

# Fuel Line

Defense Energy Support Center

April 2008



**Inside this issue:**  
**Can DoD help budding biofuels industry?**  
**Fuels Manager Defense 6.0 hits milestone**  
**Beyond the warfighter – DESC's non-DoD customers**

# From the Director

## Taking care of #1 — the warfighter



**Acting DESC Director  
Patrick J. Dulin**

**Customer  
Service. That,  
in a nut shell,  
is the  
touchstone of  
my personal  
philosophy.**

Thanks to everyone for welcoming me into the Defense Energy Support Center family. As I take on the role of acting director, I know you'll join me in wishing "Godspeed" to Sandy Sanders who left in early April. I fully expect a new DESC director to be in place before the end of the summer because finding a world-class leader for DESC is one of Defense Logistics Agency Director Lt. Gen. Robert Dail's top priorities.

Don't expect any new changes to policy, procedures, standards or programs during this transition period. We are steaming ahead with our planned reorganization, plans of action and milestones for auditability, implementation of the National Security Personnel System, hiring and the like.

And, most importantly we continue full steam ahead with the critical mission of ensuring our warfighters have what they need, when and where they need it, and at the cheapest price possible. Customer Service. That, in a nut shell, is the touchstone of my personal philosophy. Are we truly taking care of that young man or woman aboard ship, in the field, the truck, the plane?

In my 30-plus years as a Marine and as a Defense Department civilian in logistics and acquisition, I have never heard of an instance where fuel was a limiting factor for America's warfighters – weather, ammunition, equipment, yes – but never fuel. That, in and of itself, is a great testament to the professionalism of the DESC team. It's a big part of why DESC has a reputation around the globe as an absolutely world-class team.

But, what worked yesterday may not work today or tomorrow. We must continually strive to understand the warfighter so we can work today to position ourselves to provide equally great support in the future.

Another personal philosophy is Transparency. With me, what you see is what you get – no hidden agendas. Oh, I'm taking care of #1 all right – but #1 is the warfighter! Transparency builds confidence in our customers and among ourselves that we will meet our challenges with commitment and excellence.

I find we most effectively serve the warfighter and ourselves when everyone has the power to make a difference. We must be adaptable and flexible to stay ahead of the enemy and the competition. Empowerment – my third philosophy — is essential to our success.

In DESC, the greatest source of energy we have is YOU — your brainpower, your initiative, your dedication to country. So, I will continue to push power and authority down to the execution level — to the maximum extent possible under the law.

DESC is an awesome team, but our country is facing awesome, scary enemies. America counts on us to continually capitalize on our abilities to successfully understand, respond to and anticipate our country's needs. For us, every day is D-Day!

*Patrick J. Dulin*

DESC provides effective, economical and comprehensive energy solutions for the Department of Defense and other customers.



# Fuel Line

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*On the cover: A U.S. Postal Service employee delivers a package. The Defense Energy Support Center provides gasoline to the Postal Service through the Direct Delivery program. (Photo courtesy of the U.S. Postal Service.) See the story on non-DoD customers on page 12.*



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## Executive Agent community raises the standard...ization bar

By Tom Ashman  
Executive Agent Office

The Defense Energy Support Center Executive Agent Office received the 2007 Honorary Defense Standardization Program Achievement Award in an Arlington, Va., ceremony March 4 in recognition of its accomplishments in helping the Defense Department standardize fuels-related support equipment. The military services significantly increased interoperability and cost savings because of the EA team's work.

EA and its four integrated process team leaders published a joint performance specification for collapsible fuel tanks; assisted in revising standards detailing requirements for aircraft refueling nozzles; developed policy reducing the number of different fuel filter elements from the current 30 to six in new filter/separators; merged lesson plans and consolidated fuels quality training at Fort Lee, Va.; and reviewed area laboratory functions worldwide to ensure economy and efficiency of operations.

DESC accepted the award knowing that it was the petroleum, oil and lubricant community that had earned the recognition.

"The EA office's project managers have performed remarkably to attain the identified potential payoff of \$119 million over a 20-year life cycle. The accomplishments, however, were driven

by teamwork and cooperation and a lot of persistent participation by the military services and combatant commands," said Bill MacLaren, acting director of the EA Office.

The award was presented to the EA team members who worked in the office during the award year – Larry Woolverton, Shawn Simon, Rick Iwanski, Jim Eberhardt, and Bill MacLaren.

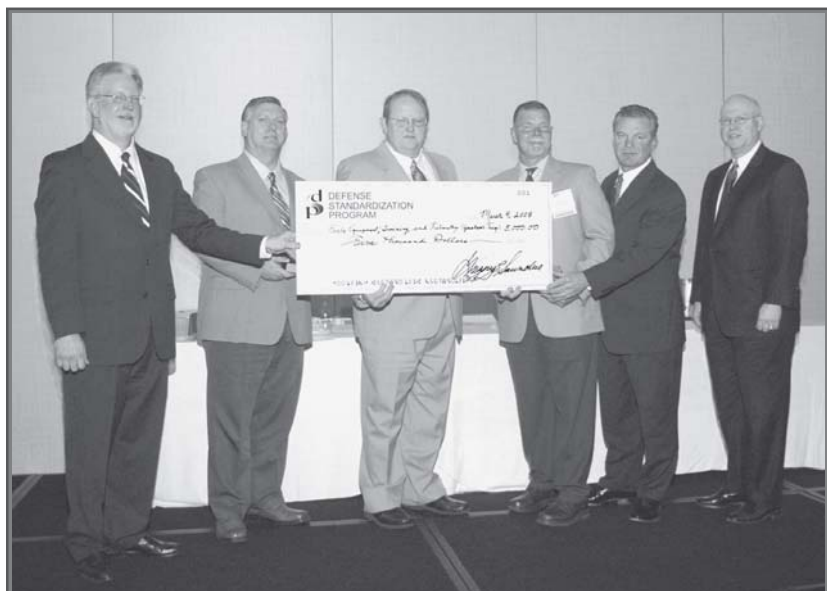
Woolverton and Simon have since left DESC.

The pot was sweetened when DESC was also awarded the Grand Prize among all the 2007 standardization award winners. That honor also conferred a \$5,000 award to be distributed among the grand prize winners.

"This added honor was a complete surprise to the team," said Iwanski.

DESC was named the Executive Agent for bulk petroleum in mid-2004. It was then that the Secretary of Defense identified the Defense Logistics Agency as the EA for several supply classes. Then-DLA Director Vice Adm. Keith Lippert delegated the Class IIIB — bulk petroleum — responsibilities to DESC shortly thereafter.

The EA's challenge was to manage the bulk petroleum supply chain from the source of supply to the point of customer



*Current members of the Defense Energy Support Center's Executive Agent team who won the grand prize for the prestigious 2007 Honorary Defense Standardization Program Achievement Award pose with the check symbolizing their cash award. From left to right are Gregory E. Sanders, director of the Defense Standardization Program Office, DESC's Rick Iwanski, Bill MacLaren, acting director of the DESC EA office, DESC's Larry Woolverton, then-DESC Director Sandy Sanders, and Jim Hall, the assistant deputy under secretary of defense for Logistics, Plans and Studies and the defense standardization executive. Winners not pictured: Shawn Simon and Jim Eberhardt. (Photo by Jerre Thomas)*



## **The Defense Energy Support Center Executive Agent Office**

*and its four integrated process team leaders published a joint performance specification for collapsible fuel tanks; assisted in revising standards detailing requirements for aircraft refueling nozzles; developed policy reducing the number of different fuel filter elements from the current 30 to six in new filter/separators; merged lesson plans and consolidated fuels quality training at Fort Lee, Va.; and reviewed area laboratory functions worldwide to ensure economy and efficiency of operations.*

acceptance — and to improve efficiency and effectiveness along the way.

To handle the enormous task, DESC took the EA responsibilities seriously; built a joint structure with the military services, combatant commanders, Office of the Secretary of Defense and the Joint Staff; and established a DESC EA Office for project management. Then, DESC put together a set of roadmaps for four focus areas – Equipment & Training, Quality, Information Management, and End-to-End Distribution. The concept of operations for execution of those roadmaps came along shortly thereafter.

The DESC EA Office strove to move forward in a joint,

coordinating, collaborative way. Success was only achievable with DESC's partners and customers fully involved. And, the military service control points, other military service activities, and the combatant commands have been with DESC the whole way.

Apparently, the whole Class IIIB community has done a pretty good job ... at least the Defense Standardization Program Office seems to think so.

The DESC EA Office continues to work every day toward standardization and improved efficiencies and effectiveness in the bulk petroleum arena. They have much to do but can take pride in what they have accomplished ... with a lot of help.





# Going green

## *DESC fuels Air Force jets with synthetics*

**By Beth Reece**  
**DLA Public Affairs**

As the Air Force aims to wean its fleet from foreign oil, the Defense Energy Support Center is turning to American sources for cheaper, cleaner alternatives.

“This is a twofold goal. We want to improve the environment with cleaner air, plus we want to reduce our dependence on foreign oil,” said Phyllis Orange, chief of DESC’s Bulk Domestic Contracting Division.

Orange and her staff have already purchased 315,000 gallons of synthetic fuel so the Air Force can test and certify its aircraft to fly on a 50-50 mix of Fischer-Tropsch synthetic fuel and JP8 jet fuel. Testing is currently scheduled to conclude in 2011, and the Air Force hopes to power all of its continental U.S. flights with the blend by 2016.

The market for synthetic fuel is small, making DESC’s job of purchasing it a challenge. When DESC surveyed potential U.S. sources last year, 28 suppliers replied that they could meet the Fischer-Tropsch process – not now, but years down the road.

The Fischer-Tropsch process – named for two German chemists who developed it in the 1920s – converts domestically available products like natural gas, shale and coal into liquid-fuel products that burn cleaner than regular jet fuel. Coal is most often used because of its abundance in the U.S., but its conversion contributes to global warming by generating nearly twice the amount of carbon dioxide.

“Emissions are greater when you convert coal to liquids. That’s why the Air Force announced they would only purchase coal to liquid fuels from suppliers who capture and/or sequester the CO2 emitted from the process, which adds to the cost of building a facility by about 20 percent,” said Pam Serino, chief of DESC’s Product Technology and Standardization Division.

Large investments needed to build plants and the risk of collapsing oil prices make suppliers hesitant about embracing Fischer-Tropsch technology. Before taking the financial leap,

suppliers are asking for longer contracts as proof of the Defense Department’s commitment to the initiative. Current policy limits contracts to five years with options for an additional five years options with no more than 10 years total; most suppliers would like 10-20 year contracts.

“These facilities can cost upwards of \$10 billion to build. So financiers and suppliers want to be sure there’s going to be a customer in order to get a return on their investment,” said Serino.

Legislative changes that will enable DESC to lengthen contracts are being sought, but Serino said that makes competitive pricing trickier.

“We don’t want to lock into a price in 2009, then have to pay the same in 2015 if there are a lot of competitive sources and the price has dropped 50 cents a gallon,” she said.

The Air Force accounts for about 10 percent of the nation’s aviation fuel demand, and of all the fuel DESC buys, about 73 percent is jet fuel. That’s a plus for suppliers looking to sell more stock to a single source. In 2006 contracts, ExxonMobile Global Aviation sold 16 percent of its jet fuel to DESC.

“They really liked doing business with the government because even though we’re ten percent of the fuel market, we were 16 percent of their jet fuel,” she said. “They actually gave us better prices because of this. The other 84 percent went to anywhere between 200 to 300 airlines.”

DESC’s work to acquire synthetic fuel for Air Force testing will benefit commercial aviation, as well.

In his State of the Union speech Jan. 31, 2006, President George W. Bush set the goal of replacing more than 75 percent of the nation’s oil imports from the Middle East by 2025.

“Although we’re heading down a different alternative fuel path than most of the nation, we’re still going down parallel paths toward a more secure energy supply,” said Serino.

# Legislative program brings results

By **Loiuse Hansen**  
Associate Counsel

Do you have an idea for legislation that would improve the Defense Energy Support Center's ability to successfully meet customer requirements? If you do, right now, is the time for DESC to begin working fiscal 2010 legislative proposals.

DESC successfully proposed two pieces of legislation that were included in the fiscal 2007 and 2008 National Defense Authorization Acts. One waived the applicability of certain laws concerning the acquisition and exchange of fuel with foreign governments, and the other provided long-term contract authority to purchase electricity from renewable sources.

What is the process for proposing new legislation, and how does DESC fit in?

On the House of Representatives side, a congressional staffer drafts the proposed legislation or "bill." Then a Congressman or Congresswoman introduces the bill by handing it to the Clerk of the House or placing it in a box called the "hopper."

On the Senate side, a Senator first gains recognition of the presiding officer to announce the introduction of a bill.

After that, the bill is numbered and referred to the appropriate committee in the House or Senate for consideration.

When a bill reaches a committee, it is placed on the committee's calendar. The committee acts on the bill by requesting comment on it by interested agencies of the government. The committee chairman may then assign the bill to a subcommittee for study and markup and after consideration the subcommittee reports to the full committee its recommendations for action and any proposed amendments. Then there's more consideration, debate, floor action, and voting. After a bill is passed by both the House and Senate in identical form, it is sent to the White House to await action. If the President approves the bill, he signs it, dates it and usually writes the word "approved" on the document. If he does not sign it within 10 days and Congress is in session, the bill becomes law without his signature.

The Executive Branch, including the Department of Defense, can also propose legislation, but it is a long and arduous process before that legislation ever reaches the Hill.

The DoD Legislative Program is run by the DoD Office of General Counsel; and the Defense Logistics Agency Legislative Program, which is part of the DoD program, is administered by the DLA Office of General Counsel. All DLA-sponsored legislation, including proposals from DLA field activities, must receive DLA General Counsel and DLA Director approval before they are forwarded to the DoD.

Here's how the process works. In early fall of each year, the DLA Office of General Counsel requests submission of proposals for legislative changes.

If DESC identifies the need for new or revised legislation, the organization can submit that proposal for consideration. New or revised legislation could expand current authority or increase

procurement flexibility.

DESC's Office of Counsel then drafts the proposal, which includes a sectional analysis justifying the need for the legislation and explaining the purpose and impact if the proposal is enacted. Proposed legislation is then coordinated extensively within the center, culminating in the DESC Director's approval to release the proposal. Next, the DLA Office of General Counsel reviews and coordinates the proposal within DLA. Each proposal is reviewed by all J-Codes, with any necessary revisions made by the DLA Office of General Counsel before it is submitted to the DLA Director for approval and forwarding to the Defense Department.

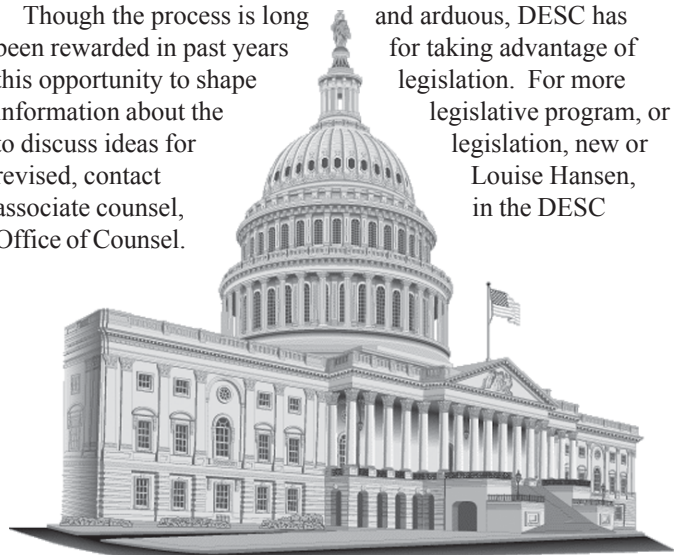
The Director submits the proposed legislation to the Deputy Undersecretary of Defense for Logistics, Materiel and Readiness. Once approved there, DLA proposals are submitted to the Undersecretary of Defense for Acquisition, Technology and Logistics for review, approval and submission to the DoD Office of Legislative Counsel.

