



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA ENERGY WORLDWIDE ENERGY CONFERENCE

DIRECT DELIVERY FUELS

APRIL 10, 2017



Overview

- **Mission**
- **Organization**
- **Products**
- **Customers**
- **Program Areas**
 - **Posts, Camps and Stations**
 - **Into-Plane**
 - **Bunkers**
- **Future Acquisitions**
- **Highlights**
- **Challenges**
- **Questions**



Mission

DLA ENERGY

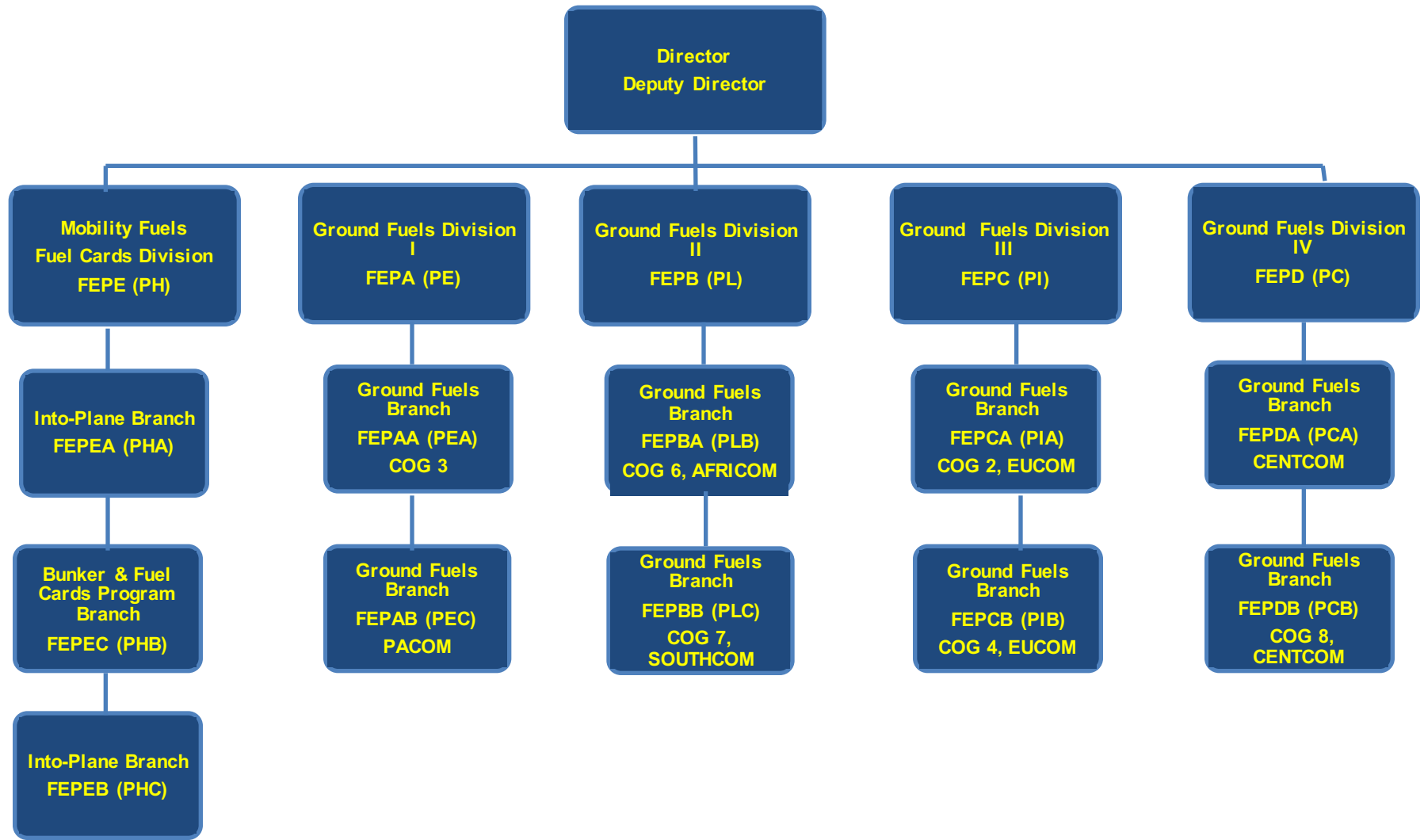
To provide Department of Defense (DoD) and other Government Agencies with comprehensive energy solutions in the most effective and economical manner possible

