

# DEFENSE LOGISTICS AGENCY

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## Lunch & Learn with Industry – Let's Talk Forecasts – What's Coming Down the Pike

Supplier Relations Division  
October 29, 2025  
11:00AM EST

### Please note:

- Utilize the Q&A feature to ask questions and they will be answered in writing after the session.
- Session recording will be posted on our industry engagement webpage and sent out via email.

THE NATION'S LOGISTICS COMBAT SUPPORT AGENCY



## **Lunch & Learn with Industry – Let's Talk Forecasts – What's Coming Down the Pike**

- An opportunity for each of our DLA Energy Business Units to discuss upcoming programs and procurements with our Industry partners.
  - Bulk Petroleum Products Division – Kirk Gamblin
  - Bulk Petroleum Services Division – Careka Squire & Sonja Rocks
  - Direct Delivery Fuels Division – Jamaal Rose
  - Installation Energy Division – Scott Taetsch
  - Aerospace Energy Division – Damon Moore
- Please submit questions in the Q&A section and they will be answer in writing.



## Bulk Petroleum Products Division Kirk Gamblin

### **Annual Opportunities (JAA, JP5, JP8, F76):**

Western Pacific (WestPac) – January 1 – December 31

Inland East Gulf (IEG) – April 1 – March 31

Atlantic/Europe/Mediterranean (AEM) – July 1 – June 30

Rocky Mountain West (RMW) – October 1 – September 30

### **Other Opportunities (FY26 and/or FY27):**

Transportation Services CONUS and OCONUS

Additives CONUS and OCONUS



## Bulk Petroleum Services Division Careka Squire

- **Contractor-Owned Contractor-Operated (COCO Program) – FY26**
  - DFSP Anchorage, Alaska
  - DFSP Davao, Philippines
  - Salalah, Oman
  - Fort Carson, Colorado
  - Luke, AFB, Arizona
  - Fort Rucker, Alabama
  - Schofield Barracks, Hawaii
- **Contractor-Owned Contractor-Operated (COCO Program) – FY27**
  - Fort Bragg, North Carolina
  - Simmons/Mackall, North Carolina
  - Fort Stewart, Georgia
  - Fort Jackson, South Carolina
  - DFSP Guam II
  - Al Udeid, Qatar
- **Government-Owned Contractor-Operated (GOCO Program) – FY26**
  - ~24 GOCO locations
- **Government-Owned Contractor-Operated (GOCO Program) – FY27**
  - ~19 GOCO locations





# Bulk Petroleum Services Division

## Sonja Rocks

- **Environmental Assessment and Remediation – FY26**
  - Point Loma CA Environmental Remediation services; Spill Prevention and Response Exercise Training
- **Laboratory Testing Program– FY26**
  - Turkey Lab
  - Panama Lab
  - CONUS Lab
  - Gulf Qatar Lab
- **Laboratory Testing Program– FY27**
  - CONUS West Pac Fuel Investigations

\*NOTE: There will be small business opportunities under all Programs. There are potential upcoming opportunities in the INDOPACOM Region. Please continue to respond to RFIs and check SAM.gov at <https://sam.gov/>.



## Direct Delivery Fuels Division Jamaal Rose

- **Solicitations to be Posted in FY26**

- COG 2 (3.22) – New Hampshire, Vermont, Maine, New York, New Jersey, Massachusetts, Pennsylvania, Connecticut
- Hawaii (3.10)
- Canada (1.6A)
- Benelux (1.8L)
- Azores (1.8X)
- United Kingdom (1.8J)
- Italy (1.8A) - Solicitation Closes 11/14/2025
- Colombia (1.6K)
- Mexico (1.99M)
- Korea (1.8V)
- Philippines (1.6P)
- Guam (1.8R)

- **Solicitations to be Posted in FY27**

- Africa (1.8F)
- COG 3 (3.23) – Virginia, Maryland, Delaware, West Virginia, Tennessee, Kentucky, Ohio, Indiana



- **Natural Gas Supply – 2026 solicitations**
  - Northeastern United States Region
  - Southeastern United States Region
- **Electricity Supply Solicitations**
  - Texas Region
    - Air Force: closes 28 Nov 2025
    - Other Texas customers: upcoming 2026
  - New England Region: closes 4 Nov 2025
  - PJM Navy: upcoming 2026



## Aerospace Energy Division Damon Moore

- Aerospace Facility, HVAC maintenance Building 5730 JBSA Lackland, TX
- Industrial Gases (Liquid Oxygen and Nitrogen) Support Midwestern US Region
- Industrial Gases Support (Liquid Oxygen and Nitrogen) Western Region
- Dinitrogen Tetroxide (N<sub>2</sub>O<sub>4</sub>) Long-term Follow-on





Please leave all questions in the Q&A section of the Lunch and Learn and we will provide the responses to the attendees in writing after the conclusion of the event.

