

# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

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## DLA CEO Roundtable Meeting: Subsistence

Hosted by VADM Mark Harnitchek

March 30, 2012



# Subsistence CEO Roundtable

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- **Date: March 30, 2012**
- **Time: 0900 – 1200**
- **Location: CCR**

## AGENDA

<b>0900-0915</b>	<b>Director's Welcome and Opening Remarks</b>
<b>0915-0945</b>	<b>Operations Picture</b>
<b>0945-1145</b>	<b>Dialog on Major Issues</b>
<b>1145-1200</b>	<b>Final Discussion and Wrap Up</b>

### Attendees:

**VADM Mark Harnitchek, D**

**Fred Pribble, DG**

**Ms. Nancy Heimbaugh, J7**

**William Kenny, DLA Troop Support**

**Mr. Ted Case, DV**

**Mr. Redding Hobby, Deputy J3**

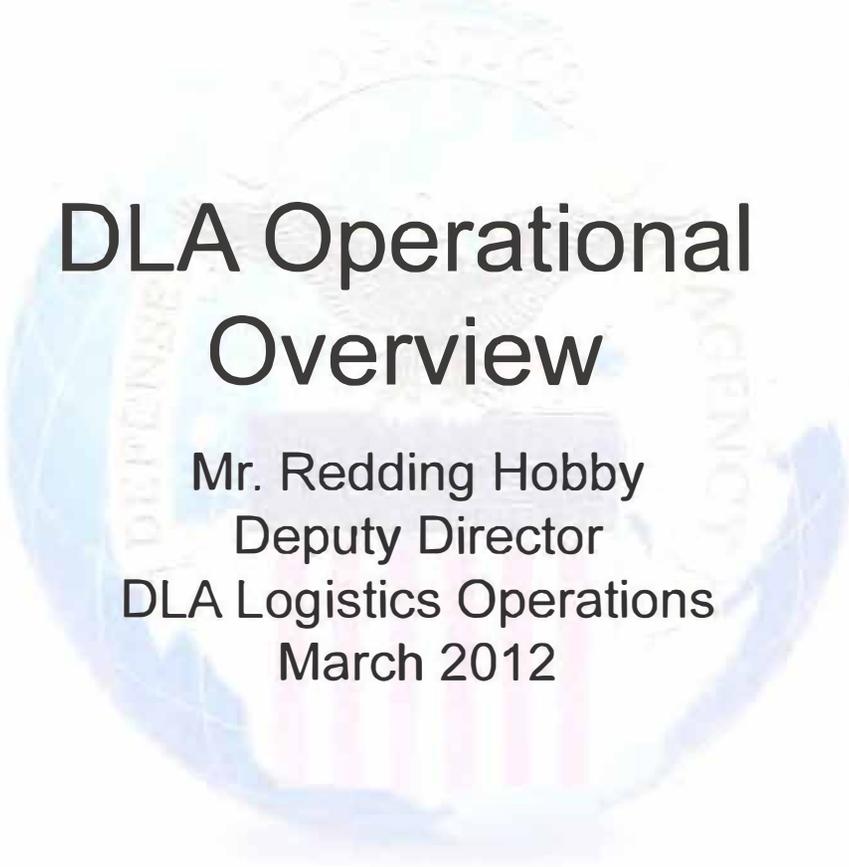
**RDML David Baucom, DLA Troop Support**

**CEOs of Subsistence Industry**

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## DLA Operational Overview

Mr. Redding Hobby  
Deputy Director  
DLA Logistics Operations  
March 2012



# Mission: Supporting the Warfighter

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**We are America's combat logistics support agency. Our mission is to provide best value integrated logistics solutions to America's Armed forces and other designated customers in peace and in war, around the clock, around the world.**