It is at this point that proposals are coordinated throughout the Defense Department; internal review includes reviews by the DoD General Counsel, the DoD Comptroller and the military services. If approved by the Defense Department, the proposals are then forwarded to the Office of Management and Budget.

If a DoD office non-concurs with a proposal during the DoD coordination process, DESC's Office of Counsel works with the DLA Office of General Counsel to address the concerns. If DESC is unsuccessful in gaining support for the proposed legislation, the proposal is disapproved by DoD and effectively dies.

Successful proposals are submitted to the OMB for review. If approved by OMB, after the intra-governmental coordination process, the proposals are returned to the DoD General Counsel, who forwards them to Congress as part of the DoD-proposed National Defense Authorization Act.

Though the process is long and arduous, DESC has been rewarded in past years for taking advantage of this opportunity to shape legislation. For more information about the legislative program, or to discuss ideas for revised, contact Louise Hansen, associate counsel, Office of Counsel.



# Traveling around the Middle East

By Army Maj. Timothy Haylett  
DESC Middle East

The support Defense Energy Support Center Middle East provided during 2007, much like past years, remained transparent to our customers, but within DESC-ME, the wheels were smoking with activity. The enormity of our mission is astounding as the sophistication of synchronizing the supply chain on two major war fronts -- Iraq and Afghanistan -- continues. DESC-ME carries on the mission with personnel deployed throughout the United States Central Command area of responsibility, ensuring mission success.

Some of the region's biggest accomplishments came with the work of extending our enterprise and establishing permanent liaison officers, or LNOs, with the 316th Petroleum Detachment in Balad, Iraq; Multi-National Forces Iraq, or MNF-I, in Baghdad; and the American Embassies in Kabul, Afghanistan, and Islamabad, Pakistan. These individuals have been instrumental in the link between DESC-ME and our suppliers, customers and host nations.



*The Bagram Air Base TS1 storage site.*

One of these individuals is Jeff Brown, currently serving as the LNO in Islamabad. Despite the great political and economic unrest in this region, Jeff is a key linchpin for DESC-ME in resolving issues affecting the supply chain of petroleum products fueling the Forward Operating Bases in Afghanistan. In his six-month tenure, Jeff has encountered a month-long truckers' strike and a countrywide state of emergency, situations that underscore the volatility common in the region.

Afghanistan fuel support remains our single most difficult mission in DESC. The Afghan theater provides a myriad of challenges to U.S. and coalition forces. The terrain is mountainous with inadequate or nonexistent road networks. Harsh weather in the winter months, along with insurgent activity,

compound issues with the already difficult infrastructure. Limited supply, lack of security, bureaucratic customs, religious holidays, and difficulties with trucking companies and unions are just a few of the challenges our team faces daily.

Last year, more than 139 million gallons of fuel were provided in support of Operation Enduring Freedom. JP8 and ground fuels were provided from Pakistan refineries and delivered to airbases in Bagram and Kandahar until NATO/International Security Assistance Forces assumed the operational responsibility for Kandahar Air Base in July. Navy Lt. Tony Nguyen, assigned as DESC LNO to Kandahar, assisted with this transfer of authority. It was the first ever transfer of fuel operations of a capitalized site from DESC to NATO/ISAF in Afghanistan.

The AOR also saw tremendous improvements in fuel infrastructure in Afghanistan in 2007. At Bagram Air Base, a new TS1 storage and issue site was created on the east side of the airstrip. The location of the 420,000-gallon storage site eliminated the need for refueling trucks to cross the flight line to refuel fighter aircraft, thereby speeding refueling and reducing safety hazards. A tactical hoseline was later added for easy resupply of this site from the primary storage site.

In November, construction began on the first portion of Bagram's nine-phase fuel military construction plan; drop tanks were installed for the gravity offload system to be part of the new tank truck offloading facility. In total, these MILCON projects will replace the existing tactical fuel system of hoseline and fuel bladders with pipeline and hard tanks. The projects will increase Bagram's fuel storage capability by 2.6 million gallons.

Adjacent to Bagram Air Base is a reserve storage facility owned and operated by Red Star Fuel Services, Inc. This facility has a capacity of three million gallons and serves as a key intermediate storage facility for Red Star to ensure uninterrupted fuel support to the base. Recently Red Star completed construction of a six-inch pipeline between their storage facility and the base which will drastically reduce the fuel truck footprint at Bagram Air Base, and thus decrease force protection concerns.

In addition to supporting the great flurry of activity in Pakistan and Afghanistan, DESC-ME was also responsible for support operations in the Iraqi theater of war. A majority of the fuel used to support Operation Iraqi Freedom is provided by the Kuwait Petroleum Company. KPC provided more than 359 million gallons of JP8, 52 million gallons of JP5, 95 million gallons of diesel, and 16 million gallons of gasoline.

With the exception of JP5, all fuel is shipped daily from Kuwait by the Jassim Transport & Stevedoring Company and delivered to Cedar II, Iraq. JTC had an extremely impressive year; they sent out 58,648 tankers and had only 30 safety accidents. Also in October, JTC reached a significant milestone - delivering more than 1 billion gallons of fuel.

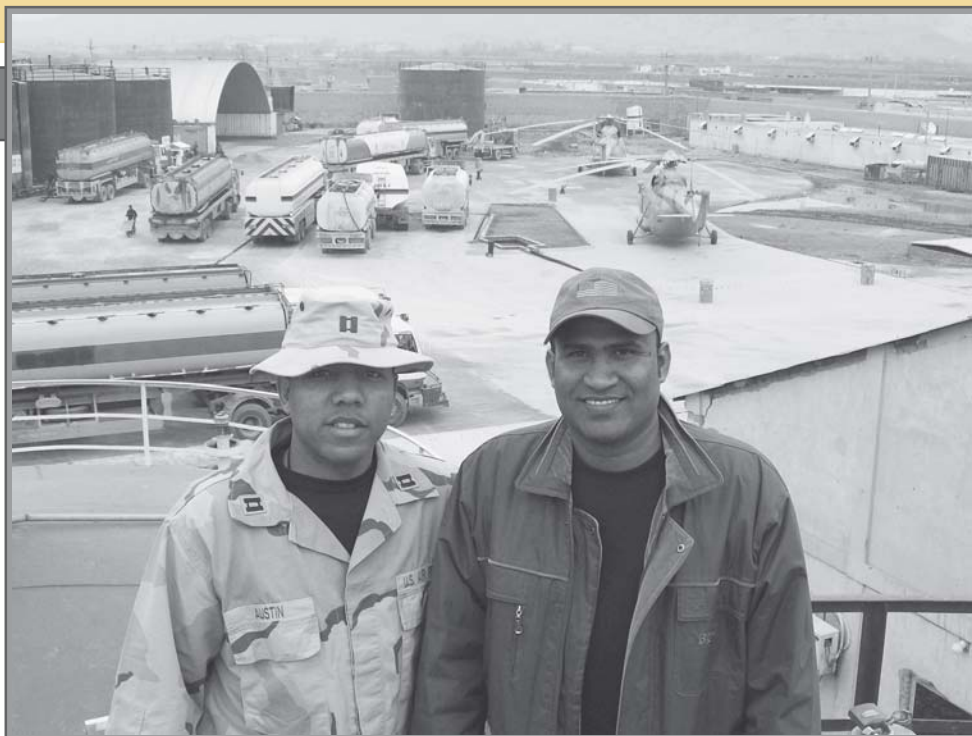


When the operation tempo and fuel requirements increased in Iraq, KPC allowed DESC-ME to amend the current contract of a daily maximum for JP8 of 1 million gallons to 1.3 million gallons. KPC also granted an additional 300,000 gallons of JP8 from the Kuwait Aviation Fueling Company, or KAFCO, located at the Kuwait International Airport. In order to accommodate the larger volume, JTC was able to contract an additional 200 tankers to start making deliveries.

The International Oil Trading Company also provides fuel for Iraq via Jordan. In 2007, IOTC shattered previous company records when it delivered more than 125 million gallons of fuel to Coalition Forces in Western Iraq. This equates to 17,500 truckloads of fuel being moved to TQ, Al Assad, and Korean Village. In order to accomplish this mission, IOTC procured Jet-1, diesel, and Mogas fuels from various refineries around the world and received the tanker vessels at its discharge point in Aqaba, Jordan. In fact, 17 vessels were received throughout the year from locations such as Bahrain, Saudi Arabia, Kuwait, and India.

In order to handle this activity, the vessel-to-shore discharge rate was increased to 1,750 cubic meters an hour, ensuring that a typical tanker could be fully discharged in approximately 24 hours. This greatly decreased demurrage costs and total turn-around times from discharge to loading. Along with this greater discharge capacity, the number of loading bays was increased by 25 percent, and their total loading rate increased to 500 cubic meters an hour.

Not all of these accomplishments could have happened without the help of the DESC's quality assurance representatives. Besides



*U. S. Air Force Capt. Rob Austin and Mahedev at the Tryco facility, Kabul Defense Fuel Support Point, Afghanistan.*

the QARs' daily activities, a few significant missions stood out in 2007. First was the testing for Air Force One when President Bush visited several areas in the Middle East. This entailed arranging with fuel contractors to sample re-fuelers and storage tanks, ensuring they were secured under lock and guard, and personally delivering samples for testing.

QARs were instrumental in support of Operation Iraqi Freedom, reducing by 12 percent the number of contractor vehicles being turned away at Kuwaiti and Jordanian border crossings. QARs clarified inspection procedures and provided on-site training for both military inspectors and contractors. In addition, the numerous contractor oversight visits and tank truck inspections — completed in Jordan, Kuwait, Pakistan and Afghanistan — in support of Operation Enduring Freedom, have ensured that the product received was on-specification and proper procedures were followed.

In October and November, DESC-ME QARs provided direct fueling support of operations for the Bright Star Exercise between air and ground forces of the United States, Egypt, Canada, Germany, Pakistan, France, Greece, Jordan, Kuwait, and the Netherlands. The QARs assured correct quality and quantity of fuel, and on many occasions, physically refueled aircraft. In total, DESC-ME QARs handled more than 339 thousand gallons of JP8; over 25 thousand gallons of low sulfur diesel fuel; and refueled 43 cargo aircraft.

Certainly, in 2007, DESC-ME entrenched its position as premier supporter of today's warfighter in the Middle East. It has successfully supported two war fronts despite harsh weather, impassable terrain, poor or nonexistent infrastructure, and volatile political and economic climates. What is truly remarkable is not the scope of DESC-ME's mission, but its successful continuance.



*Sayegh Terminal in Aqaba, Jordan.*

# DESC supports Pacific Lifeline fuel

By Damion Biagas

Ground Fuels Division, Direct Delivery Fuels CBU

The Defense Energy Support Center's Direct Delivery Fuels Commodity Business Unit was recently asked to orchestrate fuel for relief vehicles and power generators for Air Force training exercises in the Pacific.

U. S. Air Force Lt. Col. Harold D. Bugado of the DESC Middle Pacific office worked tirelessly with U. S. Air Force Master Sgt. Michael Edenfield of Hickam Air Force Base, Hawaii, in order to have the Pacific Lifeline exercise run without any issues. They decided to bring in a C300 unit to provide storage for the Red Dyed Ultra Low Sulfur Diesel fuel requirement submitted to DESC's Ground Fuels Division.

The exercise for the Pacific Lifeline was to take place from Jan. 27 to Feb. 6. To meet the missions, the Air Force needed to set up a bare-base tent city within the boundary of the Kona Airport in Kailua-Kona on the Big Island of Hawaii. The all-tent city would be powered by generators which would run around the clock. The planners estimated 12,000 gallons of #2 Diesel

Fuel would be needed.

Edenfield contacted Audrey Scott, the Ground Fuels item manager at Fort Belvoir, Va., for the needed support. Scott coordinated the delivery dates with Edenfield to ensure the fuel would be delivered without any discrepancies.

Marty Pratt, contracting officer for the Hawaii Purchase Program, and Damion Biagas and Gladys Morales, both contract specialists, coordinated the plan of action to help bring the needed fuel to the airport.

Subsequently, the exercise was supported through the award of several spot buys, thus allowing the customers' missions to be met and the necessary fuel to be delivered without delay. "Customer service has always been job one for Ground Fuels," said Tyler Parker, the division chief. "Being able to support the Pacific Lifeline exercise clearly demonstrates what a joint effort can do to help the warfighter meet its energy needs at all times."



## DESC

*The Defense Energy Support Center team gathers. Left to right front row: Kim Chin Son, Pak Son Yong, Steve Bacle, Han Sang Tok, Yi Myong Sun, Yunyong Cho, Jean Bennett  
Second row: George Tyras, Sgt. 1st Class Curtis Morgan, Ralph Wells, Lt. Col. Sidney Thomas, Lt. Col. Dave Bennett, Chad Carter, MSG Larry Gillead.  
Back Row: Sgt. 1st Class Bill Davenport, Steve Boccock, Ron Bell – and mascot Pipeman Pete in the back.*

# exercise

*Damion Biagas is pictured amidst scenes from Exercise Pacific Lifeline 2007. (Graphic by Tyler Parker)*



## Korea: Team shows key resolve

**By Susan Declercq Brown**  
**DESC Public Affairs**

Defense Energy Support Center Korea participated in the Combined Forces Command computer-assisted exercise Key Resolve 2008 from March 1-7. The team, including six augmentees from across DESC, recently accepted awards for their accomplishments during the exercise.

The augmentees came from diverse backgrounds encompassing the spectrum of operational, contracting, inventory management, and quality assurance experience to assist in executing DESC Korea's wartime mission.

Fourteen specific training objectives were established prior to the start of the exercise. They specifically related back to four Defense Logistics Agency mission-essential tasks that were considered key to providing world-class petroleum support to the warfighter.

When the team was evaluated, twelve of fourteen training objectives were assessed as improved with nine receiving fully-trained status by the end of the exercise.

Major accomplishments included: finalization of an aviation fuel contingency sustainment plan to the warfighter; validation

of DESC Korea wartime-manning requirements by skill set; established procedures to provide bulk fuel support to United Nations Command Sending States; identification and submission of all necessary data to receive real world approval of wartime contingency clauses on existing posts, camps and station contracts, and on aviators breathing oxygen/liquid nitrogen contract; and major improvements to the Web-Based Korea Petroleum Smart Book, to include educating military service components on the application.

Augmentees were Ron Bell from the DESC Middle Pacific office, Army Lt.Col Dave Bennett and Steve Bocock from the DESC Pacific office, Army Master Sgt. Larry Gillead from the DESC Japan office, Jean Bennett from the DESC Alaska office and Yunyong Cho from the Bulk Fuels Commodity Business Unit.

Ralph Wells and Chad Carter from DESC Korea received awards.



# Beyond the warfighter

## Exploring DESC's non-DoD customers

By Susan Declercq Brown  
DESC Public Affairs

The Defense Energy Support Center's primary mission is to provide effective, economical and efficient energy products and solutions to the military services. But, fueling the warfighter is not the only mission DESC takes seriously.

Many DESC customers are not part of the Defense Department. Some are federal civilian agencies, state law enforcement agencies involved in drug interdiction and foreign governments.

Moreover, sales to non-DoD customers made up 10 percent of DESC's sales revenues in fiscal 2007, according to Steven Hurwitz, a financial management advisor in the Financial Operations Office.

DESC's largest non-DoD customer group last fiscal year was foreign governments, largely because of reciprocating fuel exchange agreements. "Our foreign partners obtained a total of 175.5 million gallons of fuel at a cost of nearly \$340 million," said Hurwitz.



