



# Industry CONNECTIONS

QUARTERLY NEWSLETTER

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## HIGHLIGHTS INSIDE THIS ISSUE

### PROGRAM SPOTLIGHT

Q3, FY 21 features  
DLA Energy's *Direct  
Delivery Fuels Program*

### SUPPLIER SURVEY

The 2020 DLA Vendor  
Satisfaction Survey  
results are in

### WWEC UPDATE

We are back! Check out  
the new dates for the  
2022 Conference

## A MESSAGE FROM THE COMMANDER AGILE AND ADAPTIVE

It was more than a year ago when we received the message that we would need to work from home due to COVID-19. I thought it would be for a short time and we would return to business as normal. But after 13 months into the pandemic, we continue to adjust to our new normal.

The DLA Energy workforce and our industry partners had to find new and innovative ways to communicate, collaborate, coordinate – all of those 'ates,' which are best done face-to-face. Through determination and ingenuity, we have made it work. From virtual meetings to meet-me-lines the critical work of supporting the warfighters' energy needs has continued uninterrupted.

As a 30-year military leader, I expect service members to be agile and adaptive. However, what I have seen during the past year are countless examples of our workforce, which is primarily civilian, and our industry partners, personifying the words agile and adaptive! It's been inspiring to see it in action. I'll ask our workforce and industry partners to continue to engage, remain agile and adaptive, it's more important now than it has ever been.

Thank you and stay safe!

*Vegas*



**JIMMY R. CANLAS**  
Brig. Gen., U.S. Air Force,  
Commander, Defense Logistics Agency Energy

# PROGRAM SPOTLIGHT

## DIRECT DELIVERY FUELS SHINES BRIGHTLY IN THE BEST-IN-CLASS CATEGORY

The Direct Delivery Fuels program is designated as "Best-in-Class" and is one of three business units in DLA Energy that buys petroleum products for its customers.

This coveted best-in-class designation is something we're proud of, said DDF Director Jim Shillingford. It means that Direct Delivery Fuels has been designated by the Office of Management and Budget as the mandatory source for all Department of Defense and federal civilian agency fuel requirements greater than 10,000 gallons per year in the continental U.S. and 20,000 gallons per year outside the continental U.S. The business unit supplies commercial grade aviation, diesel, gasoline, and heating fuels directly to DoD and federal civilian agency customers through three major programs.

The Posts, Camps and Stations, or PC&S program awards supply contracts primarily to local small business vendors who create their own supply chains to support contractual obligations. Most procurements require vendors to deliver fuel directly to the customer's installation, building or fuel tank. In addition to supporting these routine day-to-day fuel requirements, DDF also awards and manages the FEMA contingency support contract. This contract provides the fuel that supports relief efforts during presidentially declared disasters. Over the years this contract has provided fuel support for everything from hurricanes to ice storms, earthquakes, and wildfires. The current contract covers all 50 U.S. states as well as some U.S. territories.

The Mobility Fuels Division is comprised of the Into-plane and Ships' Bunkers programs.

Into-plane contracts are held at more than 450 commercial airports around the world, providing DLA Energy customers access to commercial jet fuel.

The Bunkers program has contracts in place at 109 commercial seaports around the world that provide access to marine gas oil for the U.S. fleet.

Direct Delivery Fuels also awards and administers the DLA Energy Fuel Cards programs which include, the Aviation Into-plane Reimbursement Card® (AIRCARD), Ships' Bunkers Easy Acquisition Card Order Management System® (SEACARD), Swipe SEA Card® and the DoD Fleet Card. These fuel cards are accepted by thousands of vendors worldwide, providing DLA Energy customers with yet another source of commercial fuel.

Direct Delivery Fuels is truly a whole of government fuel supplier. Its more than 700 long-term contracts contain over 7,000 contract line-item numbers and support the fuel requirements of the Department of Defense, and numerous federal civilian agencies, including the Departments of Homeland Security, Interior, Justice, State, NASA, the U.S. Post Office, and the Veterans Administration at more than 2,700 locations globally. The average performance period of a DDF contract is 3 to 5 years, with nearly 90 percent of these contracts being awarded to a small business. Direct Delivery Fuels's support to small businesses is the driving force behind DLA Energy's ability to meet its small business goals.

This will be another busy year for the business unit, but Shillingford said the Direct Delivery Fuels team is proud to be supporting the warfighter and its whole of government partners both at home and abroad.



