



Industry CONNECTIONS

Quarterly Newsletter

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Dear Valued Industry Partners,

As we enter a new year, I want to thank you for your collaboration and commitment to DLA Energy's mission.

Together, we've overcome challenges, driven innovation, and strengthened critical supply chains supporting our nation's defense.

This year, we celebrate the establishment of the DLA Energy Supplier Relations Division, dedicated to enhancing our partnerships through communication, collaboration, and innovation. Our team is committed to providing the support and advocacy you need to thrive in today's complex defense environment.

Looking ahead to 2025, we are eager to deepen our engagement with you through transparency and collaboration, fostering partnerships that create mutual value and contribute to our shared mission.

Thank you for your continued support and innovation. I look forward to achieving even greater success together.

Wishing you a prosperous 2025!



Ashleigh Johnson
Chief Supplier Relations
DLA Energy



FUELING RESILIENCE: DLA ENERGY'S SUPPORT FOR HURRICAN HELENE AND MILTON RELIEF EFFORTS

In the wake of Hurricane Helene and Milton, DLA Energy played a critical role in supporting the emergency response and recovery efforts. As communities in Georgia, North Carolina, and Florida faced widespread damage and disruption, DLA Energy stepped up to ensure an essential resource- fuel- was readily available to FEMA emergency responders, portable power generation for critical life and various emergency operations (hospitals, shelters, fire and rescue, etc....).

Working around the clock, DLA Energy coordinated with FEMA to deliver over 1.2 million gallons of fuel (Diesel, including Diesel Exhaust Fluid (DEF) and Gasoline) to affected areas. This fuel was crucial for powering emergency vehicles, generators, and equipment that supported life-saving efforts, restored infrastructure, and provided comfort to those impacted by the storms.

"This mission was a testament to the dedication and expertise of the DLA Energy team," said Katie Richardson, Contracting Officer, Direct Delivery Fuels. "The seamless coordination between DLA Energy, our supplier, FEMA, and local partners ensured we could respond swiftly and effectively to this Presidentially Declared disaster/national emergency."

The 24/7 operation showcased DLA Energy's commitment to readiness and resilience, with team members monitoring fuel levels, managing logistics, and overcoming challenges to meet FEMA's urgent requests.

As the affected communities continue their recovery, DLA Energy will remain postured to support future deliver of petroleum as necessary and as a steadfast partner, ready to support diasaster relief efforts wherever and whenever they are needed.

2024 DLA SUPPLIER SATISFACTION SURVEY

REMINDER TO COMPLETE THE SURVEY

In alignment with the DLA Industry Engagement Plan, DLA Acquisition is sponsoring the 2024 Supplier Satisfaction Survey. Invitations have been sent to companies that conducted business with DLA in FY23 and FY24 via the Government POC email listed in SAM.GOV. If you did not recieve an email invitation, please access the survey using the provided link below:

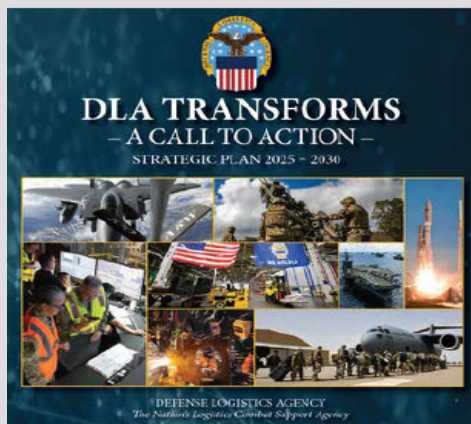
<https://www.research.net/r/2024DLASupplierSurvey>

This voluntary survey aims to better understand the factors influencing supplier satisfaction and will evaluate four key areas: DLA-Supplier Relationship, DLA Communication, Growth and Profit Potential, and DLA Effectiveness.

We kindly request that each organization select a single representative-someone knowlegdeable about the full scope of your interactions with DLA- to complete the anonymous survey. Your feedbacck is vital for helping DLA refine its practices and enhance the supplier experience.

For questions, please contact us at: energy.industry-engagement@dla.mil

DLA RELEASES NEW STRATEGIC PLAN FOR 2025-2030



The new [DLA Strategic Plan for 2025-2030](#) is shaped by extensive agency assessments and input from past and present DLA leaders, the Military Services, Combatant Commands, international allies, and industry partners. It focuses on four key imperatives- People, Precision, Posture, and Partnerships- all rooted in DLA's mission, vision, enduring values, and operating principles. This plan signals the urgent need for change and provides a clear path forward for DLA's continued transformation.

To read more about the DLA Strategic Plan and view a [video message](#) from DLA Director, LTG Mark Simerly, please visit our webpage at <https://www.dla.mil/Info/Strategic-Plan/>.