Royal Air Force forces like the unit flying this Jaguar, and the military forces of our partner nations benefit from the reciprocating fuel exchange agreements established through the Defense Energy Support Center-drafted international agreements. (Photo courtesy of the RAF)



### Foreign Customers

Foreign governments obtain fuel from DESC through international agreements, on a fuel exchange basis. That means that a foreign government's military service can go to a U.S. military or a Defense Fuel Support Point and obtain fuel. In exchange, U.S. forces can receive fuel from the foreign government's fuel locations. Exchanges always involve fuel, but the grade of fuel exchanged may differ. When periodic reconciliation meetings are held, the Financial Operations Retail Management Division team helps the parties determine whether equal exchanges have taken place, or whether one nation currently owes the other. They also determine whether repayment will be made in fuel or currency, said David Alexander, team chief of International Agreements in the Facilities and Distribution Management Commodity Business Unit.

The program offers some cost savings to both sides, said Alexander, but the biggest benefit is flexibility. "They are geared toward an operational flexibility focus for partner nations," he explained.

Since late 2006, DESC has negotiated implementing international

*Reciprocating fuel exchange agreements offer operational flexibility to U.S. forces and our partner nations. Above, a British Merlin helicopter combat search and rescue team demonstrates operations. (Photo courtesy of the RAF)*



arrangements under the combatant commands' Acquisition and Cross Servicing Agreements with partner nations. In mid-2007, DESC developed a standardized template to streamline the approval process. The COCOMs approved. As a result, DESC has reduced by several months the approval processes associated with international agreements under the ACSA. "Our goal is to mirror the COCOM's footprint" said Richard Callaway, division chief for International Agreements.

"By using the pre-approved template, we accelerate the process which better serves the warfighter," he explained.

"Eighty percent of our agreements now go through this ACSA process," said Alexander.

Alexander said establishing international agreements is a cooperative effort; DESC's regional offices, quality, legal counsel, financial operations, inventory and the Bulk Fuels Commodity Business Unit teams work together with the International Agreements staff to develop and negotiate the agreements. In addition, joint staff and the COCOMs support the effort, and DESC's regional offices each have international agreement specialists who develop and maintain relationships with partner nations on a day-

to-day basis.

DESC currently has 45 such agreements with 21 countries. Negotiations are underway on another 10 agreements with five more countries.

According to Alexander, the United Kingdom tops the list of largest foreign fuel exchange partners. Turkey, France, Korea, Spain and Japan round out the top six.

## Domestic customers

DESC counts the General Services Administration as the largest domestic non-DoD customer. Last fiscal year, DESC supplied the GSA with various grades of gasoline, diesel fuel, gasohol, ethanol, biodiesel, natural gas and jet aviation fuels – 33 item codes in all. GSA purchased through DESC nearly 70.5 million gallons of fuel at a cost of more than \$42 million, said Hurwitz.

The Department of Justice was the third overall largest domestic non-DoD customer last fiscal year. More than 9.5 million gallons of fuel exchanged hands, at a cost of \$37.8 million, Hurwitz said.

## Fuel Card customers

The DoJ is also the second largest non-DoD customer to benefit from DESC's U. S. Government AIR Card program, said Linda Sherrod who has been an account manager in the Government Fuel Card Program Management Office for four years.

The AIR Card gives participating organizations the opportunity to refuel aircraft at reduced prices at more than 500 contracted airports and 7,000 commercial airports in 19 countries worldwide. The AIR Card serves as a charge card, simplifying and streamlining purchasing, invoicing and remittance for the customer. Non-DoD customers have had access to the benefits of the AIR Card since the late 1990s.

As of January, the DoJ and U.S. Marshalls held 170 AIR Cards. The largest non-DoD AIR Card customer is the Department of Homeland Security, which held 340 cards as of January. The U.S. Department of Agriculture and NASA round out the

*Continued on page 14.*



*The AIR Card saves customers money, provides flexibility and simplifies paperwork.*

## Non-DoD customers

top four, with 118 and 89 cards respectively, said Sherrod.

Other customers include the Federal Aviation Administration, the Department of the Interior, the Department of Energy, the National Oceanic and Atmospheric Association, the Department of Commerce, the Department of State and the Tennessee Valley Authority.

The Fuel Card Program Office also manages the SEA Card program, which offers similar benefits to the mariner plus paperless transactions. Sherrod said the U.S. Coast Guard joins the U.S. Navy, the Military Sealift Command and the U.S. Army as satisfied SEA Card customers.

## Energy customers

Non-DoD customers also benefit from four other DESC business lines – natural gas, electricity, coal and renewables. In fact, 20 percent of DESC's Installation Energy Commodity Business Unit's business is with non-DoD customers, said Pam Griffith, the CBU's deputy director.

In addition to contracting for the four commodities at very competitive prices, DESC provides support in contract administration, ordering, invoice verification and certification, billing and payment, market expertise, and oversight on transportation for coal rail, truck and barge shipments.

"By participating in our programs, our customers save money, gain aggregate purchasing benefits and rely on us for contracting and energy market expertise," said Griffith.

The CBU purchases Renewable Energy Certificates for customers who want to reduce their environmental footprint and meet reduction goals outlined in the Energy Policy Act of 2005. DESC purchases the RECs from marketers who obtain the credits from projects that produce renewable energy through solar, wind, biomass, landfill gas, ocean, geothermal, municipal waste, hydrokinetic or new hydroelectric sources.

"Our federal civilian customers represent 80 percent of our renewables business," said Griffith. The EPA is "100 percent

green" thanks to their purchase of RECs equivalent to their total electricity use, she explained.

Just 5.3 percent of DESC's coal purchases are made by non-DoD customers, but those customers are very visible, said Donna Frankel, chief of the CBU's coal division.

DESC provides coal for the U.S. Capitol Power Plant, which energizes many Washington, D.C., landmarks. These include the old and new office buildings for the U.S. House of Representatives and the U.S. Senate, the Library of Congress and its annex, the James Madison Memorial Library and the Folger Library, the U.S. Capitol Building and the U.S. Supreme Court Building, and the Government Printing Office. The power plant also serves the House and Senate parking garages, the City Post Office and Union Station.

The National Institutes of Health, a part of the U.S. Department of Health and Human Services, is Installation Energy's largest single federal civilian customer, said Larry Fratis, a contracting officer in the CBU's Electricity Division. The U.S. Army's Fort Hood, Texas, is the largest single customer overall. The NIH purchases electricity and natural gas through the CBU, Fratis said.

The Department of Energy is the the CBU's largest overall non-DoD customer, said Andrea Kincaid, the Natural Gas Division chief. "That includes various sites and all of the national labs," she explained.

"One of the most interesting customers we serve is NASA which we have under contract for natural gas, electricity and renewables," said Fratis. "The Johnson Space Center is a customer of both electricity and renewables, and Natural Gas supports the Kennedy Space Center."

DESC's non-DoD customers may represent just 10 percent of DESC's overall sales, but the importance of meeting their requirements for mission success is foremost in the minds of the DESC team members who support them, said Mark Iden, DESC's deputy director of operations.



*The Neutral Buoyancy Laboratory at the Johnson Space Center is just one of the programs that uses electricity and renewables purchased through the Defense Energy Support Center.*



# Accountant shows all the right moves

By U.S. Air Force Capt. Joshua K. Strakos  
DESC Americas

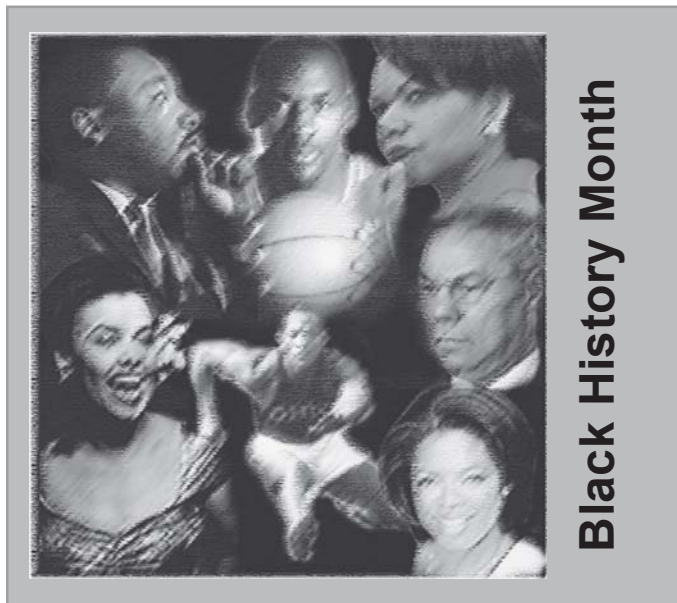
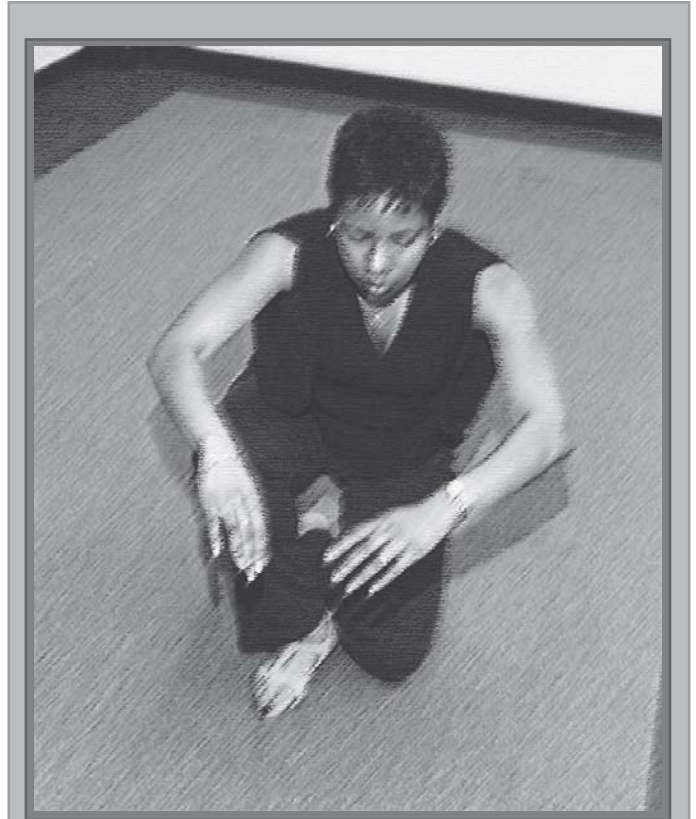
Keisha Rondeno, a certified public accountant and the Defense Energy Support Center Americas' budget analyst, danced for the Black History Month celebration at the LaBranch Federal Building in Houston. She performed a modern, lyrical dance.

Rondeno has studied dance since the age of three and has studied ballet, modern, lyrical, jazz, and tap dance styles. She attended the New Orleans Center for Creative Arts, a school for professional artists.

Rondeno has participated in a number of dance competitions throughout the southern United States and has danced in the Olympic Trials. Over the past 10 years, she has continued to study dance and teach at several dance studios while working full time in the accounting field.

The Black History Month celebration was attended by members of the nationally-known Texas Southern University debate team, faculty members, and other leaders from the local community.

The LaBranch building houses DESC Americas and 15 other tenants. Building tenants enjoyed the hour-long celebration which included performances by several other prominent local artists.



*Right top and bottom: Keisha Rondeno, a certified public accountant and the DESC Americas budget analyst, performs a modern, lyrical dance for the Black History Month celebration at the LaBranch Federal Building in Houston.*

# First GWOT medals awarded

By Beth Reece, DLA Public Affairs, and  
Susan Declercq Brown, DESC Public Affairs

A Defense Energy Support Center employee who jokes that fuel runs in his veins became one of the Defense Department's first 14 civilians to receive the Secretary of Defense Medal for the Global War on Terrorism in a Pentagon ceremony Feb. 26.

Larry Spalding, a distribution facilities specialist in the Facilities and Distribution Management Commodity Business Unit's Global Support Division, spent more than two years in Bahrain supplying fuel and additives to warfighters in Iraq and Afghanistan between 2002 and 2004, as the assignment support manager for DESC Middle East. Spalding was chosen to represent the Defense Logistics Agency at the ceremony because he had served more days in a war zone than any other DLA civilian — 755.

Approved last August, the medal recognizes Defense Department civilians' contributions to the current war.

Of the more than 16,000 employees that Pentagon officials estimate qualify for the award, DLA records indicate that as many as 630 agency employees may be eligible, according to Patricia McMinn, human resources specialist for DLA's Human Resources Policy and Information.

"We are asking more of our civilian employees in this war than in the past. We are asking them to be part of an expeditionary force," David S.C. Chu, undersecretary of defense for personnel and readiness, said during the ceremony.

DoD civilians contribute so much they should have their



*Defense Energy Support Center's Larry Spalding receives one of the first Secretary of Defense Medal for the Global War on Terrorism during a Pentagon ceremony, Feb. 26. Presenting the medal is Deputy Secretary of Defense Gordon England joined by Marine Corps Gen. James E. Cartwright, vice chairman of the Joint Chiefs of Staff. The medal is awarded to DoD civilians who serve abroad in direct support of operations against terrorism. (DoD photo by R. D. Ward)*

own military branch, according to the former Marine.

"I don't think the American public really knows that there've been 16,000 of us over there so far. Some civilians have died and many have been injured serving over there," he said.

According to Chu, 118 DoD civilians have been injured while serving in the current war. Seven have died.

Chu said civilian specialists not only are helping maintain combat forces, but also are helping the Iraqi and Afghan governments set up and maintain democratic institutions.

A "big believer" in nonmonetary recognition, Spalding said he is honored to be DLA's first to receive the medal, but added that hundreds of other employees are equally as deserving.

Spalding supported Operations Enduring Freedom and Iraqi Freedom by coordinating with U.S. Central Command Air Forces and theater commands to ensure sufficient supplies of fuels and additives were available in the theater and ready for issue. He met daily with the commander of Task Force-53 to plan Navy fuel lift requirements and scheduling in support of three carrier battle groups. He frequently travelled to work closely with Arab refineries, fuel terminals, and port and customs' officials. Spalding also ensured the ordering and loading of hundreds of fuel trucks per day in Pakistan for delivery into Afghanistan.

The criteria for the award mirror those for the military's Global War on Terror Expeditionary Medal. Employees who supported military operations in areas designated combat zones for 30 consecutive days or 60 non-consecutive days since Sept. 11, 2001, are eligible.

DoD has delegated the authority to make the award to component heads.

DLA's Human Resources Office is awaiting approval from the Office of the Secretary of Defense to begin processing the award for other agency employees.

Once approval is received, DESC employees will be notified through the civilian personnel team. DESC will compile a list of eligible employees and provide DLA's J-14 with a DLA Form 38, a list form, and supporting documentation such as travel orders. J-14 will prepare the package for DLA Director Army Lt. Gen. Robert Dail's review and approval. When the package is approved, J-14 will notify DESC's personnel office to pick up the medals for presentation to the employees.

The U.S. Army Institute of Heraldry designed the award. The design incorporates the Statue of Freedom and laurel branches. These represent the goal of freedom, honor and achievement. A triangle composed of spears surrounds the statue. The triangle denotes civilian service, and the spears enclose and defend freedom. On the reverse, a globe and arrowheads suggest everpresent danger, and a polestar indicates direction, preparation and planning. The ribbon colors represent excellence, patriotism and love of freedom.

For more information, call Sally Touloumes at (703) 767-9427 or McMinn at (703) 767-0603.



# Fuels Manager Defense 6.0 hits milestone

By Galen Rogers  
Business Integration Office

The Business System Modernization - Energy base-level support application, also known as Fuels Manager Defense 6.0, achieved a critical milestone in February. FMD 6.0 was successfully deployed onto the Navy and Marine Corps Intranet, NMCI, at Naval Air Station North Island and brought into full production mode Feb 1. This is the first successful installation of the basic level support application on NMCI and the migration from the local legacy network.

Members of DESC's Business Integration Office and the Defense Logistics Agency's J6F technology team worked the testing, certification and initial deployment with the Naval Operational Logistics Center – Petroleum and NMCI since August 2005.

DLA's Linda Clark and DESC's Eric Basile managed and coordinated all FMD 6.0 testing with NMCI to receive approval for the deployment on NMCI.