DDF

To manage the worldwide acquisition and integrated material management of commercial fuels delivered directly to the customer. Support short-notice provisioning of fuels to the warfighter for worldwide contingency operations



DDF Organization





Commercial Fuel Products

- **Motor Gasoline (MOGAS)**
- **Gasohol**
- **Ethanol-based alternative fuels**
- **Automotive Diesel**
- **Biodiesel**
- **Kerosene**
- **Heating Oil**
- **Jet Fuel (Jet A, Jet A1, JP8)**
- **Aviation Gasoline (AVGAS)**
- **Marine Gas-Oil (MGO)**
- **Intermediate Fuel Oils**





Customers

- **Army and Army National Guard/Reserves**
- **Navy and Marine Corps**
- **Air Force and Air Force Reserves**
- **Other DoD Activities**
- **DHS, GSA, NASA, DoJ, DoS**
- **Commerce, Agriculture, Transportation**
- **Postal Service, VA, Interior, Energy**
- **Other Federal Civilian Agencies, State Department and DC Government**





Posts, Camps & Stations

- Support the Warfighter, Military Services and Federal/Civilian Agencies with commercial ground fuels worldwide

Ground Fuel Contracts

- Periodic economic price adjustment
- Inventory for capitalized products
- Automatic fill for heating oil (30%)
- Decentralized orders & payment
- LPTA/Best Value Contracting
- Organized by contractors/customers
- Support of OFS/OIR

Contract Coverage – FY2016

Domestic:

- 214 Contracts
- 1,725 Activities Supported
- \$6.2B Contract Value
- 51.3M Barrels

Overseas:

- 117 Contracts/38 Countries
- 346 Activities Supported
- \$5.4B Contract Value
- 46.2M Barrels





Into-Plane

- Support the Warfighter, Military Services and Federal/Civilian Agencies with aviation fuels at commercial airports worldwide

Into-Plane Contracts

- Use AIR® Card to order
- Any government agency can order any item at any location
- Periodic economic price adjustment
- No government inventory or facilities

Contract Coverage – FY2016

Domestic:

- 326 Locations Supported
- 374 Contracts
- \$2.38B Contract Value
- 13.4M Barrels

Overseas:

- 131 Locations Supported/85 Countries
- 32 Contracts
- \$1.67B Contract Value
- 7.2M Barrels

Total Sales

- \$531M Contract
- \$146M Non-contract





Commercial Bunkers

- **Support the Warfighter, Military Services and Federal/Civilian Agencies with ship propulsion fuels at commercial seaports worldwide**

Ships Bunkers Contracts

- **Any government agency can order any item at any location**
- **Periodic economic price adjustment**
- **No government inventory or facilities**
- **Local Purchase in SCOMS since July 1, 2008**



Contract Coverage – FY2016

Domestic:

- **73 Ports Supported**
- **21 Contracts**
- **\$383M Contract Value**
- **2.77M Barrels**

Overseas:

- **58 Ports Supported/35 Countries**
- **29 Contracts**
- **\$976M Contract Value**
- **7.07M Barrels**

Total Sales

- **\$111M Contract**
- **\$31M Non-contract**



Ground Fuels Division I

- **Domestic – COG 3 (8 states)**
 - **Ohio, Indiana, West Virginia, Kentucky**
 - **Tennessee, Virginia, Maryland, Delaware**
 - **District of Columbia**
- **Overseas – PACOM**
 - **Alaska, Hawaii, Korea, Japan**
 - **Philippines, Thailand, Guam, Australia**



Future Acquisitions

- **COG 3 PC&S Program**
 - **Approximately 352 delivery locations**
 - **Products: Diesel Fuel, Gasoline, Heating Oil, Alternative Fuels**
 - **Contract performance period starts 1 AUG 17**



Ground Fuels Division I

- **All vendors interested in offering on solicitations should register early in AMPS as registration can sometimes take up to 30 days to complete**
- **It would be beneficial for all vendors to contact your Contracting Officer to inform them of all locations you are willing and capable of providing fuel support; this will allow your company to be included on various bidders lists for different programs**
- **Be sure and register on the Federal Business Opportunities (FBO) website and select DLA so you are notified of all current solicitations available to submit offers**
- **Points of Contact**
 - **Karen Hammack (Division Chief) – (703) 767-9550**
 - **Chihwei Liu (Contracting Officer) – (703) 767-8398**
 - **Georgia Dotson (Contracting Officer) – (703) 767-8460**



