

AMC

AMERICAN METALCASTING CONSORTIUM

DIRECT-TO-FOUNDRY PROCUREMENT ACHIEVES COST AND PRODUCTION LEAD-TIME SAVINGS



As part of the American Metalcasting Consortium (AMC), Non-Ferrous Founders Society (NFFS) has created a comprehensive program that helps metalcasters increase government business opportunities while promoting cost savings for the Defense Logistics Agency (DLA) through the following web-based resources:

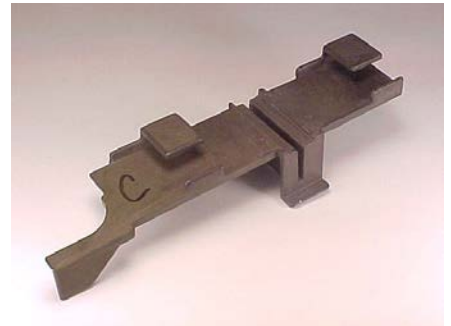
- Defense Tooling Database (www.defensetooling.com) – online database of existing tooling, eliminating the cost of duplicating tooling and reducing lead-times for part acquisition.
- Defense Casting Suppliers Database (www.defensecastingsuppliers.com) – a comprehensive database of metalcasters employing materials and processes capable to manufacture needed parts for DLA.
- Foundry Toolkit (www.defensecastingtoolkit.com) – 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.

SUCCESS STORY

Problem: DLA purchases thousands of Latch Bar Assemblies annually used on the Singgars Radio. The assembly contains two stainless steel investment castings. Since 1997, the assembly was procured from one supplier and the price and production lead-time for this part has steadily increased.

Solution: Kovatch Castings, an investment casting foundry in Uniontown, OH learned of an open solicitation for this part from NFFS. The foundry decided to pursue the solicitation as a prime, submitted a quote, and was awarded the contract.

Benefits: The contract was for 2,000 assemblies and the foundry quoted \$8 per assembly less than the previous supplier for a direct cost savings to DLA of \$16,000 on just one order. In addition, the foundry will deliver the parts in 120 days instead of the 240 day delivery time of the prior contract, thus reducing the lead-time by half.



“The Procurement Solutions Program has enabled Kovatch Castings to find opportunities with the Government to bid that we might not have been able to identify otherwise. We have increased our sales while demonstrating cost and lead-time savings for DLA.”

–Bobbie Bergman, Kovatch Castings



FOR MORE INFORMATION
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