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Chris McDougall 11:08 AM

Q: Do the COCO locations coming in FY27, do those already have contractor owned facilities associated with them?

A: It depends. Recommend reviewing each solicitation to determine how best to meet the requirements.

Anonymous attendee 11:09 AM

Q: Please advise the NAICS code(s) under which DLA-E procurement opportunities are posted in SAM.

A: (Subject to Change)

Bulk Product: Annual programs 324110; Additives – 325998 & 324199; Transport Services – 811310, 484230, 482111; LUBES – 324191

Bulk Supply Chain Services (FES) – GOCO and COCO NAICS: 493190; Fuel Lab Testing Services NAICS: 541380; Environmental Remediation Services NAICS: 562910; Environmental Compliance NAICS: 541620

Natural Gas - 211130; Electricity – 221112

Direct Delivery - 324110

Jameson McCarthy 11:10 AM

Q: Does the DLA have any plans to start utilizing/procuring SAF and if so, will it accept comingled whole molecule, isolated whole molecule or credits?

A: DLA Bulk Petroleum currently has one SAF contract; while the subject contract does not accept the mentioned method, any future solicitations will state the requirements that are acceptable.

Anonymous attendee 11:10 AM

Q: Can you share the primary NAICS codes for the forecasted opportunities?

A: (Subject to Change)

Annual programs 324110; Additives – 325998 & 324199; Transport Services – 811310, 484230, 482111; LUBES – 324191; Natural Gas - 211130; Electricity – 221112

Edward Kurja 11:11 AM

Q: For Ms. Squire - Is Altus COCO no longer being solicited?

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A: The solicitation was cancelled on October 28, 2025. See SAM.gov for cancellation notice.

Anonymous attendee 11:14 AM

Q: Do you have a date set for the DLA Energy Symposium that was projected for April 2026 timeframe?

A: The DLA Energy Worldwide is scheduled for 21-23 April 2026 at the Hyatt Regency in Crystal City, Virginia. More information (Save the Dates etc.) will be provided to all of our Industry partners on our distro list as it becomes available.

Anonymous attendee 11:14 AM

Q: I don't see anything for direct delivery in the Middle East. Will that be coming soon?

A: DLA Energy anticipates releasing two Direct Delivery solicitations for ground fuel requirements with performance in the Middle East. A solicitation for the Erbil Diplomatic Support Center is projected for Fiscal Year 2026 (FY26), and a solicitation for Northern Iraq/Syria - Erbil is anticipated for Fiscal Year 2027 (FY27).

Christina Nasser 11:15 AM

Q: When do you think COG 3 be out in Y26?

A: COG 3 – Solicitation is anticipated to be issued sometime in FY27.

Terrence Martin 11:18 AM

Q: How about Utility Privatization contracts?

A: There are currently no identified requirements for FY 26 Utilities Privatization contracts. The FY25 solicitation for Norfolk Naval Shipyard electric distribution system can be found on sam.gov.

Anonymous attendee 11:18 AM

Q: Damon Moore mentioned opportunities with Blue Origin. Please expound on that more, if possible.

A: Any opportunities to support Blue Origin will either be supported with our current hydrazine supplier/contract although no firm requirements have been presented to our office at this time.

Steve Siegfried 11:19 AM

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Q: Where will the N204 requirement be located at?

A: The N204 requirement will be posted to SAM.gov when the solicitation comes out.

John McCarthy 11:19 AM

Q: Contract Vehicles?

A: Bulk Petroleum – Annual Programs - IDIQ; Other – Requirements

A: Bulk Petroleum Supply Chain Services generally solicits and awards Fixed Price long term contracts (GOCO and COCO storage services), and Indefinite Delivery Indefinite Quantity contracts (Environmental services), and Requirements contracts (Environmental and Labs services) using FAR Part 12 and Part 15 procedures.

Anonymous attendee 11:19 AM

Q: How is the government shutdown impacting DLA operations and payment processing? Will we continued to get paid for our services.

A: This question is OBE as the government shutdown has ended.

Anonymous attendee 11:20 AM

Q: Hi I might have missed it but is there any ongoing or upcoming MGO / F76 supply opportunities in Brunei? Is it classified under PACOM?

A: Currently, we do not have any ongoing or upcoming MGO/F76 contracting opportunities in Brunei. However, if DLA Energy receives a requirement for this location, it will be solicited under PACOM Program in FY26. Please continue to monitor Sam.gov for DLA solicitations.

