The Nation's Combat Logistics Support Agency

Clean Hardware and the DLA

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- DLA Land & Maritime (L&M) is the land and maritime supply chain manager for DLA and is headquartered in Columbus, Ohio.

- DLA L&M provides land weapon systems and maritime weapon systems support to the defense community and other governmental customers.

- DLA L&M supports more than 1,400 weapon systems and is the material manager for 2.1 million national stock number items, industrial retail supply, and depot-level reparable (DLR) acquisitions.
  - Ground systems are manufactured by large prime contractors, and they will need clean hardware too!

- DLA L&M awards over 700 thousand contracts annually and handles more than 6 million orders on a yearly basis.

WHAT DOES DLA LAND & MARTIME PROCURE?

LAND	MARITIME
• Wheeled Vehicle Components • Tracked Vehicle Components • Specialized Batteries • Nuts and Washers • Converters	• Valves / Hardware • Fluid Handling • Electronics • Motors • Packing / Gaskets

DLA's Industrial Hardware Program

The newest opportunity for Small Businesses to support the mission of the DoD.

- The DLA Office of Small Business Programs provides training, advice, guidance and strategies to maximize opportunities for small businesses to participate in DLA's acquisition program, both as prime contractors and subcontractors.

- DLA Industrial Hardware Program offers many new opportunities for small businesses to become involved with government contracting.

  - Vendors can utilize SAM.gov to search, monitor and retrieve potential DLA opportunities matching the goods and services they provide.

The Business Opportunity with DLA

Historical Demand

DLA Industrial Hardware Complex					
Title	FSC	NIIN Count	Annual Demand Frequency	Annual Demand Quantity	Annual Demand Value
Nuts and Washers	5310	138947	488845	59099435	$58,339,341.91
Bolts	5306	69118	214871	8175065	$53,696,611.32
Screws	5305	138315	327523	33013850	$33,968,988.33
Nails, Keys, and Pins	5315	72672	173738	34753025	$29,377,557.85
Fasteners	5325	42429	99945	4525421	$17,181,657.86
Rivets	5320	41661	118844	17412188	$15,288,414.36
Studs	5307	17475	16456	307574	$4,307,380.24
TOTALS		520,617	1,440,222	157,286,558	$212,159,951.87

DLA Industrial Hardware Complex				
Title	FSC	AVG QTY per Customer Order	AVG Value per Customer Order	AVG Number Customer Orders/Year
Nuts and Washers	5310	121	$ 119.34	488,845
Bolts	5306	38	$ 249.90	214,871
Screws	5305	101	$ 103.71	327,523
Nails, Keys, and Pins	5315	200	$ 169.09	173,738
Fasteners	5325	45	$ 171.91	99,945
Rivets	5320	147	$ 128.64	118,844
Studs	5307	19	$ 261.75	16,456

Annual Demand Valuation

Legend: 5310, 5305, 5315, 5306, 5325, 5320, 5307
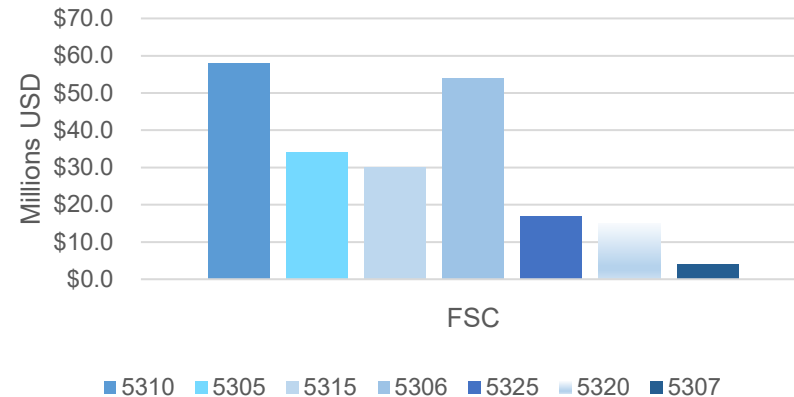
Backorders