JOIN US FOR A VIRTUAL LUNCH & LEARN: *THE DLA MENTOR-PROTÉGÉ PROGRAM*



We are excited to invite you to our upcoming Virtual Lunch & Learn session, designed specifically for current and potential DLA Energy suppliers. This \ informative session will focus on the DLA Mentor-Protégé Program (DLA MPP), a unique initiative that helps eligible small businesses (protégés) enhance their qualifications and compete for prime contract and subcontract awards partnering with experienced DoD contractors (mentors).

What to Expect:

During this session, we'll provide:

- A comprehensive overview of the DLA Mentor-Protégé Program.
- Insights into how the program operates and its key benefits.
- Expectations for DLA, mentors, and protégés.
- Practical do's and don'ts to help you succeed in the program.

Event Details

Date: January 15, 2025

Time: 11:00 AM - 12:00 PM

Speaker: Ms. Armenthia "Mint" Massey, Procurement Analyst, DLA Headquarters Office of Small Business Programs

Location: ZoomGov (Registration Required)

Don't Miss Out!

Secure your spot today and be part of this insightful event.

https://www.zoomgov.com/webinar/register/WN_JNppxLqER6ODynphHcOKsg

Let's work together to create partnerships that strengthen businesses and enhance opportunities in the defense sector!



Thank you for taking the time to read this issue of the Industry Connections newsletter. We greatly appreciate your interest and support. If you have any suggestions for future issues or questions about the content, please don't hesitate to reach out to our Supplier Relationship Team at energy.industry-engagement@dla.mil. Your feedback is invaluable in helping us make each issue even better!

DEMAND PLANNING

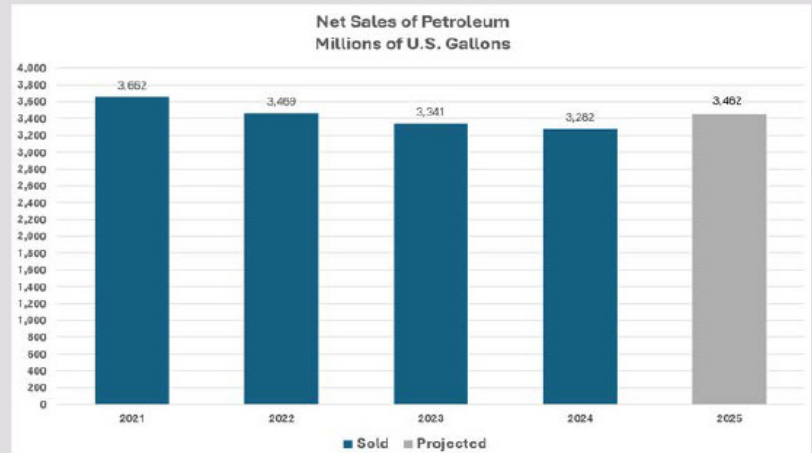
Petroleum Sales Trends Reflect Global and Operational Changes

DLA Energy's net sales of petroleum products have been heavily influenced by global events and operational shifts.

Since 2022, demand declined by approximately 5%, largely due to reduced military operations in the Middle East following the Afghanistan withdrawal. Monthly fuel consumption in the region dropped significantly, from 48M gallons in September 2019 to 16M gallons in August 2022- a 32M gallon decrease.

Additionally, the Air Force has been working to reduce aviation fuel consumption by 1% annually, beginning in FY22. These trends persisted through FY24, with overall petroleum sales decreasing by 2%, driven by a 7% decline in Army demand and a 4% decline in Air Force demand.

Looking ahead to FY25, projections indicate a 5% increase in net sales as operational tempo rises. The Army is forecasting a 10% increase in demand, with additional growth expected from the Air Force and Marine Corps.



DLA ENERGY OUT AND ABOUT HIGHLIGHTS

DLA Energy took part in several industry events this fall. The following highlights a selection of these engagements.

***DLA Energy's participation is not based on preferential treatment and is not an endorsement of the Non-Federal Entities.*



On October 30-31, 2024, DLA Energy joined DoD, DOE, and industry representatives at the [Microgrids & Energy Resilience Summit](#) to discuss integrating microgrids and distributed energy resources across the defense energy ecosystem. Topics included microgrid deployment, operational efficiencies, and reliable power for critical infrastructures.

Highlights featured briefings from HON Ravi Chaudhary (Assistant Secretary of the Air Force) on microgrid initiatives and RDML George Bresnihan (Commander, DLA Energy) on how Utility Energy Privatization strengthen energy resilience. Industry partners also showcased cutting-edge power generation, smart distribution, and energy storage technologies.

Aerospace Energy attended the [Helium Super Summit 2024](#), a premier event bringing together key global stakeholders across the helium industry. The summit provided valuable insights and connections to better understand current and future market trends including supply-outlooks for electronics and other expanding sectors. Aerospace Energy's three representatives engaged with existing and potential vendors, aiming to broaden supplier competition for future procurements. Plans are already underway to attend the 2025 event.



If there's an event you believe DLA Energy should consider attending, please let us know at energy.industry-engagement@dla.mil. We appreciate your suggestions!