Anonymous attendee 11:20 AM

Q: Small Business Opportunities are via Set Asides?

A: Yes, small business set asides are usually decided based on market research and evaluation of responses to Sources Sought Notices/Requests for Information posted on SAM.gov.

Q: Will these slides be posted on SAM.gov

A: No, however, we will be sending out a copy of the slides when we send out the answers to the questions that were asked.

Anonymous attendee 11:20 AM

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Q: What are the "projected" demand trends for JAA over the next 2-3 years?

A: There is no significant change projected to the demand trends for JAA over the next 2-3 years.

Chris McDougall 11:20 AM

Q: For the electrical and natural gas solicitations, have there been any substantial changes to the terms of those and/or the requirements around the type of electricity supplied given the recent executive orders?

A: No. The recent EO's did not require substantial change to DLA Energy's natural gas or electricity commodity procurements.

Anonymous attendee 11:20 AM

Q: Are there any Supply Chain Modernization efforts across DLA Energy with the SAP S/4 HANA rollout?

A: IBP is a planning modernization effort that is a pre project for S/4. Also, we are replacing antiquated Fuels Manager Defense with a modern Fuels Depot System Inventory Management and Asset Visibility.

Anonymous attendee 11:20 AM

Q: Is there going to be a forum to discuss the recent guidance KHI sent out on behalf of DLA?

A: On 19 November 2025, DLA Energy Direct Delivery Fuels conducted an Into-plane Industry Day to clarify and discuss the recent guidance updates provided from KHI.

Anonymous attendee 11:20 AM

Q: Is DLA Energy Division planning on participating in the USACE ESPC IDIQ and if so, what prospective projects or sites are there?

A: No. DLA Energy awards contracts via the Department of Energy's Master IDIQ (vice the USACE IDIQ). DLA Energy is one of the Department's authorized procurement agents for ESPC. The projects are planned/selected by the service components. These projects are then provided to DLA Energy, or one of the service component procurement offices, when they're ready to be solicited.

Anonymous attendee 11:21 AM



Q: You mentioned various types of Storages programs - hybrid, COCOs...etc. Can you please restate and explain the different types?

A: COCO intermediate: contractor-owned contractor-operated facilities that receive fuel from primary sources (refineries or import terminals) and redistribute it to other Defense Fuel Support Points or end users (base-level DFSPs).

COCO optimization: structuring a Defense Fuel Support Point to improve fuel distribution, reduce costs, and enhance readiness in which the COCO contractor builds, owns, and operates the new consolidated facilities on a military installation. Once the contract is awarded, the contractor and base will negotiate the terms of the lease.

COCO hybrid: contractor-owned contractor-operated / government-owned contractor-operated facility that performs multiple functions, such as ground fuels and aviation refueling.

Anonymous attendee 11:21 AM

Q: Are there any updates on the Russian Fossil Fuel prohibition language?

A: Not currently, should anything change solicitations would be amended accordingly.

The FY2026 National Defense Authorization Act has not yet been signed into law.

Eser Bozbey 11:21 AM

Q: HI, how can I have the details about European and Mediterranean annual opportunities?

A: Although that has not yet been solicited this year, please contact the AEM Contracting Officer at [Paul.johnson@dla.mil](mailto:Paul.johnson@dla.mil) to be added to the distro list of potential vendors and continue to monitor sam.gov.

Anonymous attendee 11:21 AM

Q: For Storage programs, if capacity is not available as stated in the RFPs, can we counter proposed with what we have available for that program.

A: Yes, this would be an exception to the RFP. During negotiations, the Government will determine if it is acceptable.

Anonymous attendee 11:21 AM

Q: Will there be any changes to how the jet fuel contracts are structured in the future? Negotiating timeframe, etc.

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A: Each solicitation is a stand alone situation that has or may have multiple actions or concerns that result in timeline shifts.

Anonymous attendee 11:22 AM

Q: Are there any other expected solicitations supporting space launch providers such as ULA, SpaceX, Firefly, etc...for products such as LOX, LIN, LAr, LHy, LHe?

A: At this time DLA Energy Aerospace does not anticipate releasing solicitations to support space launch providers with cryogenics. If the space launch providers had LOX/LIN requirements for DLA Energy Aerospace, those requirements would be incorporated into our ongoing regional solicitations.

VICTOR AJAYI 11:22 AM

This is Victor Ajayi CEO of GLA Gloval Company.

Q: What are the naics codes for bulk services GOCO and COCO?