# We Are DLA

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- **America's Combat Logistics Support Agency**
  - 25,557 Civilians, 550 Active Duty Military, 757 Reservists
  - Located in 48 States/28 Countries
- **Global Support To Warfighters by:**
  - Processing an average of 114.2K requisitions per day
  - Producing an average of 11,010 contract lines awarded per day
  - Staffing 26 Distribution Depots Worldwide
    - Processed 20.0M Receipts and Issues during the past 12 months
  - Managing nearly 5M items through eight supply chains
  - Supporting more than 2,178 Weapon Systems
  - Providing over 84% of Services' repair parts
  - Providing nearly 100% of Services' subsistence, fuels, medical, clothing & textiles, construction & barrier material



# We Are DLA

*in Elite Company*

- **FY04-FY11 sales/services of \$28-\$46B**
  - #52 on the Fortune 500 list
  - FY 12 projected revenue of \$42.5B
  - Second largest storage capacity of the top 50 Distribution Warehouses (Only DHL has more)
  - 129.5M Barrels of Fuel sold in FY 11 and 130.5M in FY 10
  - Reused, transferred, donated and disposed of over \$27B in material across the supply chain during FY 11
  
- **Our reach extends far beyond DOD**
  - Foreign Military Sales program supports 118 Nations
  - \$2.46B in Foreign Military Sales in FY11 (as of March 2011)
    - 596K shipments
  - Supports Worldwide Humanitarian Relief
    - Japan Earthquake – Operation TOMODACHI
      - \$9.9M in Energy
      - 163 tons of supplies worth \$2.6M
    - Federal Emergency Management Agency
    - Other federal and designated state and local customers



# Full Spectrum Global Support





## Guiding Principles

1. More disciplined use of defense dollars
2. Apply strategic guidance to force structure and investment
3. The All-Volunteer Force is foundation of our military
4. Fully support deployed warfighters