Ground Fuels Division II

- **Domestic – COG 6 (14 states)**
 - Michigan, Wisconsin, Illinois, Minnesota, Iowa
 - North Dakota, South Dakota, Nebraska, Kansas
 - Oklahoma, Texas, Colorado, Wyoming, New Mexico
- **Domestic – COG 7 (4 states)**
 - California, Arizona, Nevada, Utah
- **Overseas – AFRICOM**
 - Cameroon, Cape Verde, Central Africa, Chad, Djibouti
 - Ivory Coast, Kenya, Liberia, Niger, Nigeria, Senegal
 - Somalia, South Sudan
- **Overseas – SOUTHCOM**
 - Honduras, Colombia



Future Acquisitions

- **Colombia PC&S Program**
 - **Approximately 9 delivery locations**
 - **Products: Jet A-1; Diesel Fuel, Gasoline**
 - **Contract performance period starts 1 AUG 17**

- **Africa PC&S Program**
 - **Approximately 50 delivery locations**
 - **Products: JP8; Diesel Fuel; Gasoline; AVGAS**
 - **Contract performance period starts 1 AUG 17**

- **Germany PC&S Program**
 - **Approximately 46 delivery locations**
 - **Products: Diesel Fuel; Gasoline, Fuel Oil Burner**
 - **Contract performance period starts 1 OCT 17**

- **Honduras PC&S Program**
 - **Approximately 3 delivery locations**
 - **Products: Jet A-1; Diesel Fuel; Gasoline**
 - **Contract performance period starts 1 JAN 18**



Ground Fuels Division II

- **SAM registration – all vendors need to understand that they need to be properly registered in SAM; but before this they must first obtain a DUNS # (www.dnb.com)**
- **DIBBS registration – is required to get official award/delivery orders. DIBBS automatically prefills registration from SAM which is pulled from the vendor CAGE code**
- **FedBizOpps – vendors need to register in FBO and signup for “SPE600” to receive notifications of DLA Energy solicitations**
- **Points of Contact**
 - **Jastar Singh (Division Chief) – (703) 767-9509**
 - **Tonya Sterling (Contracting Officer) – (703) 767-9561**
 - **Marty Pratt (Contracting Officer) – (703) 767-9525**



Ground Fuels Division III

- **Domestic – COG 2 (9 states)**
 - **Maine, Vermont, New Hampshire**
 - **Massachusetts, Connecticut, Rhode Island**
 - **New York, Pennsylvania, New Jersey**
- **Domestic – COG 4 (9 states)**
 - **North Carolina, South Carolina, Georgia, Florida**
 - **Alabama, Mississippi, Louisiana**
 - **Arkansas, Missouri**
- **Overseas – EUCOM**
 - **Spain, Italy, Greece, Azores, Poland, United Kingdom**
 - **Romania, Bulgaria, Poland, Estonia, Latvia, Lithuania**
 - **Luxemburg, Belgium, Netherlands**



Future Acquisitions

- **Benelux PC&S Program**
 - Approximately 8 delivery locations
 - Products: Diesel Fuel; Gasoline; Fuel Oil Burner #2; Frost Free Additive
 - Contract performance period starts 1 OCT 17
- **Eastern Europe PC&S Program**
 - Approximately 28 delivery locations
 - Products: JP8; Jet A-1; MGO; Diesel Fuel; Gasoline
 - Contract performance period starts 1 APR 18
- **United Kingdom PC&S Program**
 - Approximately 42 delivery locations
 - Products: Diesel Fuel; Gasoline; Kerosene
 - Contract performance period starts 1 JUL 18



Ground Fuels Division III

- **Basic Ordering Agreement – solicitation will be issued within the next 12 months for vendors who are interested in offering on fuel requirements in COG's 2 & 4**

- **Points of Contact**
 - **Cynthia Wicklund (Division Chief) – (703) 767-2603**
 - **Damoris Nibbs (Contracting Officer) – (703) 767-2493**
 - **Juebiline Mbandi (Contracting Officer) – (703) 767-8580**