A: (Subject to Change) GOCO and COCO NAICS: 493190

Q: Will there be a small business for oversee bulk petroleum products and also for oversee direct deliveries e.g canada, uk etc?

A: Currently, there is no requirement for SB set-asides outside the US and its outlying areas. That said, all businesses, regardless of size, providing the requested NAICS supply or service are invited to offer on DLA solicitations. Consideration will be given to set aside OCONUS requirements that have a positive economic impact on the US economy.

Q: What are the naics codes for transportation services CONUS and OCONUS?

A: (Subject to Change) Transport Services – 811310, 484230, 482111 depends on solicitation

Q: What are the naics code for additives in CONUS AND OCONUS?

A: (Subject to Change) Additives – 325998 & 324199

Q: What locations are the 24 GOCO programs for FY26?

A: Actually, there are 28 GOCO sites anticipated for re-procurement in FY26: Ft Hood, Edwards AFB, MCAS Yuma, NAS Rota, NAS Kingsville, NAS Corpus Christi, FE Warren AFB, Minot AFB, Vandenberg AFB, Offutt AFB, DFSP Tampa, Nellis AFB, Hill AFB, Ellsworth AFB, Dyess AFB, McConnell AFB, Patrick AFB, Scott AFB, Altus AFB, Whiteman AFB, Mountain Home AFB, Holloman AFB, Malmstrom AFB, Davis Monthan AFB, Luke AFB, Cannon AFB,

NAF El Centro, NB Ventura. Some of these locations may be combined under one solicitation with plans to award contracts for each location.

Katie Bark 11:23 AM

Q: Will there be any petroleum opportunities set aside for small or woman owned businesses?

A: Small business set asides are usually decided based on market research and evaluation of responses to Sources Sought Notices/Requests for Information posted on SAM.gov.

VICTOR AJAYI 11:24 AM

Q: For the testing services, as a small business do we have to do the testing or is sub-contracting allowed?

A: With any small business set aside, the awarded small business contractor must abide by FAR 52.219-14 LIMITATIONS ON SUBCONTRACTING.

Q: What is the Naics code for the testing services?

A: (Subject to Change) Fuel Lab Testing Services NAICS: 541380

Stephanie Pratt 11:24 AM

Q: We have recently been made aware of the proposed changes to the Air Card invoicing procedure. We foresee several problems arising from these new procedures.

1. Signatures are now required on the invoice to include detailed pricing information. The merchant will be required to present to the cardholder a priced ticket for the cardholder to sign before the cardholder leaves the airport. This will not be possible in the following circumstances;

- a. Deicing – The aircraft doors are closed and locked before deicing starts and we will be unable to gain a signature on this invoice due to timing.
- b. Rapid refueling – Creating an invoice takes time which defeats the purpose of a rapid refuel. Additionally, the crew does not open the canopy of the aircraft and so there is no opportunity to have paperwork signed. Loose articles around running engines (fuel tickets and writing implements) creates a FOD hazard.
- c. Cargo services – Invoice is calculated upon completion of cargo servicing and cannot be done in a timely

A: We understand that requiring signatures on invoices with detailed pricing before departure presents significant challenges, particularly in time-sensitive operations like

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deicing, rapid refueling, and cargo services. We acknowledge that strict adherence to this requirement can be challenging.

While we are committed to ensuring clear documentation and customer agreement on pricing, we are actively exploring alternative solutions.

Our goal is to find a balance between ensuring proper documentation and minimizing disruption to essential airport services. We are working diligently to find alternative procedures effectively and efficiently, and we will provide further updates as soon as they are available. We appreciate your patience and understanding as we work through these challenges.

Eser Bozbey 11:24 AM

Q: Can we have a specific contact to continue for European and Mediterranean conditions i.e. Consumption volume, locations and delivery methods?

A: Each solicitation will provide requirements being procured and contract information.

Daniel Mekicha 11:27 AM

Q: Hello – Thank you for the presentation.

Could you please provide insight into the average timeline between the release of an RFI, RFP / Solicitation and subsequent RFP / Solicitation response, and final contract award for COCO and GOCO opportunities? Additionally, what factors commonly drive extensions to RFP response deadlines?

A: When an RFI is published, DLA Energy is conducting market research, and it is not guaranteed an RFP will be issued. If an RFP is issued, it remains open for a minimum of 30-45 days with a target award within six to seven months. Extensions are granted for various reasons. Offerors will be notified at that time.

Cameron Po 11:28 AM

Q: Is there a prior award/solicitation for the Point Loma environmental contracts?

A: Yes, solicitation SPE603-22-R-0509 was posted to SAM.gov August 2022.