



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Energy
Bulk Supply Chain
Services (FES)



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BULK PETROLEUM SERVICES

Bulk Petroleum Supply Chain Services (FES)	
Frank Pane – Director	3541
Erin Ralph – Deputy Director	8461

CONUS Storage/Services Contract Division (FESA)	
Patricia Littlejohn – Room 2942	8641

CONUS/OCONUS Storage & Lab Testing/Services Contract Division (FESB)	
Shedric Crump – Room 2935	9347

International Agreements Division (FESC)	
David Alexander Jr.	9396

CONUS GOCO Storage Branch (FESAA)	
Ryan Dondero – CO	8494
Army/Navy Optimizations, Aircraft Refueling & Misc Domestic Large Purchases Branch (FESAB)	
Owen Hassig – CO	9328
Environmental & GOCO Branch (FESAC)	
Heather Adams – CO	8486

OCONUS GOCO & AF/USMC Optimizations Branch (FESBA)	
Alicia Williams – CO	9340
OCONUS COCO Storage & OCONUS Lab Testing Branch (FESBB)	
Gordon Braxton – CO – 29P-D5	1277
CONUS COCO Storage & CONUS Lab Testing Branch (FESBC)	
Lake Mitchell – CO - 29P-G5	9694



2017 AOP Alignment

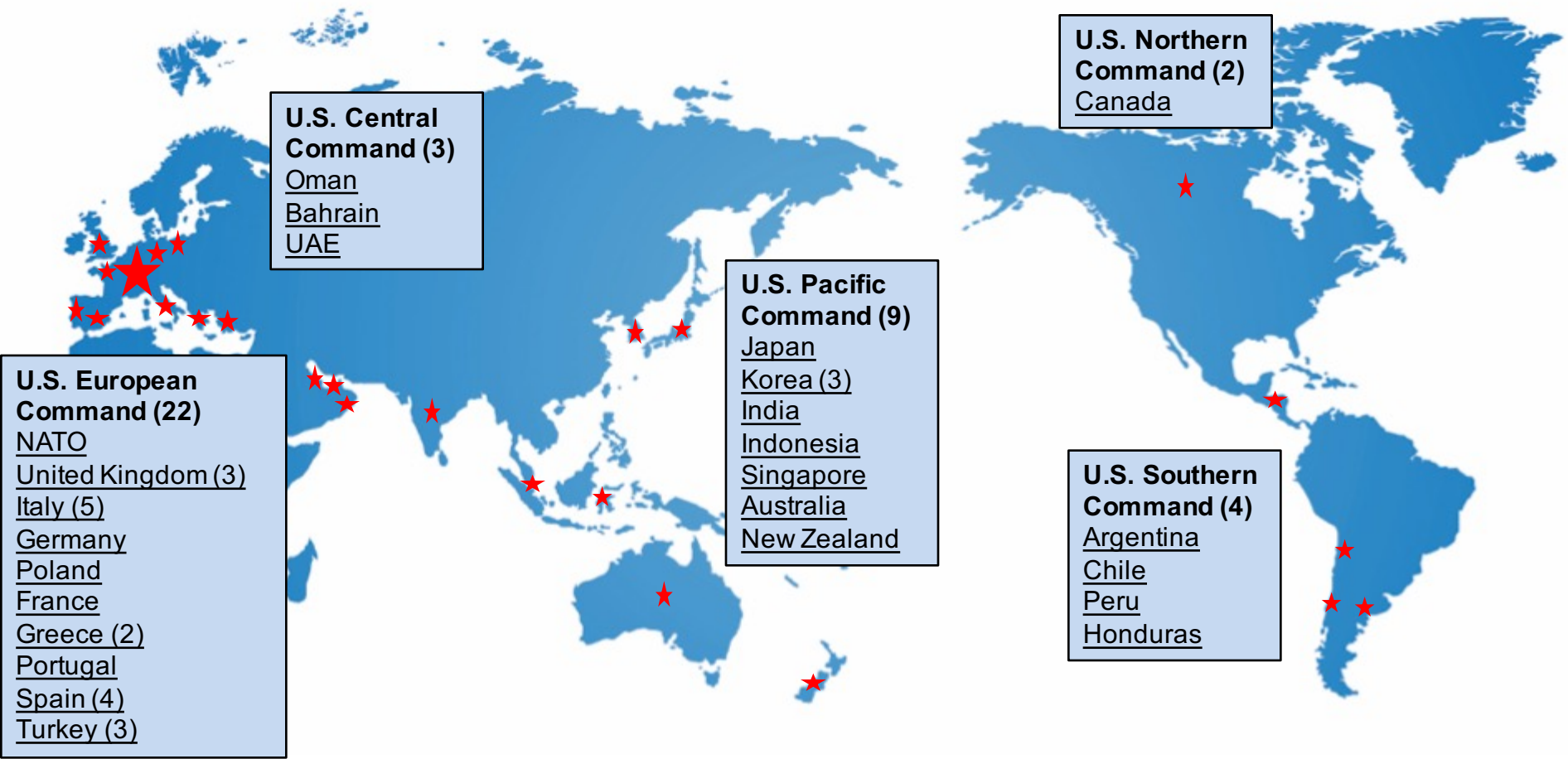
Goal 1 (Warfighter First), Initiative 1 (Execute Global Fuel Support Strategy):

- Worldwide Class III support
 - Approx. 200 contracts, annual value \$325M
 - Contractor Owned/Contractor Operated (COCO) Storage
 - Government Owned/Contractor Operated (GOCO) Storage
 - Optimizations
 - Other: Environmental, Aircraft Refueling, Laboratories
 - International Agreements – annual value ~\$900M
 - 40 FEAs/FSAs/DBAs



International Agreements

<u>Agreement Type</u>	<u>Agreements</u>
Fuel Support Agreements - product/service	14
Fuel Exchange Agreements - exchange/sales	26





Doing Business With FES

- Small Business Emphasized
 - Commercial Services
- Contracts:
 - Unique – imbedded with the Warfighter
 - Proposals – “Stand on their own”
 - LPTA vs. Trade-Off



Source: NAVSUP Energy



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Doing Business With FES (cont'd)

- “Relationships”
 - Contracting Officer/COR
 - Contractor/COR
 - COR/Base
 - Contractor/Warfighter



Source: NAVSUP Energy



Source: NAVSUP Energy



QUESTIONS?