



DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY



DLA Strategic Materials Informational Brief

Sales Program Overview Fiscal Year 2014

WARFIGHTER SUPPORT

STEWARDSHIP EXCELLENCE

WORKFORCE DEVELOPMENT



Sales Program Update



FY 2013 Sales

As of 9/30/13

- Total sales of \$108,274 M
 - Tungsten Ores & Concentrates - \$75.62 M
 - Ferrochromium - \$26.44 M
 - Beryllium - \$4.53 M
 - Ferromanganese - \$1.68 M



Competitive Sales Vehicles

- Basic Ordering Agreement (BOA)
 - Regularly scheduled offerings. Fills a “spot.” Must be prequalified. Offers are fixed price.
- Negotiated Solicitation of Offers
 - Offered based on demand. Larger quantities and longer removals. Fixed and formula pricing are usually available.



FY 2014 Sales Plans

Basic Ordering Agreements

- Basic Ordering Agreements
 - Chromium Metal – 3rd Tuesday - Quarterly
 - Ferrochromium – 3rd Tuesday - Monthly
 - Ferromanganese – 2nd Tuesday - Quarterly
 - Tungsten Ores & Concentrates – 3rd Tuesday
 - Intermittently (6 offerings)



FY 2014 Chromium Sales Plans

- FY14 AMP: 500ST
- Sales Vehicles: BOA, Negotiated
 - BOA: 2nd Tuesday of the 1st month of each quarter
 - first offering will be January 14, 2014
 - quotes due the 2nd Wednesday at 2:00 PM (Local Time Ft. Belvoir, VA)
 - Negotiated: Early FY14



FY 2014 Ferrochrome Sales Plans

- FY14 AMP: 97,056 ST
- Sales Vehicles: BOA, Negotiated
 - BOA: 3rd Tuesday of each month
 - first offering is November 19, 2013
 - Quotes due the 3rd Wednesday at 2:00 PM (Local Time Ft. Belvoir, VA)
 - Negotiated: TBD



FY 2014 Ferromanganese Sales Plans

- FY14 AMP: 100,000 ST
- Sales Vehicles: BOA, Negotiated
 - BOA: 2nd Tuesday of 2nd month quarterly
 - first offering November 12, 2013
 - quotes due the following day at 2:00 PM (Local Time Ft. Belvoir, VA)
 - Negotiated: TBD



FY 2014 Tungsten Sales Plans

- FY14 AMP: 7,889,653 LB W
- Sales Vehicles: BOA, Negotiated
 - BOA: 3rd Tuesday of month – offered intermittently (6 offerings) See the website
 - first offering is November 19, 2013
 - quotes due the 4th Tuesday at 2:00 PM (Local Time Ft. Belvoir, VA)
 - Negotiated: TBD



FY 2014 Overview of Negotiated Offerings

- Negotiated offerings as determined warranted by market demand and customer surveys

Planned--Monthly offerings of Talc

Tentative plans

- Chrome metal in early FY 2013
- HC Ferromanganese in Nov 2013
- Possible Ferrochromium in Spring 2014



FY 2014 Annual Materials Plan

Material	Unit	FY 2013 Quantity	
Beryllium Metal	ST	17.5	1/
Chromium, Ferro	ST	97,056	
Chromium, Metal	ST	500	
Manganese, Ferro	ST	100,000	
Manganese, Metallurgical Grade	SDT	100,000	
Talc	ST	1,000	
Tin	MT	804	1/
Tungsten Metal Powder	LB W	198,308	
Tungsten Ores & Concentrates	LB W	7,889,653	2/
1/ Potential upgrade			
2/ Actual quantity will be limited to remaining inventory			



DLA Strategic Materials Inventory

As of 9/30/2013

MATERIAL	UNIT	QUANTITY
Beryllium Metal	ST	87
Chromium - Ferro High Carbon	ST	97,645
Chromium - Ferro Low Carbon	ST	50,316
Chromium Metal-combo electro & alumin	ST	4,512
Manganese Ferro High Carbon	ST	382,008
Manganese Metallurgical Grade Ore	SDT	322,025
Talc - Block & Lump	ST	954
Talc - Ground	ST	685
Tin	MT	4,020
Tungsten Metal Powder	LB W	275,741
Tungsten Ores & Concentrates*	LB W	26,580,266



www.StrategicMaterials.dla.mil



DEFENSE LOGISTICS AGENCY STRATEGIC MATERIALS



Thursday, September 05, 2013

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HQ DLA Operating Status

DLA's 3 Areas of Focus

- WARFIGHTER SUPPORT ENHANCEMENT
- STEWARDSHIP EXCELLENCE
- WORKFORCE DEVELOPMENT

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**DEFENSE LOGISTICS AGENCY
Hotline Program**

(800) 411-9127

for reporting suspected fraud, waste, abuse, or mismanagement.

Home

Our Purpose

DLA Strategic Materials is the leading U.S. agency for the analysis, planning, procurement and management of materials critical to national security. We serve our clients through a unique combination of technical expertise, global/geopolitical material supply analysis, and management & tracking of a broad range of existing & future critical materials.

Our Mission

DLA Strategic Materials administers the implementation and execution of Strategic and Critical Materials (S&CM) policies as set forth by the National Defense Stockpile (NDS) Manager. Strategic Materials is responsible for acquiring, upgrading, rotating, and disposing of stockpile materials as provided by the Annual Materials Plan (AMP). Our duties include storage, security, testing, contracting, quality studies, and maintenance and replacement of materials in the NDS. Strategic Materials directs the development of new or revised specifications and special instructions for existing and proposed S&CM to be stockpiled. Along with overseeing NDS we administer and implement policies and procedures for the DLA Strategic Materials environmental program. In addition, we administer the financial and property accounting systems to include the NDS Transaction Fund.

Our Offices

- Contracting
- Strategic Planning & Market Research
- Materials Management
- Business Administration

Our Leadership

- Ronnie Favors, Administrator, DLA Strategic Materials
- Paula M. Stead, Deputy Administrator, DLA Strategic Materials

Strategic Materials Login

[Login](#)
(Requires Registration and SLIM Account)
[Register](#)

Announcements

Welcome to the new DLA Strategic Materials Webpage. Have a look around.

Customer Survey

Let us know what you think?

Questions?





Website Changes for Users

- All users must create a new account to access the system.
- All users who currently receive email notifications regarding news releases will have to create a new profile to specify the desired types of email notifications and the materials of interest.
- Companies must use the online web site to register a company, register for a solicitation, submit quotes and request shipments. **Faxes will no longer be accepted.**

• *Site is now live ! Visit...*

www.DLAstrategicMaterials.dla.mil



Contact Information

DLAStrategicMaterials.mil

or call

703-767-6479

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