They first had to ensure the base-level support application met the strict security requirements of DoD 8500.2 and that it was documented in a System Security Authorization Agreement. The team then had to complete the arduous process of certification and accreditation for DLA before coordination with NMCI could begin. After many months, numerous meetings and a few on-site visits, NMCI finally approved the application for installation on the network. Final approval for FMD 6.0 was received in June 2007.

The deployment team of Tom Turets, from NOLSC, Jim Fetzner of DLA-J6F, and DESC's Galen Rogers conducted a series of design meetings. Over a period of three months, they met with representatives of NMCI, the naval air station's fuels section, and Varec. All aspects of the site and application configuration were discussed to ensure all physical and network configurations were in place prior to deployment.

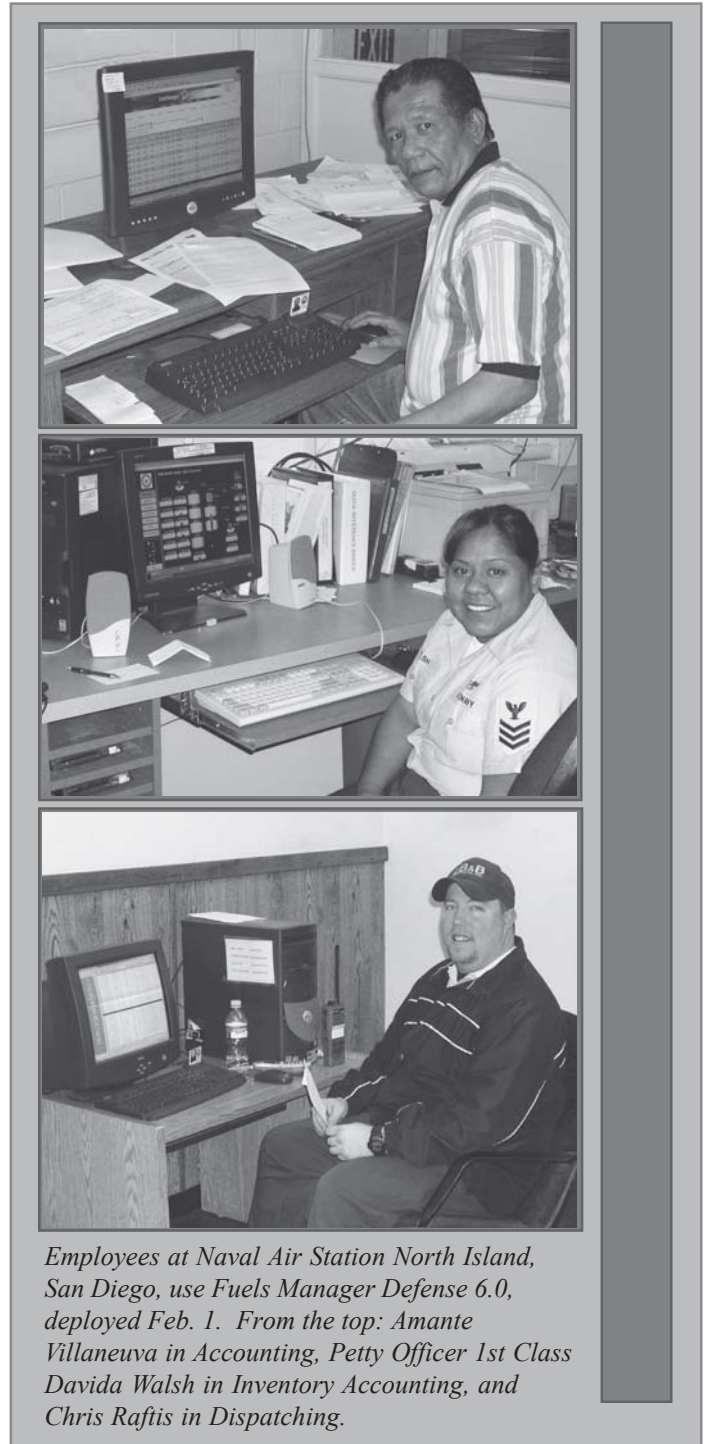
The NMCI configuration requires a server/client set up of the application. DESC provides the server hardware and application while NMCI provides the client workstation hardware. The team's diligence and perseverance paid off.

The Varec on-site deployment team included Steve Conrad, Tim Ayotte, and Darrin Wilson.

FMD 6.0 will continue as the base-level support application through BSM-E convergence. It has the full approval of the Army and Air Force to be installed on all their networks.

The NMCI approval and initial fielding was the last step required to start the final push for full deployment at all of DESC's capitalized Defense Fuel Support Points.

Full deployment of FMD 6.0 to all DFSPs and DESC regional offices is scheduled for completion by February 2010. The Business Integration Office will coordinate the ongoing deployment of FMD.



*Employees at Naval Air Station North Island, San Diego, use Fuels Manager Defense 6.0, deployed Feb. 1. From the top: Amante Villaneuva in Accounting, Petty Officer 1st Class Davida Walsh in Inventory Accounting, and Chris Raftis in Dispatching.*

Current deployments are scheduled regionally in the continental United States and Europe. Future deployments include DFSPs in the Pacific area of responsibility and DESC Americas offices beginning in March. The deployments at the Southwest NMCI DFSPs will begin in April or May. The DESC regional offices in Europe and the Middle East will begin in November. The final stages will include remaining DFSPs in the continental United States and any other DFSPs that were not previously scheduled.





# Can DoD help ‘budding’ bio

## BIODIESEL

By Jackie Cornet and Julian Bentley  
LMI team for Bulk Fuels Commodity Business Unit

As the U.S. dependence on foreign petroleum grows – and much of that fuel comes from unstable parts of the world — Congress is focusing on opportunities to open, integrate, and diversify energy markets to ensure energy security. One key component of this energy strategy is promoting the use of biofuels, such as ethanol and biodiesel, as substitutes for conventional petroleum-based fuels.

Congress has identified the Department of Defense as a prime candidate for increasing biofuel use. After all, the department’s fiscal 2006 petroleum consumption of roughly 136 million barrels constituted 1.8 percent of the national total.

So, as part of the National Defense Authorization Acts of fiscal 2006 and 2007, Congress required DoD to complete a study on its use of biodiesel, ethanol, and other biofuels and any measures that could be taken to increase such use through fiscal 2012. DESC was tasked in April 2007 to complete this report, which with support by LMI, was delivered to Congress in November.

DESC made five recommendations to Congress to assist DoD in increasing its use of biofuels. These will be outlined later in the article, but first let’s take a look at DESC’s findings:

### DoD has the potential to substantially increase its biofuels use

Today, DoD uses a relatively large quantity of biofuels. In fiscal 2007, DoD’s use of the two primary biofuels — ethanol blended as E85 (85 percent ethanol and 15 percent gasoline) and biodiesel blended as B20 (20 percent biodiesel and 80 percent diesel) was roughly 1.1 million gasoline gallon equivalents and 5.1 million GGE, respectively. This usage makes DoD one of the largest customers to the biofuels industry; DoD represents nearly 10 percent of the E85 market and .6 percent of the biodiesel market.

Even so, DoD is capable of increasing its use of biofuels greatly over the next five fiscal years. DESC and LMI estimate

**Table 1: Recommendations**

Recommended DoD Action	E85		B20	
	Increased Use (GGEs)	Annualized Costs	Increased Use (GGEs)	Annualized Costs
Ensure use of biofuel when using biofuel stations	134,851	\$122,677	30,893	\$0
Divert fueling to nearby biofuel stations	3,208,547	\$8,522,899	978,983	\$2,260,688
Locate new E85 FFVs near commercial E85 stations	2,407,587	\$3,867,302	Not Applicable	
Install new biofuel infrastructure at DoD exchanges	9,229,330	\$13,969,898	1,097,233	\$750,363
Convert existing or install new biofuel infrastructure on bases	4,611,362	\$6,437,921	4,258,244	\$1,220,699
<b>Total</b>	<b>19,591,677</b>	<b>\$32,920,696</b>	<b>6,365,353</b>	<b>\$4,231,750</b>

	E85	B20
Current	835,912	6,059,888
Potential in FY12	20,427,589	12,425,241
Utilization in FY12	95%	71%

# fuels industry grow?

that by implementing the report's five recommendations fully, by fiscal 2012, DoD could potentially increase its use of E85 by 19.6 million GGEs and its use of B20 by 6.4 million GGEs. This is almost a four-fold increase over fiscal 2006 levels.

## DoD: a Federal leader in procuring biofuels

DoD's projected increase in biofuels use will likely serve as a catalyst for the emerging national biofuels industry.

Although DoD's potential use of E85 in fiscal 2012 of 20.4 million GGE would represent only 0.18 percent of the forecasted ethanol market, it would constitute 69 percent of the forecasted national E85 market. DoD E85 requirements would likely support the expansion of commercial E85 refueling infrastructure as well as additional blending of ethanol into E85.

DoD's potential future use of biofuels, however, will only have a minimal direct impact in reducing the nation's petroleum usage. Biofuels have different chemical and physical properties than petroleum fuels. The use of biofuels, even when blended with petroleum fuels, may be limited in some applications and environments.

## The limitations of biofuels use by DoD

Currently, biofuels are not capable of replacing the two largest components of DoD's petroleum consumption, jet fuel and marine diesel.

DoD does not use biofuels in aircraft due, in part, to the high cloud point of the currently-available biofuels. This cloud point may cause the fuel to gel and clog the engine as the aircraft climbs and temperatures decrease. There is currently a lack of other biofuels (for example biobutanol and synthetic hydrocarbon-based fuel) suitable for aviation applications.

DoD also prohibits the use

of biodiesel in marine vessels due to its hydrophilic characteristics or how it reacts to water, which may result in damage to engine fuel system components, accelerate fuel storage instability, and affect the fuel's cold weather operating properties.

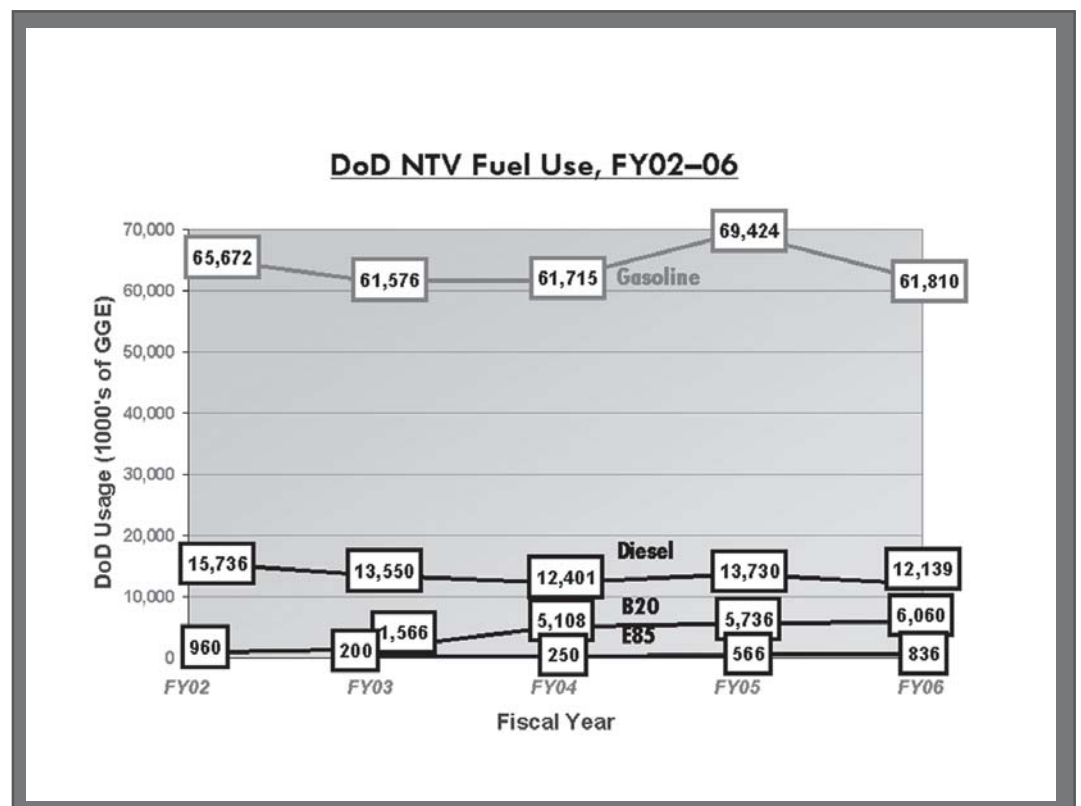
DoD's use of biodiesel in military tactical vehicles is also prohibited at this time largely due to operational and mission-readiness concerns.

## Using biofuels in non-tactical vehicles

As a result, DoD's potential to displace petroleum fuels with biofuels is limited to non-tactical vehicles. In fiscal 2006, these vehicles consumed only 1.4 percent of DoD's annual petroleum usage.

Over the past five years, DoD has done an excellent job increasing the number of vehicles capable of using biofuels in its NTV fleet. In fiscal 2006, of the 156,197 NTVs, 38,110, or 24 percent, were flex-fuel vehicles capable of using E85 and 32,277, or 21 percent, were diesel vehicles capable of using B20.

*Continued on page 20.*



The same praise, however, cannot be given to the department's use of biofuels in its biofuel-capable vehicles. E85 represented only 4.4 percent of fuel used by E85 FFVs, while B20 use in diesel vehicles was 33 percent. Biofuels comprised only 8.5 percent of the 81.2 million gallons of fuel consumed by DoD NTVs in 2006. This equated to .84 million GGE of E85 and 6.06 million GGE of B20.

It is clear that there are huge opportunities to increase DoD's use of biofuels in NTVs, and that this opportunity centers on increasing biofuel use in the current fleet rather than by expanding the composition of biofuel-capable NTVs.

### Addressing the underlying issues

In addressing this Congressional study, DESC and LMI realized that the measures for increasing DoD biofuels use are those that addressed the underlying issues limiting use of biofuels in the current fleet.

- These issues include fleet operator issues, such as
- Operators not knowing that the vehicle uses biofuel or not knowing where commercial biofuel stations are located
  - Lack of biofuel infrastructure, at commercial fueling stations, DoD exchanges, and DoD installation fueling sites
  - Incremental costs associated with buying E85 FFVs and diesel vehicles as well as purchasing biofuels for use in these vehicles.

### Recommendations: Increasing DoD's biofuels use at commercial stations

The first three recommendations to Congress involve the use of commercial stations.

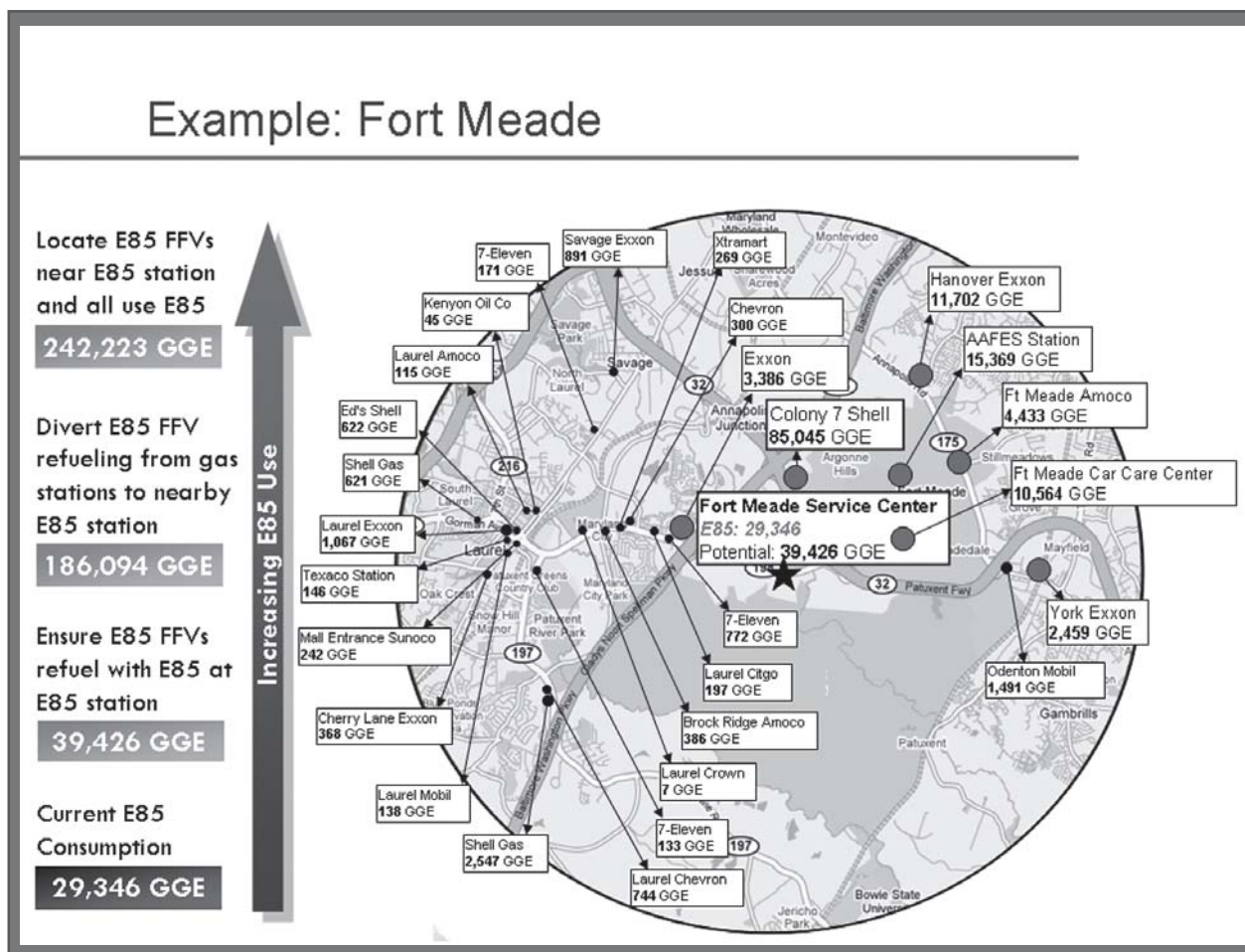
The first recommendation to Congress was that DoD ensure, to the maximum extent possible, that biofuel-capable NTVs be fueled with biofuel whenever they are fueled at stations where biofuel is available. Using individual DoD NTV fuel transaction data for fiscal 2006 purchases at commercial stations, DESC and LMI found that fleet operators were using the conventional fuel pump more than the biofuel pump when filling up their E85 FFVs and diesel vehicles at stations where biofuels were commercially available. By just getting drivers to pull up to the E85 pump, DoD can increase its total E85 use by 16 percent.

The second recommendation was for DoD to divert fueling of biofuel-capable NTVs from conventional stations to nearby biofuel stations to the maximum extent possible. A geographic information systems analysis of DoD fuel transactions suggests that when near E85 stations, DoD FFV drivers used gas stations instead more than 90 percent of the time.

At Fort Meade alone, DoD has the potential to increase its biofuel use from roughly 30,000 GGE to over 240,000 GGE by implementing these recommendations.

By using biofuels stations where available, DoD can increase E85 use by 283 percent and B20 use by 16 percent.

The third recommendation to Congress was to deploy new





E85 FFVs in areas where commercial E85 stations are available. By doing this, DoD can increase E85 use to almost seven times fiscal 2006 levels.

These findings led to the Deputy Undersecretary of Defense (Installations and Environment) issuing a memorandum in December which stated a new DoD policy: “flexible fuel vehicles are required to use alternative fuel when it is available within five miles or 15 minutes of the vehicle’s normal operating area.”

## Recommendations: New biofuels pumps at DoD exchanges and fueling sites

The final two recommendations involve base infrastructure.

Using existing commercial biofuels stations is the most cost-effective means for DoD to increase its use of biofuels.

However, commercial biofuels infrastructure is limited. Currently, there are only slightly more than 1,000 publicly accessible E85 stations and 600 publicly accessible B20 stations. Most of these stations are located primarily in the Midwest and far from DoD locations.

Therefore, at most DoD locations, increasing biofuels use will require new biofuels refueling infrastructure be built on defense installations.

The fourth and fifth recommendations to Congress were to build new infrastructure at DoD exchanges to support biofuels sales, and to convert or build new infrastructure at base fuel supply pumps to store and dispense biofuels.

DESC and LMI identified potential DoD fueling sites for new biofuels infrastructure. These include DoD post and base exchanges with more than 50,000 GGE of gasoline or diesel sales and military fueling sites with more than 15,000 GGE of gasoline or diesel consumed. This list of potential sites includes 79 exchanges with new E85 pumps, 11 exchanges with new B20 pumps, 107 new E85 fueling sites and 61 new B20 fueling sites at DoD installations.

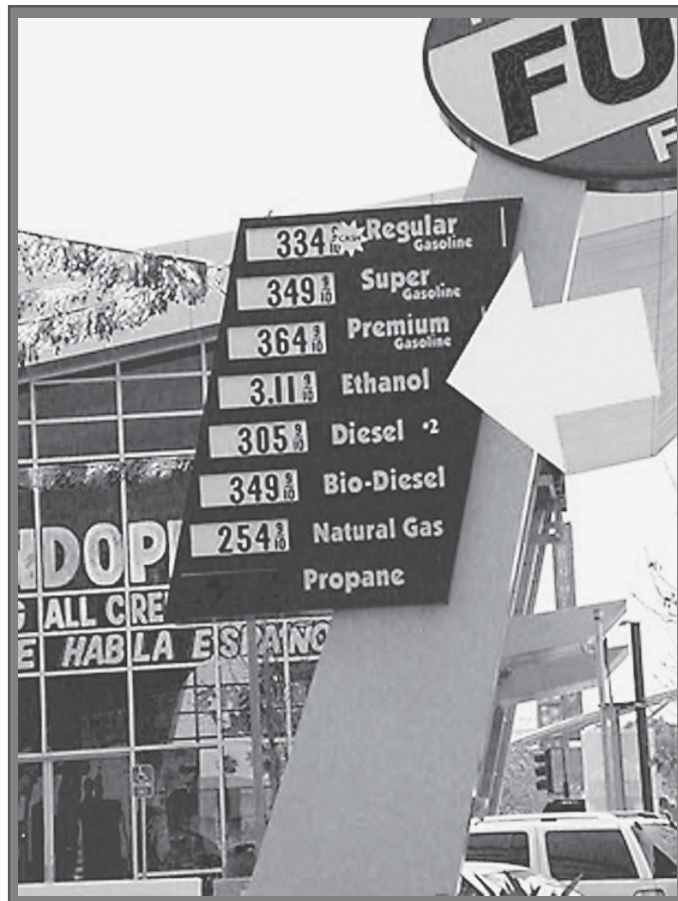
Funding new biofuels infrastructure is always a concern. Fueling sites where existing gasoline or diesel infrastructure may be converted to biofuels may be far more cost-effective than locations where new infrastructure must be installed. Similarly, locations that have higher potential biofuels use will generate higher returns for each dollar of investment in new fueling infrastructure.

## So what’s next

The DESC and LMI study outlines the potential steps DoD can take to increase its biofuels use. The reports’ estimates reflect 100 percent use of biofuel infrastructure when available. Due to operational and implementation issues, actual biofuel use will likely be less than these estimates.

More detailed site-specific evaluations are necessary to confirm the identified potential increase in biofuel use, determine whether DoD policy can be met, decide whether conversion or installation of infrastructure is most appropriate, and evaluate the cost, feasibility, and advisability of the new biofuel infrastructure.

Nevertheless, even small changes in biofuel refueling behavior and limited installation of biofuel infrastructure will drastically increase DoD’s biofuel use. The department has the



*As this San Diego commercial gas station’s prices showed in summer of 2007, E85 can also be a cost-effective alternative.*



*A Defense Reutilization and Marketing Office San Diego employee gasses up a new Chevy Uplander with E85 at a commercial station in summer of 2007. (Photo courtesy of DRMS)*

opportunity to support the expansion of the biofuels industry and move the nation forward in promoting energy security.

# Small Businesses network, train in Baton Rouge

By Jackie Craft, Shelia McClain and Marty Pratt  
DESC Small Business Programs Office

Representatives from 103 regional small and large businesses attended the Defense Energy Support Center's Small Business Networking and Training Conference in Baton Rouge, La., Dec. 11. The Baton Rouge Procurement and Technical Assistance Center was also represented.

The Small Business Administration district director and spokesmen from DESC's contracting commodity business units, the Aerospace Energy CBU, the DESC Americas region, and the Small Business Programs Office gave presentations and networked with other attendees.

Monday evening, Dec. 10, a "no host reception" was held at the Baton Rouge Marriott. Many business representatives used this opportunity to discuss current business or future business possibilities.

The next day, Lula Manley, director of DESC's Small Business Programs Office, provided an overview of the events for the day and introduced Melvin L. "Kip" Holden, Baton Rouge's mayor, to 127 attendees. The Mayor offered insights into Baton Rouge's commerce and businesses.

Then DESC Director Sandy Sanders welcomed the guests and advised them to take advantage of the information that

would be shared during the day and to follow up with DESC staff after the event. Following that, Louisiana PTAC Program Director Sherrie Mullins and her staff outlined the assistance provided by their parish office and other PTAC centers throughout the country and its territories. PTAC Representative Cindy Carrier also presented an overview of her area.

Eugene Cornelius, the SBA district director for Louisiana addressed the group on opportunities for small businesses. The DESC representatives from various CBUs explained their respective commodities and unique requirements. The Product Technology & Standardization Division representative gave a presentation on the various product specifications and requirements with special emphasis on alternative fuels. The Direct Delivery Fuels representatives gave a presentation on the duties and responsibilities of the various divisions, FEMA support and alternative fuels. Representatives from the DESC Small Business office gave a presentation on the DoD Mentor Protégé program.

Later in the afternoon, breakout sessions were held providing opportunities to ask questions, develop partnerships and to network with other vendors and government officials. The Louisiana PTAC spokesman participated in the breakout sessions and provided valuable information to potential Government vendors.

Approximately 30 prospective contractors attended the Direct Delivery Fuels breakout sessions. The contractors were given handouts concerning various Posts, Camps and Station contract clauses, such as Clause C16.14, FUEL ETHANOL (PC&S) and Clause C16.27, FUEL BIODIESEL (B20). The attendees asked a number of questions concerning contracting opportunities in providing Biodiesel B20 and Fuel Ethanol E85 to DESC PC&S fuel customers. They received the PC&S program schedules and contact information for the contracting officers for the Customer Organized Groups. This enabled the participants to start the planning process to submit proposals when request for proposals are issued by each COG. All of the participants at the breakout session were encouraged to submit proposals and to contact the applicable contracting officers to answer any questions they may have.



Director of the Defense Energy Support Center's Small Business Programs Office Lula Manley and then-DESC Director Sandy Sanders flank Cherrie Mullins of the Louisiana Procurement and Technical Assistance Center.





# Small Business is big business to DESC

**By Gerald Tinner**  
**Direct Delivery Fuels Commodity Business Unit**

When the new then-Defense Energy Support Center Director Sandy Sanders arrived in May, it became evident that DESC had re-energized its focus on small businesses. The DESC Small Business Programs Office hosted the Small Business Outreach Conference in Corpus Christi, Texas, June 25. One week after the small business conference, Division Chief for Ground Fuels Division II Tyler Parker and Contracting Officer Ditu Kasuyi made it clear that the ground fuels team would go the extra step to get new small businesses offering on our future solicitations.

The contracting team, consisting of Kasuyi, Garrell Armstrong, Jackie Craft, Leonard Lamm, Brandi Carpenter, Candy Cross and Gerald Tinner, set two team goals that would fall in line with the Small Business office's new emphasis on outreach. The first was for three new small businesses to offer on the COG 6 wrap-up solicitation that was scheduled to close on Aug. 17. The second goal was to make the first award to a new small business as a result of the Corpus Christi Conference.

To reach these goals, the team used an approach suggested by Stephen Covey — "Begin with the End in Mind." Responsibility to call each of the points of contact for all the vendors who had attended the conference was divided among the team members. They called every point of contact several times. The

team also put in many hours researching these vendors and building relationships.

Due in large part to their hard work, dedication, and clearly established goals, the team received offers from three new small businesses under the COG 6 solicitation. Two of the offers received were a result of the Corpus Christi conference. The third new offer was a result of Tinner contacting a vendor that had not previously done business with DESC. Over several weeks, the team continued to work to build a relationship with this vendor. The vendor was so excited about the opportunity to work with DESC that the company sent a representative from Colorado to meet with them and representatives from the Small Business office.

Christine Owens, Audrey Scott, and Margo Falls all played significant roles in the team reaching its second goal. Through constant communication with Blue Sun Biodiesel and collaboration with the Small Business office, a contract was awarded to a new small business as a result of the Corpus Christi conference.

Blue Sun Biodiesel received an award to provide 516,000 gallons of biodiesel to three military locations. This award not only helped the Ground Fuels team reach its goals, it also provided DESC with another Biodiesel vendor.

*The Ground Fuels contracting team worked hard along with the Defense Energy Support Center Small Business Programs Office to bring new small businesses into the DESC fold. (Graphic by Tyler Parker)*





# DESC Toastmasters speak up about benefits

**Emilia Snider**

**Chief of Internal Review and a Toastmaster**

*[Editor's note: Snider retired in March.]*

Does this scenario sound familiar to you?

Your fear of public speaking could prevent you from participating in meetings or hinder advancement in your career. Perhaps you thought taking a training class in public speaking would help you conquer the fear. But, after spending more than \$1,000 for the class, the fear still exists. Why? The answer is simple: there is no opportunity for practice.

The old cliché “practice makes perfect” explains why most people won’t improve their speaking skills by just taking a one week course.

But, a great opportunity to practice is available nearby – maybe right in your building. Consider joining the Toastmasters.

Joining a Toastmasters Club will give you all the opportunities you need to perfect your speaking skills. For less than \$100 a year in membership fees, Toastmasters can help to improve your communication and leadership skills. The Defense Logistics Agency considers Toastmasters an effective training method and pays for the membership fee if employees request it.

**Toastmasters may not take away your fear to speak in public; you may still have butterflies in your stomach. Toastmasters just helps to train your butterflies to fly in formation so you can deliver your speech with more confidence.**

Serving as an officer in the Toastmasters Club can be counted as continuous education hours for leadership training. Earning Toastmasters Communication and Leadership Awards is a way of documenting a sometimes otherwise undocumentable job announcement evaluation factor — “Ability to speak in public and organize/run meetings.”

How does Toastmasters work? Club members attend the regular meetings, either weekly or twice a month depending on the local club’s charter. The typical meeting has three distinct sessions: prepared speeches, table topics, and the evaluation.

When a new member joins, Toastmasters International sends the new member two manuals: Competent Communication Manual and Competent Leadership Manual. The Competent Communication Manual, or the basic manual as many Toastmasters call it, consists of ten speech projects that emphasize various skills in preparing and giving speeches. It begins with the Ice Breaker Speech, in which the new member introduces him or herself to the club. Each additional speech allows the member to develop a particular speaking skill, such as organization of the speech, gestures while speaking and vocal variety skills for making the speech more effective.

Members have the freedom to choose their own topic for each speech. The speeches are timed, training members on time management. When members complete the ten speeches in the basic manual, a club officer will submit an application for the Competent Communicator Certification which is awarded by Toastmasters International.

Then, members can continue to advance and achieve Advanced Communicator Bronze, Silver, and Gold Certifications by completing specialty speeches outlined in Advanced Manuals. There are 15 Advanced Manuals. The following are a few examples:

- Speaking to Inform
- The Discussion Leader
- Speeches by Management
- Technical Presentations
- Persuasive Speaking
- Humorously Speaking

The table topics session is always a fun portion of the meeting. Guests may participate in this session if they so desire. The Table Topics Master asks a question and selects a member or guest to give a 1-2 minute response to the question. This helps the members think on their feet and practice impromptu speaking. The responses are timed to improve time management skills. The main objective is to give a chance for every member to speak. The Table Topics Master ends the



*Defense Energy Support Center Toastmasters gather at the podium after a recent meeting. From left to right are Al Covill, a market research analyst in the Financial Operations Office, Brett Campeol, an energy management specialist in the Installation Energy Commodity Business Unit, Ken Henz, a chemist for DESC- NOLSC, Linda D. Murray, a traffic management specialist in the Bulk Petroleum CBU, and James Dennis, a contracting officer in Energy Enterprise Office. (Photo by Lawrence “Robbie” Robinson)*

session by giving a summary of all the responses. This requirement helps to improve listening and summarization skills.

The Evaluation Session is considered the most important portion of the meeting. The Master Evaluator evaluates the entire meeting and introduces pre-assigned evaluators to evaluate the speeches that have been given during the first session of the meeting. Each evaluator gives a 2-3 minute verbal evaluation and completes a written evaluation of the speech using the guide in the manual. The evaluation is similar to a mini-speech that the evaluator has less than 10 minutes to prepare. The evaluators thus practice listening and evaluation skills, providing their opinions on areas of improvement to the speakers as instant feedback. Giving positive feedback and constructive criticism is a difficult skill to master. The evaluation is also timed to practice time management.

At meetings, the members are assigned roles to perform in conducting the meeting. The Toastmaster of the Day is in charge of the meeting, ensuring the agenda is filled, the meeting starts and ends on time, and there are smooth transitions from one session to another. This encompasses the leadership skills of organization, teamwork, and time management. Besides the Toastmaster of the Day, there are other roles such as:

Word Master: to introduce a new word for use to expand vocabulary.

Joke Master: to master the skill of using humor.

Grammarians: to ensure usage of proper English, and encourage reduction of audible pauses, such as ums, ahs, and “you know”.

Timer: to time all of the speaking roles.

The other manual, the Competent Leadership Manual, documents the evaluation of the roles performed at the meeting. The Leader Evaluator uses the Manual as a guide and provides written evaluation of how the members performed in their assigned roles. There are 10 projects in the Leadership Manual covering the following leadership skills:

- Listening
- Critical Thinking
- Giving Feedback
- Time Management
- Planning and Implementation
- Organizing and Delegating

*Continued on page 26.*

## Toastmasters



- Developing Facilitation Skills
- Motivating People
- Mentoring
- Team Building

When the members complete the requirements of the Competent Leadership Manual, a club officer will submit the application for the Competent Leader to Toastmasters International. The Toastmasters Leadership Track will help members develop their leadership skills through the completion of Advanced Leader Bronze and Silver. In order to accomplish the advanced levels, members participate as officers of the local club, area, division, district, region, or international office. The members have to present workshops, mentor new members, coach or mentor other clubs, and work on a High Performance Leadership Project. This requirement is designed to give members the opportunity to practice their leadership skills. The Toastmasters Leadership Institute provides free training to officers twice a year.

The title of Distinguished Toastmaster is awarded to a member who has completed both the Advanced Communicator Gold and Advanced Leader Silver. Even though DTMs have reached the highest level, most will repeat the basic manual, approaching it with a new perspective. Where do you find a place with a captive audience for your speeches no matter what the topics are – only in a Toastmasters Club! Where can you make major speaking errors without negative consequences – only in a Toastmasters meeting! It is a great place to polish your speeches.

As you can see, there are many professional benefits to being a Toastmaster. But, when you ask a Toastmaster about his or her reason for being a Toastmaster, you will hear about the camaraderie, networking, and fun of being in the Toastmasters Club. There are events that go beyond the clubs, such as contests at different levels. Twice a year, the best speakers and evaluators or table topics respondents compete at the club, area, division, region, and eventually at the international conferences. One can enjoy the fun of the contests, especially with the humorous speech contests.

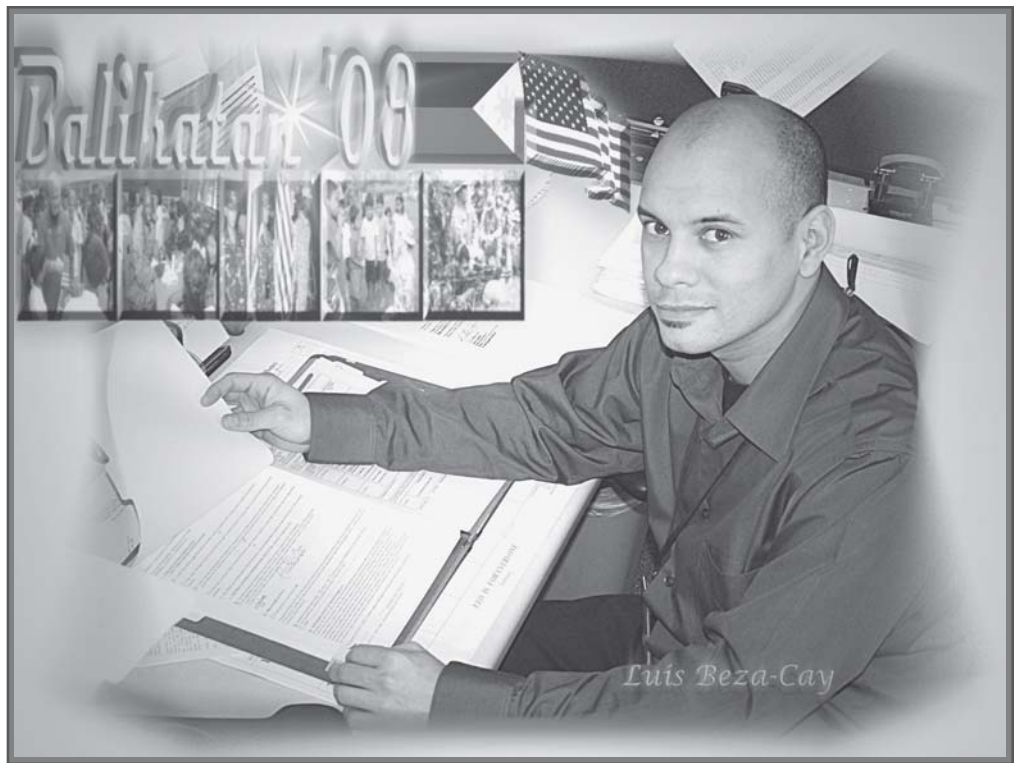
Toastmasters programs are self-paced. A seasoned Toastmaster will mentor and guide the new member. There is no pressure and all functions are voluntary. Toastmasters learn by doing and practicing. Joining a Toastmasters Club is to gain that opportunity to speak and practice. The DLA Toastmasters Club is readily available in the same building as the Defense Energy Support Center Fort Belvoir team, and many members are from DESC.

DESC Fort Belvoir employees can contact Vice President of Membership Linda Murray at [Linda.Murray@dla.mil](mailto:Linda.Murray@dla.mil). The DLA Toastmasters Club meets every Tuesday from 1130-1230, except after Monday holidays, usually in Room 3501 of the McNamara Headquarters Complex.

Other DESC employees can check [www.toastmasters.org](http://www.toastmasters.org) to find the nearest club.



# Filipino and U.S. forces shoulder the load together



*Luis Beza-Cay, a contract specialist in the Direct Delivery Commodity Business Unit, supported Balikatan 2008. (Graphic by Tyler Parker)*

## **By Luis Beza-Cay, Contract specialist, Direct Delivery Fuels CBU**

The Defense Energy Support Center's Direct Delivery Fuels Commodity Business Unit recently supported the Balikatan 2008 annual bilateral exercise. The exercise involved military forces from the United States and the Philippines in humanitarian assistance and training exercises in the Philippines from Feb. 18 through March 3.

During Balikatan 2008, Filipino and U.S. members of the armed forces conducted humanitarian assistance projects, such as offering free medical, dental and veterinary care, and constructing and repairing schools and other infrastructure in communities sorely in need of assistance. This exercise also focused on training both forces to provide relief and assistance together, in the event of natural disasters and other crises that could endanger public health and safety.

Since 1981, both militaries have met to learn from one another and improve their interoperability.

True to its meaning in Filipino — “shouldering the load together” — Balikatan entails Filipino and U.S. forces shouldering the load together to help the greatest possible number of people in need.

The Balikatan exercise required the delivery of 23,289 gallons of Fuel Oil Diesel #2, 1,378 gallons of premium unleaded gasoline and 106 gallons of jet aviation fuel. In addition to the initial requirements, more than 500 additional gallons of premium gasoline and jet fuel were needed on a day-to-day basis. These additional mission-critical fuel requirements were subsequently added by contract modification, thus allowing the customer to continue to meet the mission.

DESC Direct Delivery successfully awarded eleven line items in support of Balikatan. Seven of those items required drum

deliveries. Going the extra mile, Contracting Specialist Luis Beza-Cay was able to turn an historically sole-source procurement into a competitive procurement.

For the Balikatan 2008 exercise, three companies submitted offers and subsequently two were awarded a DESC contract. Six items were awarded to Lubwell Corporation and five items were awarded to Petron Corporation. Both companies excelled in providing exceptional fuel support for the deliveries under their respective contracts.

The DESC Direct Delivery contracting team included Tyler D. Parker, chief of Ground Fuels Division II; Ditu Kasuyi, contracting officer; Audrey Scott, inventory manager, and Beza-Cay. The team thanked the DESC Pacific team; U.S. Army Lt. Col. David Bennett and Liaison Officer and Planner Dave Douglas who helped coordinate this major event. Army representatives in the Philippines, Maj. Brian Kuhn and Capt. Amanzio Brady, were also very instrumental in assisting DESC in providing uninterrupted fuel support and validating requirements as they were identified.

Chris Barnett, chief of the DESC technology team, Christine Owens, procurement analyst, and Elizabeth Perkinson, procurement analyst, helped expedite the process of loading the contracts in the system, and getting military personnel access and training on the Paperless Ordering and Receipts System. In order to overcome the challenges, the team worked weekends, worked through the night, and kept open lines of communication between the customer and the supplier.

DESC was proud to provide a “shoulder of support” for our troops in this noble cause.

# The Big Picture



## DLA Director outlines Pacific trip

By Christine Born  
DLA Public Affairs

Building on past successes, empowering employees to initiate change and evolving into a national enterprise is building the Defense Logistics Agency a great reputation.

So said DLA Director Army Lt. Gen. Robert Dail at a Director's Call March 5.

"I'm very motivated by the people in DLA," Dail said. "They are fired up about their jobs, passionate about giving support to the warfighters and doing a superb job at it."



*DLA Director Lt. Gen. Robert Dail addresses the DLA workforce at his recent Director's Call. (Photo by Thomas Wilkins)*

Dail also highlighted his recent trip to the Pacific and shared stories of the many positive experiences he encountered.

Dail and Larry Glasco, the deputy director of Logistics Operations and Readiness, spent 13 days traveling from Washington to Alaska, Hawaii, Japan and Korea, visiting DLA elements and meeting with DLA's military customers.

Dail said the Navy is changing the way it is doing business

in the Pacific. To support some new Navy requirements, DLA will forward stock items in Yokosuka, Japan.

Customers in the Puget Sound area "are very satisfied with the reliability and shipment of cargo to their sites from Defense Distribution Depot San Joaquin, Calif.," Dail said.

In Alaska, Dail met with members of the Defense Energy Support Center Alaska team.

Dail said Defense Reutilization and Marketing Office employees approached him with an initiative to quickly turn in unserviceable compressors from generators and refrigerators.

"I told them to do it," Dail said. "I was very impressed with them and they were very confident in their ability to perform well and serve the customer."

He had similar positive comments and experiences in Hawaii, Japan and Korea. He said the Army wants DLA capabilities close to them, "inside their walls and in the demand planning stages to work with them to solve materiel management issues.

In Japan, he met with Fleet and Industrial Supply Center representatives. "Fuel is a big issue for the fleet out on the Pacific Rim. And I think we're very well connected there," Dail said.

"On the Korean peninsula, all the fuel, all the commodities and all the DRMS operations are very much visible and appreciated, our customers tell us," Dail told the audience.

"Our warfighters are in far away places," he said. "They are counting on us to serve them and provide them the very best that this country has to offer. Each of you has a direct contribution for what we are doing for our troops."

Dail said the Navy asked him to look at taking over its inventory management of stock. He said the Navy goes to sea with about \$750 million worth of inventory when it leaves port. Navy officials would like DLA to own all the distribution and inventory up to the point of the pier.

Dail then answered questions on base realignment and closure, DLA's forward presence, contracting regulations and the Joint Regional Inventory Material Management initiative.

When asked to give an example of "extending the enterprise" to satisfy customer needs, Dail gave several, including the example of DESC experts embedded at FISCs in the Pacific and in Afghanistan.

"At Bagram AB, the guy who should be answering the questions about fuel should be from DESC – he's got the whole visibility of the supply chain and the sources – he's embedded out there with them," Dail said.

# New directive cites political activity rules for military servicemembers

By Gerry J. Gilmore  
American Forces Press Service

WASHINGTON, March 5, 2008 - A revised Defense Department directive provides sharper definition of what servicemembers may and may not do within the political realm, particularly running for political office, a senior U.S. military officer said here yesterday.

The new version of Directive 1344.10, titled, "Political Activities by Members of the Armed Forces," became effective Feb. 19 and replaces the previous version issued in August 2004, said Army Col. Shawn Shumake, director of legal policy within the Office of the Undersecretary of Defense for Personnel and Readiness. It was formulated with input from all the military services, he said.

The upcoming 2008 U.S. general elections will feature a bevy of former military members, retirees and current military reservists running for elected office, Shumake explained. In fact, the revised directive contains two sections that discuss candidacy and campaigning issues pertaining to members of that group, he added.

Active-duty servicemembers are strictly prohibited from campaigning for political office or actively taking part in a political campaign — even behind the scenes — Shumake said. The revised directive also specifies what active duty members may or may not do regarding political activities, he said.

"Active-duty military members are required to be apolitical as they go about their business serving the nation," Shumake explained. The restrictions for servicemembers on active duty are extremely tough, he added.

In addition, military chiefs are expected to provide unvarnished advice, without political slant or motive, to senior civilian government leaders, he added.

"It's a fundamental tenet that we don't engage in partisan political activity," Shumake emphasized. "You can't have credibility as military experts if people are going to question your motives, that maybe there's something here other than what is in the best interests of the country."

However, under certain circumstances, some reserve-component members can run for or hold elective political office, Shumake said. Yet, there is "a right way and a wrong way to do



that," he emphasized, noting two new sections within the revised directive that address political candidacy and campaigning issues.

The directive outlines specific rules pertaining to cases of regular, retired and reserve-component servicemembers holding elective or appointed office within the U.S. government, Shumake said, including elected positions with state, territorial, county or municipal governments.

In addition, the revised directive requires military members holding such positions to apply for and secure the approval of their individual service secretaries. Shumake noted that the requirement for service secretarial approval depends on the length of the servicemember's call or order to active duty. He encouraged servicemembers with questions about the rules affecting partisan political activities or participation to talk to their commanders for guidance.



# DLIS adds pictures to database

## *Images help warfighters identify items*

By Van Williams  
DLIS Public Affairs

The Defense Logistics Information Service is updating its databases to better serve the warfighter. The agency is adding product images to its Web FLIS and FEDLOG research tools.

Using National Stock Numbers and National Item Identification Numbers, service members are able to find product information before ordering them. Now a picture is included with the product description.

“Many of today’s service members are of the Internet generation. They want information and they want it quick,” said Steven Rusan, manager of the FLIS Imaging project. A survey of customer satisfaction for another DLIS product, FEDLOG, showed that service members wanted more detailed pictures.

“The next generation of soldier, sailor, Marine and airmen has grown up shopping on web sites that have product information and pictures,” said Kenneth Tomalka, a DLIS Images represen-

tative. “We’re updating our web site to reflect that change and to better serve our customers.”

Service members, manufacturers and DLIS catalogers are collecting the images and Rusan’s team places them on the web sites. So far 265,000 images have been added. “It’s a good start,” Rusan said, but there are seven million more images to collect.

The Imaging team has gotten feedback from re-deployed service members, who say the pictures helped them when ordering items from supply. The process gets the right items to the warfighter, which saves time and taxpayer dollars.

*Below, a screen shot of a new Defense Logistics Information Center catalog. Pictures in DLIS catalogs help customers identify items and reduce errors in ordering. (Photo courtesy of DLIS)*

The screenshot shows the WebFLIS web application interface. At the top, there is a navigation bar with links for "WebFLIS Home", "Main Menu", "Registration", and "Logoff". Below this is a section titled "WebFLIS NIIN Output Data" which includes a search result card. The card displays a small image of a cylindrical filter element on the left and a list of details on the right: NSN: 2940011883776 (Warfighter Search), Item Name: FILTER ELEMENT,INTA, User ID: LSC3093, and Date of query: 8/28/2007 10:23:27 AM. A note below the card states: "Note: This is a representative picture only, of this item." Below the search result card is a "Basic Reference" table with columns for Part Number, AAC, CAGE-CD, STAT, DAC, U-PRICE, RNCC, RNVC, SOS, UI, HCC, MSDS, and UPC CODE. The table contains five rows of data.

Part Number	AAC	CAGE-CD	STAT	DAC	U-PRICE	RNCC	RNVC	SOS	UI	HCC	MSDS	UPC CODE
12342870	D	<u>19207</u>	A	B	\$27.84	3	2	SMS	EA			
W-250D53	D	<u>3ES68</u>	A	5	\$27.84	5	2	SMS	EA			
A-D53	D	<u>0CAN1</u>	A	6	\$27.84	5	2	SMS	EA			
P521242	D	<u>18265</u>	A	6	\$27.84	5	2	SMS	EA			
C431209	D	<u>32857</u>	A	6	\$27.84	5	2	SMS	EA			

# Accomplishing the DRMS mission Colorado to Afghanistan



By Kathleen Hausknecht  
DRMA Public Affairs

Joseph Gosselin, a property disposal specialist at DRMO Colorado Springs, received the Defense Meritorious Civilian Service Medal for his service at DRMO Bagram, Afghanistan. Gosselin volunteered for the deployment to Afghanistan from November 2006 to June 2007.

It was definitely a challenging, exciting and rewarding opportunity to be one of the team members at DRMO Bagram, noted Gosselin.

Gosselin wasn't alone and he is quick to credit the Disposal Support Contingency Team (DSCT) and DRMO staff at Bagram, as well as the DRMS staff back in Battle Creek, Mich., for making his deployment a positive one.

"The excellent teaming and support rendered by the DCST in Bagram, all the Battle Creek folks whether they worked in Contingency, Facilities, or elsewhere was exceptional. You could always count on them, and you couldn't ask for anything better," he said.

According to Gosselin, the DRMO Bagram staff faced many challenges. The facility was overwhelmed and suffered from a shortage of personnel. Scrap accumulations were overflowing and numerous items were long overdue to be demilitarized.

Changes in contracts for mixed metal and demilitarization were made that allowed the DRMO facility to finally start moving property quickly. With the additional support, the DRMO was able to gain ground in demilitarizing property and bring contractors into the facility on a daily basis.

"It was just incredible, the focus and dedication of the DRMO staff, as the days and weeks went by. Work conditions were constantly improving, and you could see the pride in everyone," Gosselin noted.

So for now the mission is accomplished, and Gosselin has returned to Colorado Springs complete with all the comforts of home — quite a difference from his tour in Afghanistan.

But what if he was needed to return to Bagram?

"Would I do it again, you betcha," he said.

*At the beginning of 2007, the base at Bagram still had locations that had not been scanned for mines. Markers are posted to keep out people and vehicles from those areas that are waiting for de-mining scans. (Photo by Joseph Gosselin, DRMS)*



*Just like the postman, the receipt of property at the DRMO takes place no matter what the weather.*



*A pair of soldiers look over property available to them through the R/T/D program at DRMO Bagram.*



*A portion of DRMO Bagram is set aside for the demilitarization of old and damaged property.*

# In the Limelight

## Barr named DESC Employee of

**By Susan Declercq Brown**  
**DESC Public Affairs**

Christina Barr, a contract specialist in the Aerospace Energy Commodity Business Unit, has been named the Defense Energy Support Center's Employee of the Quarter for the first quarter of fiscal 2008.

"Ms. Barr demonstrated superior performance as the sole contract specialist for the initial procurement of liquid hydrogen [LH2] for several of DESC's customers in California," said then-DESC Director Sandy Sanders. "Through her exceptional efforts, Ms. Barr established a strong degree of credibility for herself and in turn for DESC."

It is the first time DESC has procured LH2 for customers at Vandenberg Air Force Base; Edwards AFB; Rancho Cordova and Murrieta. Barr, who has been on the DESC team for two years, began working on the LH2 procurement in July.

Liquid hydrogen fuels the Lockheed Martin's Atlas V rocket, which carries Defense Department payloads into space. The customers at Edwards AFB and Rancho Cordova use this product for engine testing, while the Murrieta customer uses the product for cryogenic valve testing and development.

Previously, NASA provided this product to these customers.

In order to reduce the pricing risk to potential offerors, Barr devised a unique contract line item number structure as part of the procurement's acquisition strategy. NASA previously

provided CLINs for partial and full deliveries, but Barr's unique CLIN structure combines these two types of deliveries.

"The CLIN structure was changed to fall in line with commercial business practices," after consultation with industry, Barr said. "The change resulted in a reduction of costs to the government and a win-win outcome."

There is also a CLIN for an "abort fee" if the customer decides to cancel services after the product has been ordered; this happens occasionally in the launch and space business. Finally, there are CLINs for expedited services where delivery is needed between 0 to 24 hours and 24 to 48 hours.

The "abort fee" CLIN and expedited services CLIN reduce the pricing risk of a fixed price regardless of the nature of the order and resultant delivery required by the customer.

In addition, she personally negotiated a .8 percent reduction between offeror Praxair's initial offer and its final proposal revision. This is significant in this very tight commodity market.

As a result, Barr personally saved the government \$182,560 as compared to NASA's forecasted contract total for a three-year contract.

Due to the uniqueness of this requirement, it was extremely challenging to determine whether Praxair's prices were fair and reasonable. Barr created a well-documented 15-page price

## Defense Logistics Agency honors DESC partners, customer

**By Susan Declercq Brown, DESC Public Affairs, and the DLA Public Affairs team**

Two Defense Energy Support Center suppliers and one customer received Business Alliance Awards from the Defense Logistic Agency February 12 for their outstanding contribution to the DESC mission.

Supreme Site Service AG; Corrigan & Sons, Inc.; and U.S. Army-Rapid Aerostat Initial Deployment were among the 23 industry partners, customers and individual honored in the ceremony.

DLA's primary role is to provide supplies and services to

America's military services worldwide, to include managing consumable items, like rations, medical supplies and equipment, clothing and textiles and repair parts for land, sea and air weapons systems and platforms. The energy supplies and services DESC provides in partnership with its suppliers are a big part of that mission.

In order for DLA to provide the best service to the military services, the agency partners with providers in industry to help supply these items.

The ceremony, which was established in 1998, recognized those



# the Quarter

negotiation memorandum; this allowed the contracting officer to make a determination that Praxair's prices were indeed fair and reasonable.

Despite the complex procurement issues, Barr awarded the contract two days ahead of schedule.

Barr said she was motivated by the special challenges this procurement presented – and by the knowledge that the LH2 would be used for the Atlas V missions.

Communication was the key to success, she said, citing the effective communication between inventory managers, quality assurance representatives, chemists, transportation specialists and contracting specialists.

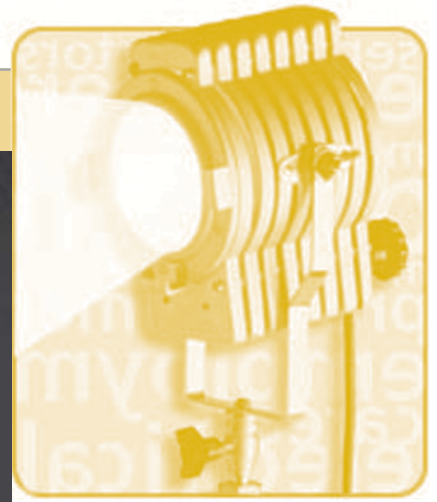
Barr's outstanding performance has earned her the highest degree of confidence from managers, and the utmost respect from peers who have all identified her as the key driving factor in maintaining the success of this highly visible program within DESC, said Sharon Murphy, the Aerospace Energy CBU director.

Barr also stands out outside the office. She raised \$15,000 for the Leukemia and Lymphoma Society by raising pledges and

walking in the Light the Night Walk. The charity supports the work of hundreds of the world's best and brightest researchers in their search for better therapies and cures for leukemia, lymphoma and myeloma.

"I try to get involved with foundations that work for solutions against cancer," said Barr, whose grandfather died of cancer. "I reached out to friends and associates...and what started as my effort to raise donations quickly changed to a group-focused activity with me steering the ship. This was definitely not a single person's effort."

Barr also volunteers at the YMCA and cheers on the Spurs.



## (1<sup>st</sup> Qrtr)



demonstrating outstanding partnership efforts to assist DLA in executing its mission — providing supplies and services to America's warfighters. DLA Vice Director Air Force Maj. Gen. Arthur Morrill presented the annual awards.

In presenting the awards, Morrill said, "There are soldiers, sailors, airmen, Marines and Coast Guardsmen out there in some of the toughest circumstances imaginable, and the work you do ensures that they never worry about what is supporting them, and the only thing they think about is the enemy and mission objective."

"We have a big task together to accomplish; you represent the tip of the iceberg of the partnership that DLA enjoys with the private sector," Morrill said. "Our work is not done yet... It is really only beginning. There are great things available to us to pursue together."

*Continued on page 34.*

## Business Alliance awards



**Supreme Site Service** – Air Force Maj. Gen. Arthur Morrill, DLA vice director, awards Steve Horne, director of Supreme Fuels, the DLA Vendor Excellence Award in the large business category. (Left to Right) Scottie Knott, Acquisition Management director, and Peg Meehan, Small Business Programs director, help present the award.

*Photos by Thomas Wilkins*



**Corrigan and Sons** – Air Force Maj. Gen. Arthur Morrill, DLA vice director, awards Carson Corrigan, Corrigan and Sons, Inc. president and owner, the DLA New Contractor of the Year Award. (Left to Right) Scottie Knott, Acquisition Management director, and Peg Meehan, Small Business Programs director, help present the award.

## DESC's winners

### **Supreme Site Service AG, Ziegelbruecke, Switzerland (Large Business)**

This supplier won the Vendor Excellence Award, awarded to individual large, small, small disadvantaged, women-owned, service disabled, veteran-owned small businesses, and historically underutilized business zone small businesses that have demonstrated overall excellence in superior product quality, on-time delivery, superior customer service, reliability, dependability, consistency and accuracy.

Supreme Site Services secures several grades of fuel from refineries in Pakistan and reliably transports that fuel along treacherous routes to destinations in Pakistan and Afghanistan. Despite significant operational and business risks, Supreme willingly and eagerly accepted the challenges and constantly overcame obstacles to meet its contractual demands. During potential disruptions caused by flooding, tribal disputes, border closings and refinery problems, Supreme consistently persevered to initiate solutions to ensure deliveries.

Supreme Fuels was tremendously pleased and grateful to receive this recognition, said Steve Horne, director of the company.

“Our team has invested long hours in implementing an efficient and effective bulk fuel supply chain capable of meeting the needs of our warfighters in Afghanistan,” he said. “We’re extremely proud of the trust and faith DESC has placed in us...”

“Of course the success of the program would not have been possible without the considerable effort of the DESC teams in Virginia and Bahrain. We benefited hugely from the guidance and advice provided by the DESC contracting staff in Virginia and from the leadership and technical direction of the DESC operations and quality team in Bahrain,” he explained.

### **Corrigan & Sons, Inc., Fairbanks, Alaska**

This contractor was named New Contractor of the Year. This award goes to a business that contracted for the first time with DLA within the period of consideration, and that meets the Vendor Excellence Award criteria.

Corrigan & Sons Inc. is a small business operated entirely by the two Corrigan brothers. They not only handle all the contracting details and paperwork, they also drive the fuel trucks. Their performance has been outstanding as they delivered 2.25 million gallons of jet fuel to various military activities in Alaska. They consistently show a commitment to customer service, product quality, and safety. Corrigan developed a reputation as one of the best fuel contractors in DESC by safely delivering a quality product in a frequently harsh Alaskan environment.

## U.S. Army-Rapid Aerostat Initial Deployment, Huntsville, Ala.

This Army unit was named Customer of the Year. The award recognizes the Department of Defense customer organization that exemplifies the highest degree of professionalism; meets or exceeds criteria in one or more other categories and clearly stands above the rest in its commitment to DLA.

The RAID Product Office jointly developed an acquisition and program strategy with the DESC Aerospace Energy Commodity Business Unit that provided continuous gaseous bulk helium stocks in tube-bank trailers for surveillance aerostats deployed in support of Operation Iraqi Freedom. RAID has been a DESC gaseous bulk helium customer since 2003 when it initially deployed three tethered aerostat systems in Iraq to guard ammunition storage areas. The RAID team assisted similar programs and has continuously demonstrated their commitment and enthusiasm for supporting the warfighter in Iraq.



**U.S. Army-RAID** – Air Force Maj. Gen. Arthur Morrill, DLA vice director, awards Tommy Davis, U.S. Army-Rapid Aerostat Initial Deployment Product Office contractor logistics lead, the DLA Customer of the Year Award for a Department of Defense Activity. (Left to Right) Scottie Knott, Acquisition Management director, and Peg Meehan, Small Business Programs director, help present the award.

## Other DLA Business Alliance award winners

**For Vendor Excellence:** Essex Cryogenics of Missouri, Inc., Saint Louis, Miss. (Small Business); Combustion Associates, Inc., Corona, Calif. (Small Disadvantaged Business); Data Solutions and Technology, Inc., Lanham, Md. (Women-Owned Small Business); Graco Awards Manufacturing, Inc., Tomball, Texas (Service Disabled Veteran-Owned Small Business); Campbellville Apparel Company, LLC, Campbellville, Ky. (HUBZone Small Business)

**For Innovative Business Performer of the Year,** awarded to large, small, small disadvantaged, women-owned, service disabled, veteran-owned small businesses, and HUBZone small businesses that have undertaken risks associated with innovative business practices (shared production, electronic commerce, prime vendor, quick response, etc.) and that meet the Vendor Excellence Award criteria: Becton Dickinson, Franklin Lakes, N.J. (Large Business); Alken Industries, Inc., Ronkonkoma, N.Y. (Small Business); PAL Services, Inc., O'Fallon, Mo. (Small Disadvantaged Business); Dare Electronics, Inc., Troy, Ohio (Women-Owned Small Business); Networks Enterprises, Inc., New Hudson, Mich. (Service Disabled Veteran-Owned Small Business); Ehmke Manufacturing Company, Philadelphia (HUBZone Small Business)

**For Outstanding Readiness Support,** awarded to large, small, small disadvantaged, women-owned, service disabled, veteran owned small businesses, and HUBZone small businesses that have provided extraordinary customer support, service or product directly to a crisis situation, in addition to the Vendor Excellence Award criteria: C&S Antennas, Inc., Hickory, N.C. (Small Business); AM General, LLC, Mishawaka, Ind. (Large Business); PPI Industrial Corporation, Sun Valley,

Calif. (Small Disadvantaged Business); Bethel Industries, Inc., Jersey City, N.J. (Women-Owned Small Business); Janel's Industries, Inc., Cassopolis, Mich. (Service Disabled Veteran-Owned Small Business); Weinbrenner Shoe Company, Inc., Merrill, Wis. (HUBZone Small Business)

**For Outstanding AbilityOne Program Vendor,** awarded to non-profit agencies (National Industries for the Blind, employing the blind; or NISH, employing persons with severe disabilities) that exemplifies Vendor Excellence Award criteria: New York City Industries for the Blind, Brooklyn, N.Y. (NIB); Cottonwood Inc., Lawrence, Kan. (NISH)

**The Commander's Choice Award,** awarded to the non-DLA individual whose dedication and commitment to the DLA mission affects the quality of life for U.S. men and women in uniform went to Harold Miller, defense and space aftermarket pricing manager, Honeywell Defense & Space, Tempe, Ariz.

Harold Miller, commander's choice award winner, was awarded because he consistently took the lead within Honeywell Aerospace Defense and Space to integrate DLA's mission requirements into the Honeywell corporate culture and daily work processes. Miller also worked hard to expand DLA's corporate contract coverage throughout the Honeywell organization.

"Well I feel honored to receive this award. It's been a great partnership over the last 10 years that I've been working with DLA," Miller said. "We've been able to forge a good partnership between Honeywell and DLA ... Coming up with some innovative ways of looking at what our needs are versus their needs for the warfighter and at the end of the day we are able to structure something that makes sense for both of us and that's why we've been able to continue our partnership."



# Brooks: hero amongst us

By Susan Declercq Brown  
DESC Public Affairs

Sgt. 1<sup>st</sup> Class Darrell Brooks, Defense Energy Support Center Plans and Operations Center, received the Combat Action Badge from then-DESC Director Sandy Sanders during a town hall meeting at Fort Belvoir, Va., Jan. 29.

Sanders called Brooks “a hero amongst us.” The badge is presented to soldiers who come under enemy fire.

On April 7, 2003, Brooks was in Iraq providing security to a fuel and supply convoy. He participated directly in combat operations during the 1<sup>st</sup> Battalion – 64<sup>th</sup> Armor Regiment’s offensive into the Rasheed District of Baghdad. Brooks was leading his squad of vehicles along Highway 8 in Baghdad when he was ambushed. Small arms and rocket propelled grenades were fired directly at his vehicle and squad from enemy ambush positions and fighting positions that were 50 to 70 meters away on both sides of the road.

Brooks remained calm and took control of the situation. While personally returning fire with his M16 from inside of his Humvee, Brooks directed his turret machine gunner and squad to destroy enemy infantrymen in the vicinity. After quelling the ambush and destroying the enemy, he proceeded with the convoy to complete his mission, engaging the enemy sporadi-

cally for the remainder of the trip. He delivered the crucial fuel and supplies on time and on point allowing the offensive to continue successfully.

His supervisor, Lt. Col. Matthew Kmon, chief of the ops center, said Brooks’ combat experience and personal drive make him the “heartbeat” of the ops center.

Brooks has “that uncommon ability to relate staff decisions to the impact on the front lines and aggressively work through any problem that is thrown his way,” said Kmon. “For anyone calling in the middle of the night or from far away shores, it is obvious that Darryl is a leader more than capable of working through any crisis and getting the fuel flowing when others remained stymied.”

As he prepared to pin the badge on Brooks’ chest, Sanders said it was in honor of “all the folks who’ve been over there and all the folks who will be.”

“I hope Sergeant Brooks will never get another of these and that no one out there will ever get one either,” Sanders said, referring to the danger of enemy fire which is a criterion of the award.

## Strakos commended for service



**U.S. Air Force Capt. Joshua Strakos**, Defense Energy Support Center Americas’ operations and plans officer, receives the Joint Service Commendation Medal for his contributions to Operation Iraqi Freedom as part of the Defense Logistics Agency Contingency Support Team – Iraq from July 2007 to January 2008. U.S. Army Col. Shawn Walsh, commander of DESC Americas presents the certificate Mar. 11.

# Banez gains star in Alaska Guard

By Public Affairs  
Alaska National Guard Bureau

Defense Energy Support Center Deputy Commander Randy Banez serves DESC as a federal civilian, but he is also a National Guardsman. He was promoted to brigadier general in the Alaska Army National Guard in a promotion ceremony Feb. 8 in Anchorage. As a Guardsman, Banez is commander of the 207<sup>th</sup> Infantry Brigade.

“The Alaska National Guard is proud to have Randy Banez take on a leadership role as a brigadier general,” said Maj. Gen. Craig E. Campbell, adjutant general of the Alaska National Guard. “He brings a tremendous amount of military experience and respect from his fellow Guard members that will prove valuable in leading and transforming the Alaska National Guard into the future.”

Banez began his career when he was commissioned in 1981 with the Texas Army National Guard; shortly thereafter, he entered active duty as a field artillery officer. He spent 10 years traveling and deploying to numerous locations across the world.

In 1994, Banez transitioned to the Alaska Army National Guard where he has served in numerous capacities from executive officer of the 297<sup>th</sup> Support Battalion and the training officer for the Directorate of Operations (G-3), to the position he holds today.

Banez said that although he has been commanding the 207<sup>th</sup> Infantry Brigade since June, neither his responsibilities nor his focus will change after pinning-on brigadier general rank.



“I’ll remain in the same position, but the one star rank will help to make me more visible and more public to the Guard as a whole, and I think that is a big thing,” Banez said.

Banez thanked his wife, Dina, for all the support she has given him over their 21 years of marriage. He also thanked his three sons, 12-year-old Andrew and 10-year-old twins Matthew and Brandon, for the sacrifices they have made to support his military service.

“I feel that I am very grounded,” Banez said. “My family is the foundation of my life and everything and all of my successes are built around them; it’s basically through their support that I’m allowed to do this,” he said. “If you can’t have your family support then you can’t focus on the job and become successful. Being in the Guard has been fun, and it’s because of the support my family gives me.”



*Brig. Gen. Randy Banez and wife Dina pose with their three sons immediately after a promotion ceremony Feb. 8 in which Banez received his silver stars. From left, the sons are Andrew, 12, and Matthew and Brandon, 10.*

# Pacific Region employees find

**Ralph Wells** receives awards and recognition for his selection as the DESC Pacific Employee of the Quarter for 1<sup>st</sup> Quarter 2008. He also received a 10-year Federal Service certificate Jan. 29 from U.S. Army Lt. Col. Sidney Thomas, commander of Defense Energy Support Center Korea.



**Munevver Smith** receives a Dry Tank Certificate from Steve Bacle, deputy commander of Defense Energy Support Center at a farewell lunch Feb. 1. Bacle thanked her for outstanding work in the Management Support Division. She will be moving back to Turkey with her husband.

**U.S. Army Sgt. 1<sup>st</sup> Class William Davenport** receives a letter of commendation and a Defense Energy Support Center coin and certificate of excellence from Defense Energy Support Center Korea Commander Army Lt. Col. Sidney Thomas. The award recognizes Davenport's work in establishing the Praxair gases contract.





# assignment rewarding

**Inventory Management Specialist Yi Myong Sun** receives an *On the Spot Award* from U.S. Army Lt. Col. Sidney Thomas, commander of Defense Energy Support Center Korea Jan. 29.



**Inventory Management Specialist Kwak Kyu Sok** of Defense Energy Support Center Korea, Daegu, Korea, receives an *Outstanding Performance Award* from U.S. Army Lt. Col. Sidney Thomas, the unit's commander, Jan. 29.



**Defense Energy Support Center Korea new team member Doug Edwardsen** receives a *Special Act Award* earned while assigned to DESC Americas for his outstanding performance supporting missions in South and Central America. U.S. Army Lt. Col. Sidney Thomas, commander of Defense Energy Support Center Korea, made the presentation Jan. 29.



# New commander, deputy in Middle Pacific region

The Defense Energy Support Center Middle Pacific Office has a new leadership team.

U.S. Air Force Lt. Col. Joy D. Griffith assumed command of the DESC Middle Pacific Office on Feb. 27. She is an experienced base-level fuels officer and was previously assigned to DESC-United Kingdom from 2002 to 2005. During her assumption of command ceremony, Griffith said her main areas of focus are mission, customer service, and simplicity. She said she is excited to be back in DESC and looks forward to working again with some old friends.

Lee Edwards arrived at Pearl Harbor in January to take on the role of deputy director of DESC Middle Pacific. He is a retired U.S. Air Force fuels manager with 30 years of fuels experience, including five years on the Pacific Air Forces' Inspector General staff. Edwards came to Hawaii from the Facilities and Optimization section of DESC's Facilities and Distribution Management Commodity Business Unit.

*The new management team for DESC Middle Pacific, from left to right: U.S. Air Force Lt. Col. Joy D. Griffith, commander, and Lee Edwards, deputy commander.*



*U.S. Navy Capt. Ronald Black, commander of Defense Energy Support Center Pacific, passes the DESC flag to U.S. Air Force Lt. Col. Joy D. Griffith as she assumes command of the DESC Middle Pacific team.*

# Putnam concludes 44-year career

Francis A. (Frank) Putnam retired Feb. 1 after 44 years of federal service.

Putnam served 26 years in the U.S Air Force and retired as a senior master sergeant in 1989. He joined the civil service that same year.

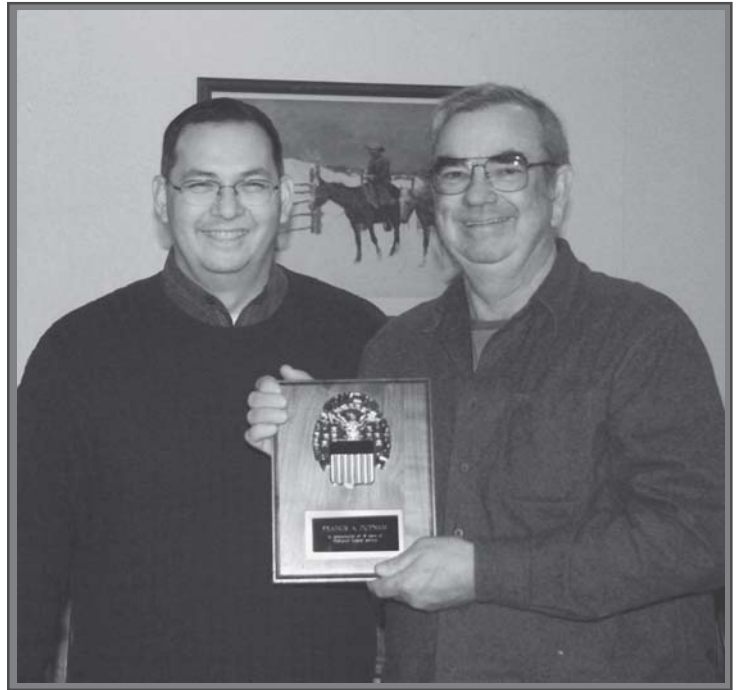
Putnam was the Defense Energy Support Center Alaska's resident quality assurance representative at the North Pole refinery. He was responsible for ensuring the fuel procured from the Petro Star North Pole refinery met all government specifications.

He was the DESC Alaska point man for quality issues north of the Alaska Range. Fort Wainwright, Fort Greely, Eielson Air Force Base and Clear Air Force Station were under his purview.

Putnam was the first quality assurance representative assigned to the North Pole refinery when DESC took over the Alaska fuels responsibilities from the U.S. Army in 1990.

Friends, coworkers and business representatives gathered at a local restaurant to say farewell.

"Frank was a tremendous asset to the DESC Alaska office, and he will be missed," said DESC Alaska Deputy Director



*Francis Putnam receives the Defense Energy Support Center plaque from DESC Alaska Deputy Director Randy Banez. They were commemorating Putnam's 18 years of faithful service to DESC Alaska as the quality assurance representative at the North Pole, Alaska.*

Randy Banez. "We wish Frank and his wife Inhui the best as they transition to retirement."

## Excellence recognized



*Then-Defense Energy Support Center Director Sandy Sanders presented members of the Aerospace Energy Commodity Business Unit's Operation Iraqi Freedom Bulk Helium Team with DESC Coins of Excellence and certificates in recognition of their 2007 David Packard Excellence in Acquisition Award. In the front row, from left to right, are Rod Fischer, Sylvia Urias-Vallejo, Lilie Pyle, Maria Ng, Rose Dominguez, Joe Beach, Isabel Zamora, Betty Hoge, Sharon Murphy and Sanders. In the back row, from left to right, are Mike Miller, Gene Ramirez, Joe Bresnok, Andy Avila, Robert Gloria, Alix Gayton and Ken Grams.*



## CFC Keyworker exceeds goal by more than 60 percent

**Gloria Larque**, a management technician in the Defense Energy Support Center's Retail Management Division in San Antonio, was thanked by then-DESC Director Sandy Sanders for her outstanding work as DESC San Antonio's Combined Federal Campaign keyworker. DESC San Antonio exceeded the CFC goal by more than 60 percent.



## Pipeman Pete cleans up 'real nice'

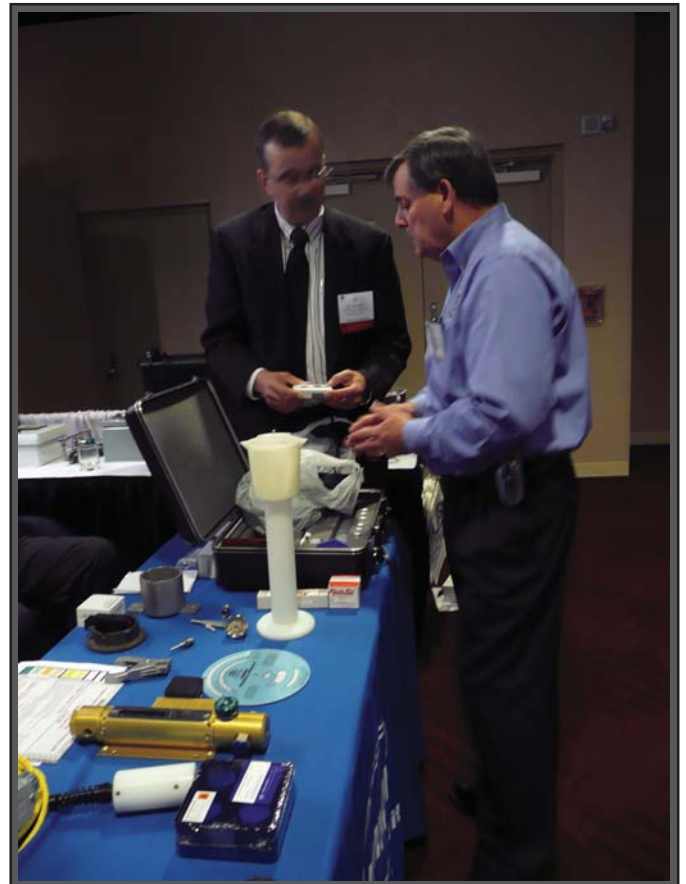
**George Tyras** supervises the Defense Energy Support Center team in sprucing up the area around the unit's mascot, Pipeman Pete, in March.

# Snapshots from the 2008 DESC Worldwide Energy Conference and Trade Show

April 14-16



*The Defense Energy Support Center's Shelly Brayboy makes sure the Naval Operational Logistics Support Center - Petroleum's Herb Proksch has the latest information. (Photo by Lawrence "Robbie" Robinson)*



*Above: Jim Gammon, Gammon Technical Products, demonstrates a digital refractometer for Jim Doherty, U.S. Army Petroleum Center. (Photo by Susan Declercq Brown)*



*Above: Senior Master Sgt. Shona Lawrence mans the Air Force Petroleum Office's table and demonstrates a model coalescer. (Photo by Susan Declercq Brown)*



*Right: From the left, Buzz Davis, Cameron Valves and Measurements, leans on a double block and bleed plug valve and talks with co-worker Dave Clark and Mike Heinen of Western Valve (Photo by Susan Declercq Brown)*

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