### CURRENT ACQUISITIONS

#### Ground Fuels Division II

Germany (PC&S) Program  
Puerto Rico (PC&S) Program

#### Ground Fuels Division IV

Afghanistan (PC&S) Program

#### Fuel Card & Bunker Programs Division

Bunkers (PACOM) Program

### FUTURE ACQUISITIONS

#### Ground Fuels Division I

Philippines PC&S (1.6P) - Solicitation Summer 2021

#### Ground Fuels Division III

UK PC&S (1.8J) - Solicitation Spring 2021

#### Ground Fuels Division IV

Jordan PC&S (1.6V) - Solicitation Spring 2021

#### Fuel Card & Bunker Programs Division

AIR Card®/SEA Card® - Solicitation Summer 2021



All DLA Energy Contracting Opportunities can be found at:  
<https://beta.sam.gov>



# DLA ENERGY WORLDWIDE ENERGY CONFERENCE

## UPDATE

We are beyond excited to announce that we have secured dates for our 2022 Worldwide Energy Conference! The new dates for the conference are March 28, 2022, through March 30, 2022. As we did in 2010, 2017 and 2019, we'll host the conference at the Gaylord National Hotel at National Harbor, Maryland. Please be sure to check the conference website for updates, <http://dlaenergy-wwec.com/>.

**SAVE THE DATE!**  
March 28-30, 2022  
Gaylord National Hotel and Convention Center  
National Harbor, MD

**WE'RE BACK!**  
More than 2,000 military and government agency stakeholders joined us in 2019 seeking the latest products, technologies and services. Leaders in the energy field will meet again in 2022 to discuss how best to continue supporting the warfighter's energy needs. Be part of the conversation. Join us March 28-30, 2022!

**DLA ENERGY WORLDWIDE ENERGY CONFERENCE**  
Warfighter Readiness through Stronger Partnerships

DLA Energy Worldwide Energy Conference  
DLAEnergy-WWEC.com

**WHY ATTEND?**  
For more than 70 years Defense Logistics Agency Energy has enabled mission readiness by providing globally resilient energy solutions to the Warfighter and whole of government. The Worldwide Energy Conference has been an integral part of DLA Energy's history for decades. Don't miss this opportunity to be a part of our history!

Warfighter Readiness through Stronger Partnerships  
**DLA Energy Worldwide Energy Conference**  
March 28-30, 2022

**Proposed Agenda**

**Monday, March 28, 2022**  
Military Services Day  
Expanded Industry Day  
DLA Energy at a Glance Sessions  
Industry White Papers  
Pre-proposal Conferences  
Academia Sessions  
Special Networking Sessions  
Trade Show Opening Ceremony & Reception

**Tuesday, March 29, 2022**  
Conference Opening Networking Session  
Sessions & Trade Show

**Wednesday, March 30, 2022**  
Morning Networking Session  
Sessions & Trade Show  
Closing Networking Session

\* Events subject to change

The trusted leader in innovative energy solutions aligned with the speed of change

Check our website regularly!  
DLA Energy Worldwide Energy Conference  
[DLAEnergy-WWEC.com](http://DLAEnergy-WWEC.com)



## 2020 DLA VENDOR SATISFACTION SURVEY

We want to inform you of the results of the 2020 DLA Vendor Satisfaction Survey and the steps that DLA Energy is taking to address industry's comments. DLA Energy values frank and open communication, as reflected in the DLA Industry Engagement Plan, and will continue to initiate and respond to supplier interactions at all business levels.

Thank you for your responses; they have given us the opportunity to improve our business posture.

Our ability to successfully carry out our mission of supporting the Warfighter increases immensely with strong relationships with industry. All of our customers need us to work together seamlessly. To help strengthen those relationships, we will utilize our Supplier Advocacy Council or SAC. The SAC will:

- Develop a Supplier Action Plan to address industry's top concerns;
- Develop ideas to increase supplier participation in the 2022 vendor survey;
- Act as a supplemental point of contact for suppliers with non-contracting questions.

We specifically created the SAC to help our vendor partners work through issues that might otherwise go unresolved. The Council is here for your feedback and to seek innovative solutions that will lead to agency-wide improvements.

First and foremost, if you have any issues regarding a current procurement, or if you have questions about upcoming opportunities, please always contact your Contracting Officer or Contract Specialist. Also please remember that the SAC was created for you and is ready to assist.

The point of contact for the Council is the DLA Energy Supplier Advocates Team. You may contact them at [energy.industry-engagement@dla.mil](mailto:energy.industry-engagement@dla.mil).



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

We are always open to new ideas.

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