



# DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



## DLA-Strategic Materials

FY16 Sales Program  
Overview



# FY15 Sales Program Review



# FY 2015 Sales

as of 9/30/2015

- Total Sales: \$66.93M
  - Ferrochromium: \$27.94M
  - Ferromanganese: \$38.99M



# Competitive Sales Vehicles

- Basic Ordering Agreement (BOA)
  - Regularly scheduled offerings, fill a “spot” need.  
Offers a fixed price
- Negotiated Solicitations of Offers
  - Offered based on demand with larger quantities and longer removal. Fixed and formula pricing are usually available. No pre-registration required.



# FY16 Sales Plans

## Basic Ordering Agreements

- Chromium Metal: 2<sup>nd</sup> Tuesday, every other month beginning in October 2015.
- Ferrochromium: 3<sup>rd</sup> Tuesday of every month beginning in October 2015.



# FY16 Chromium Metal Sales Plans

- FY16 AMP: 200 ST
- Sales vehicle: BOA
  - BOA: 2<sup>nd</sup> Tuesday every other month, starting Oct. 2015
  - Offering opens 11:30am on Tuesday and closes 2:00pm on Wednesday (next day)



# FY16 Ferrochromium Sales Plans

- FY16 AMP: 23,500 ST
- Sales vehicle: BOA
  - BOA: 3<sup>rd</sup> Tuesday of every month
  - Offering opens 11:30am on Tuesday and closes 2:00pm on Wednesday (next day)



# FY16 Ferromanganese Sales Plans

- FY16 AMP: 50,00 ST
- Sales vehicles: Negotiated
  - Negotiated offering is scheduled for October 2015.  
Offers
  - Neg. offer details can be found on the [Ferromanganese Sales Page](#).



# FY16 Annual Materials Plan (AMP)

| Material                                       | Unit  | Quantity  |    |
|--|-------|-----------|----|
| Beryllium Metal                                | ST    | 15.5      | 1/ |
| Chromium, Ferro                                | ST    | 23,500    |    |
| Chromium, Metal                                | ST    | 200       |    |
| Manganese, Ferro                               | ST    | 50,000    |    |
| Manganese, Met. Grade                          | SDT   | 322,025   | 2/ |
| Platinum                                       | Tr Oz | 8,380     | 3/ |
| Platinum-Iridium                               | Tr Oz | 489       | 3/ |
| Tin  | MT    | 804       | 1/ |
| Tungsten Metal Powder                          | Lbs W | 77,433    |    |
| Tungsten Ores & Concentrates                   | Lbs W | 3,000,000 | 3/ |
| Zinc   | ST    | 7,993     |    |
| 1/ Potential rotation<br>2/ Potential disposal |       |           |    |
| 3/ Pending legislative authority               |       |           |    |