***Formulated New Strategy to Guide Budgetary Decisions***

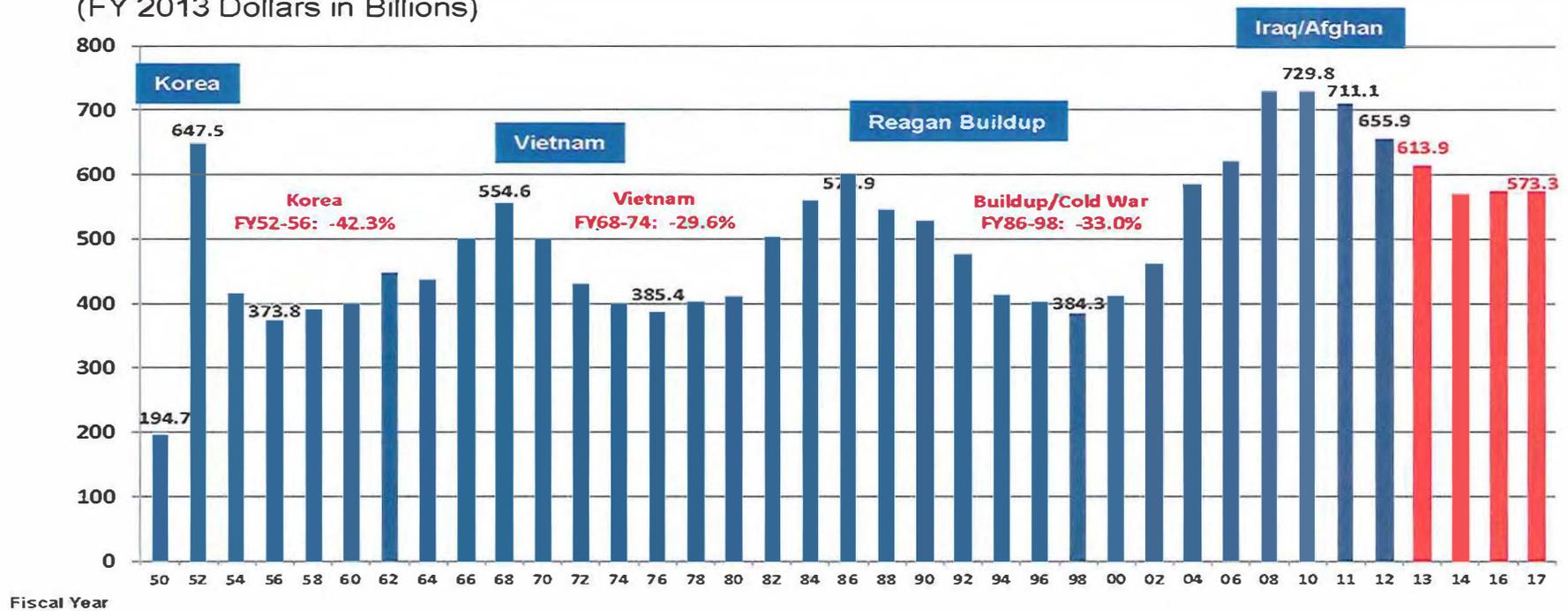


# Total Budget Trends

(Including supplemental and OCO funding)

**FY10 – 17:  
-21%/-156B**

(FY 2013 Dollars in Billions)



Projections (re bars) assume FYDP plus \$44.2 billion annual placeholders for OCO in years beyond FY 2013



# Disclaimer

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- DLA notes that any discussion of requirements and possible future procurements does not constitute a commitment by DLA and should not be relied upon in planning future courses of action. DLA will provide public notice of procurements using means such as FedBizOpps.gov in accordance with applicable law and regulation.
- Any discussion of current contracts does not constitute a change to the terms or conditions of those contracts, including performance requirements. If anyone in attendance at this meeting believes that the discussion indicates a change in a current contract's terms and conditions or a need for such change, please contact the contracting officer for that contract.

- DLA General Counsel



# Overarching Agenda Topics

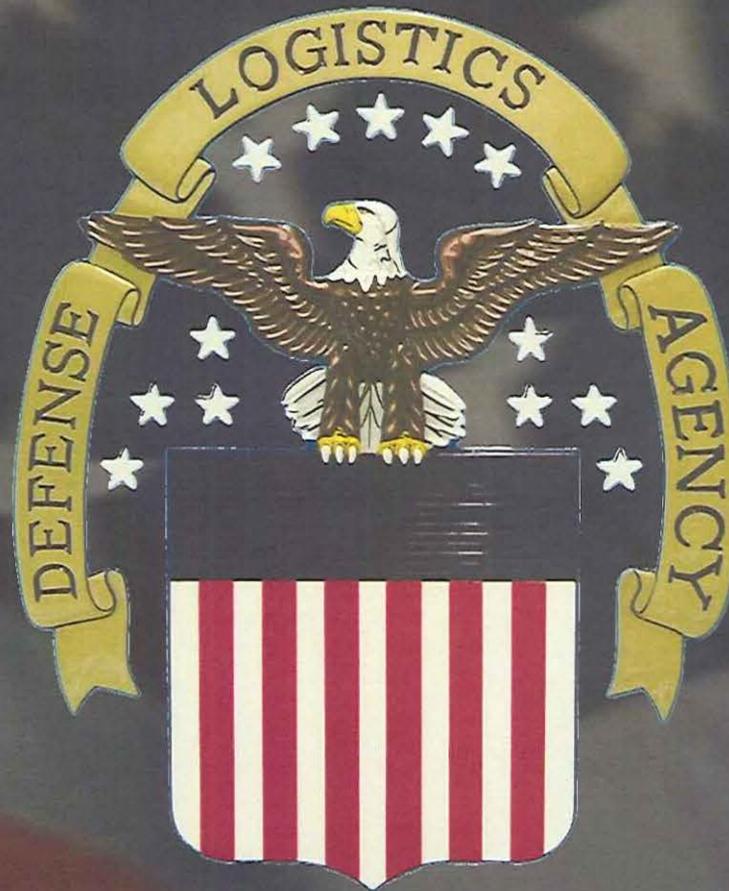
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## General Topics:

- What is the current status of the industry?
- What do you think about the current government and industry relationships?
- How do you think DLA can leverage our partnerships?
- What do you need from us to increase efficiency?
- How do we establish lines of communication and strategies to deal with coming adjustments in troop strength?
- What challenges do you have in meeting socioeconomic goals?

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WARFIGHTER SUPPORT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT