

Metalcasting Procurement Solutions Network

PROBLEM/OBJECTIVE

Castings contribute to a significant portion of the military's backordered parts due to difficulties identifying source qualified contractors and a diminishing domestic manufacturing supply base. The results are increased lead times, costs, and a reduction in supply chain readiness. As part of the American Metalcasting Consortium (AMC), the Non-Ferrous Founders Society (NFFS), and the Defense Logistics Agency (DLA) have developed the Procurement Solutions Network that promotes cost savings for the government while providing increased business opportunities for the cast metals industry.

ACCOMPLISHMENTS/PAYOFF

Process Improvements:

Casting Defense Tooling Locator – online database of existing tooling or patterns eliminating the cost of duplicating tooling and reducing lead-times for part acquisition.

Defense Casting Suppliers Database – a comprehensive database of metalcasters using materials & processes capable to manufacture needed parts for DLA.

Foundry Toolkit – An online resource to assist metalcasters in meeting defense procurement requirements.

Bid Solicitation Review – NFFS monitors and integrates current DLA solicitations with the Defense Tooling Locator and the Casting Supplier Database to match solicitations with capable suppliers.

Implementation and Technology Transfer:

In August 2006, NFFS began sending DLA solicitations to companies that have pattern records listed in the Casting Defense Tooling Database. Solicitation requirements were matched according to manufacturing process and materials. To date NFFS had forwarded more than 4,200 solicitations to over 90 foundries with an estimated value of more than \$57 million.

Expected Benefits:

The program has rapidly demonstrated positive results by increasing the number of bids from



capable suppliers, reducing cost and lead-time, and providing new orders for metalcasters. As one example, Kovatch Castings learned of an open solicitation for a H-60 helicopter rim latch (*see inserted photo above*), from the Procurement Solutions Network. The foundry pursued the solicitation as a prime, submitted a quote, and was awarded the contract.

Warfighter Payoff:

The initial contract was for 1,000 parts and the foundry submitted a quote that was \$170 less per part than the previous supplier, resulting in a direct cost savings to DLA of \$170,000 on just one order. Four subsequent procurements have resulted in an average cost reduction of 63% per part.

TIMELINE/MILESTONES

Start Date: March 2005

End Date: October 2011

Partial Production Started: August 2006

FUNDING

DLA ManTech: \$850,000

Industry Cost Share: \$425,000

PARTICIPANTS

Defense Logistics Agency (DLA)

American Metalcasting Consortium

Non-Ferrous Founders Society

Advanced Technology International (ATI)