Ground Fuels Division IV

- **Domestic – COG 8 (4 states)**
 - Washington, Oregon, Idaho, Montana

- **Overseas - CENTCOM**
 - Afghanistan, Iraq, Jordan, Kuwait, Qatar
 - Syria, United Arab Emirates, Bahrain, Egypt

- **Overseas - EUCOM**
 - Turkey, Israel



Future Acquisitions

- **Afghanistan (US Embassy, Kabul)**
 - **Approximately 3 delivery locations**
 - **Products: Diesel Fuel; Gasoline**
 - **Contract performance period starts 1 MAY 17**

- **Jordan PC&S Program**
 - **Approximately 9 delivery locations**
 - **Products: JP8; diesel fuel; gasoline**
 - **Contract performance period starts 1 JUL 17**

- **Qatar PC&S Program**
 - **Approximately 2 delivery locations**
 - **Products: Diesel Fuel; Gasoline**
 - **Contract performance period starts 1 APR 18**

- **Afghanistan PC&S Program**
 - **Approximately 11 delivery locations**
 - **Products: F34; Diesel Fuel; Gasoline**
 - **Contract performance period starts 1 JUN 18**



Ground Fuels Division IV

- All prime vendors and subcontractors must be registered in the Joint Contingency Contracting System (JCCS) to be considered for contract award in the CENTCOM AOR. For information on system registration, please visit www.jccs.gov.
- Vendors will be required to provide tank batch certificates of quality (COQ's) represented for all fuel deliveries under the resultant contract/order for approval prior to any deliveries
- Non-BOA holders must first respond to the requirements to enter into a BOA, as set forth in Solicitation SP0600-15-R-0210, which is available on the FedBizOpps website (www.fbo.gov). Please note as stated in the solicitation that DLA Energy evaluates new BOA requests on the 15th of each month
- Points of Contact
 - Jamaal Rose (Division Chief) – (703) 767-9506
 - Pamela Barber (Contracting Officer) – (703) 767-8481
 - Daniel Baker (Contracting Officer) – (703) 767-9520



Mobility Fuels/Fuel Cards Division

- **Into-Plane Programs (6)**
 - **Domestic East, Central, South & West**
 - **Overseas East & West**

- **Bunker Programs (6)**
 - **Domestic**
 - **Overseas CENTCOM, EUCOM, AFRICOM, PACOM, SOUTHCOM**



Future Acquisitions

- **Into-Plane Overseas West**
 - Approximately 68 airport locations
 - Products: Jet A-1 w/Additives; Jet A-1 w/o Additives
 - Contract performance period starts 1 OCT 17
- **Into-Plane Domestic West**
 - Approximately 321 airport locations
 - Products: Jet A w/FSII; Jet A w/o FSII
 - Contract performance period starts 1 APR 18
- **Bunker Overseas SOUTHCOM**
 - Approximately 15 port locations
 - Products: MGO via barge, truck and pipeline
 - Contract performance period starts 1 OCT 17
- **Bunker Overseas CENTCOM/EUCOM**
 - Approximately 24 port locations
 - Products: MGO via barge, truck and pipeline
 - Contract performance period starts 1 OCT 18
- **Bunker Overseas AFRICOM**
 - Approximately 15 port locations
 - Products: MGO via barge, truck and pipeline
 - Contract performance period starts 1 OCT 18



Mobility Fuels/Fuel Cards Division

- Firm fixed price w/EPA requirements type contracts
- Offerors must submit a commitment letter from suppliers with initial offer
- Into-Plane – overseas taxes will not be paid
- Into-Plane – quality assurance provisions stated in “C2” clause
- “SAM” registration current
- Non-responsiveness to a QAR request to schedule a “Pre-Award Survey” could result in no award

- Points of Contact
 - Anwar Ali (Division Chief) – (703) 767-8501
 - Terry Perry (Into-Plane Contracting Officer) – (703) 767-0193
 - Alberto Williams (Into-Plane Contracting Officer) – (703) 767-3281
 - Diana Knight (Bunker Contracting Officer) – (703) 767-9538



Highlights

- **Afghanistan Support**
 - **Supply Chains**
 - **Storage**
- **Iraq Support**
- **Vendor Vetting**
- **Exercise Support**



Challenges

- **Expedited Contract actions**
- **Remote Locations**
- **Infrastructure/product acceptability**
- **Dangerous delivery locations**
- **Mission failure not an option**



Q & A

Questions?