace Energy provided rocket propellant – 1 for the Atlas V rocket, the launch vehicle used to start the rover's path toward Mars. NASA's trip to Mars literally started and ended with DLA Energy provided products.

For the Delta IV Heavy mission at Vandenberg Space Force Base, CA, Aerospace Energy provided large quantities of various products, which put a huge strain on the industrial gas market and industrial gas drivers. The business unit provided bulk liquid hydrogen to fuel the Delta IV; liquid oxygen, used as the oxidizer on the rocket; and gaseous nitrogen used as a pressurant, a purging agent and to environmentally condition the space craft and launch pad. Luckily for all, that mission successfully launched on its first attempt.

Aerospace Energy Director Doug Smith graciously thanked their suppliers and all the great work they do on behalf of the Aerospace Energy customers. Quality products are essential when making highly important, long-distance trips, and Aerospace Energy demonstrated, again, its propellants are tried and true, he said.

He also praised the Aerospace Energy workforce.

"Supporting space launches is just a portion of our mission," he said. "We also provide bulk cryogenics worldwide for use on flight lines, and helium in support of the Departments of Defense and Homeland Security aerostats – none of this could be done without the dedication and hard work of the employees at Aerospace Energy."



*DLA Energy Rocket Propellant Fuels NASA Rover to Red Planet*  
PHOTO CREDIT: NASA JET PROPULSION LAB, CALTECH



*Liftoff! Delta IV Heavy NROL-82*  
PHOTO CREDIT: UNITED LAUNCH ALLIANCE



*Mobile Assembly Shelter (MAS) Retraction: Delta IV NROL-82*  
PHOTO CREDIT: UNITED LAUNCH ALLIANCE



# INFORMATION & OPPORTUNITIES

The [Department of Energy](#) announced Aug. 3, nearly \$34 million in funding for 11 projects that will support high-impact research and development to improve and produce biofuels, biopower, and bioproducts.

The Department of Defense is committed to tackling climate control. Read more about it on the [department's website](#).

The Biden Administration has issued executive orders, formed working groups and launched international partnerships to fight climate change. Read more about their efforts at the [White House website](#).



## SYSTEM FOR AWARD MANAGEMENT (SAM) REGISTRATION ANNOUNCEMENT

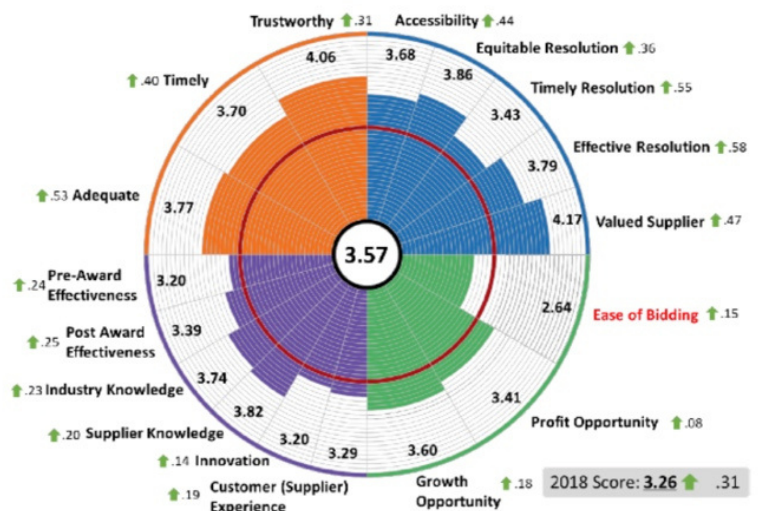


Contractors are reminded in most cases that registration in SAM is required in order to receive an award. SAM.gov registration is FREE. There are NO FEES to register or maintain your SAM.gov registration. If you get an email, text, or phone call from a company asking you to contact them right away about your SAM.gov registration or if you are asked to pay money to complete or renew your SAM.gov registration, be cautious. These messages are not from the federal government. You may complete or update your registration at [www.sam.gov](http://www.sam.gov).

## 2020 DLA SUPPLIER SATISFACTION SURVEY RESULTS RECAP

THANK YOU TO EVERYONE WHO PARTICIPATED!

One-hundred-forty-seven suppliers responded to the 2020 DLA Supplier Satisfaction Survey. The four factors on which DLA Energy suppliers were asked to rate the organization include, DLA Communication, Growth and Profit Potential, DLA-Supplier Relationship and DLA Effectiveness. Using a rating scale of 1 to 5, with 1 meaning strongly disagree and 5 meaning strongly agree, the average rating was 3.57. This was an increase of .31, when compared to the 2018 survey. DLA Energy suppliers rated the organization higher in all 17 areas of the survey. Please standby for an update on how DLA Energy will address the results of the 2020 survey.



## IS THERE SOMETHING SPECIFIC YOU WOULD LIKE TO SEE IN THE NEXT NEWSLETTER?

Please send an email to: [energy.industry-engagement@dla.mil](mailto:energy.industry-engagement@dla.mil) with any ideas/comments/questions.