Backorders for DLA Industrial Hardware Complex

Title	FSC	NIIN Count	Backorder Quantity	Backorder Value
Bolts	5306	1,247	235,181	$8,812,277.70
Nuts and Washers	5310	1,775	512,154	$5,467,627.20
Nails, Keys, and Pins	5315	873	104,318	$4,336,834.23
Screws	5305	1,374	291,724	$2,984,167.22
Fasteners	5325	505	111,327	$1,736,605.10
Rivets	5320	530	240,651	$1,308,049.01
Studs	5307	201	27,920	$1,039,363.21
TOTALS		**6,505**	**1,523,275**	**$25,684,923.67**
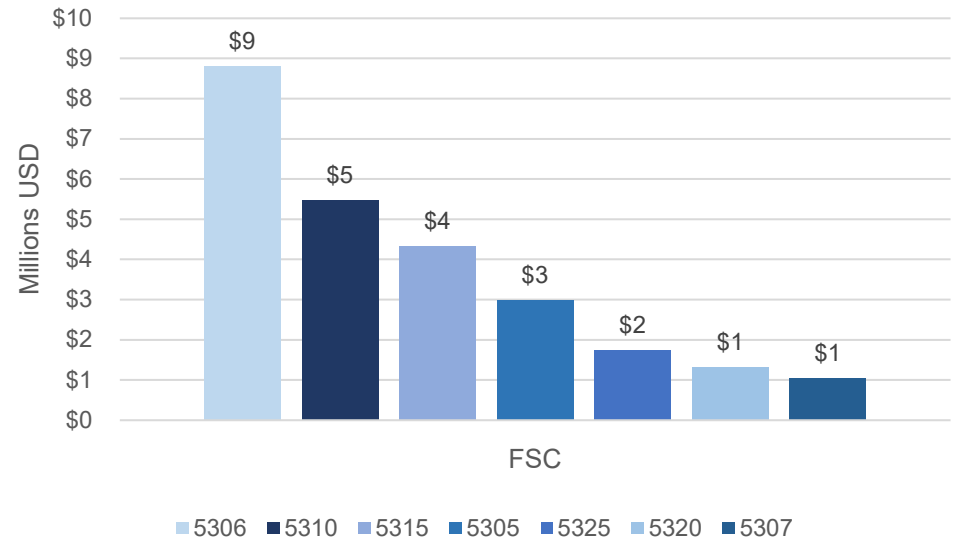
L&M Backorders

Hardware NSNs	Parts	Valuation
656	25388	$ 6,472,007.00

Backorder Valuation

Legend: 5306, 5310, 5315, 5305, 5325, 5320, 5307

L&M Largest Hardware FSCs
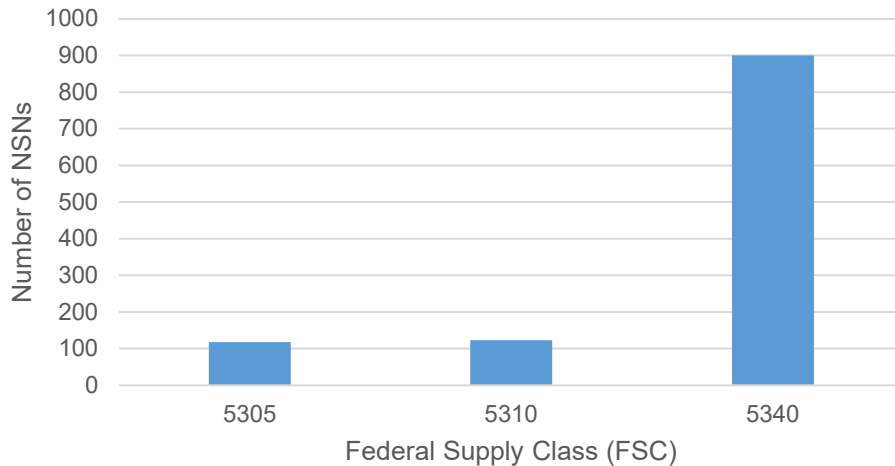
FSC	PR Count	PR Value
5340	891	$8,585,293
5310	86	$1,090,470
5305	76	$336,043

L&M Largest Hardware FSCs
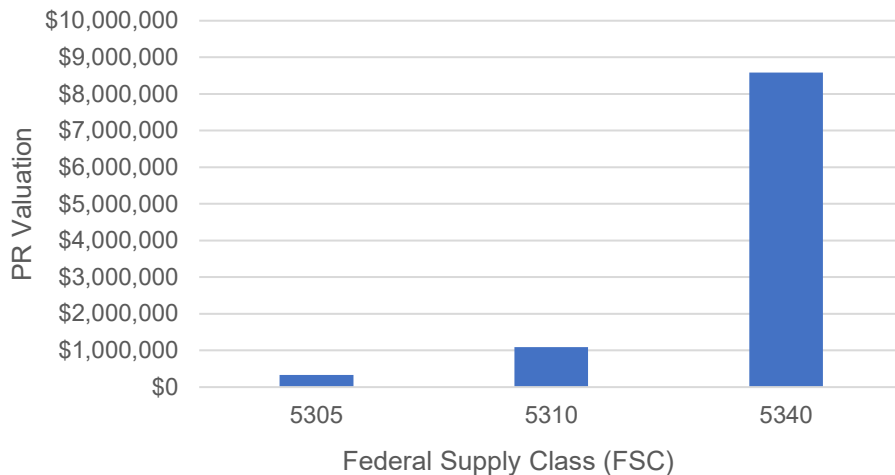
- 5340 – Miscellaneous Hardware
- 5310 – Nuts and Washers
- 5305 – Screws

Working with DLA

Reference websites:

- DLA Consumable Hardware
    - Catalogs
    - Engineering and Technical Services
    - Quality Assurance
    - Technical Data Info
    - Consumable Hardware Support Programs
    - IPV Contracts

- Qualified Suppliers List

- Procurement Technical Assistance Program (PTAP)

- DLA Internet Bid Board System (DIBBS)

- DLA Office of Small Business Programs

Questions?