



AMC

AMERICAN METALCASTING CONSORTIUM

THE INTEGRATED CASTING ORDERING NETWORK (ICON) DELIVERS FOR DLA



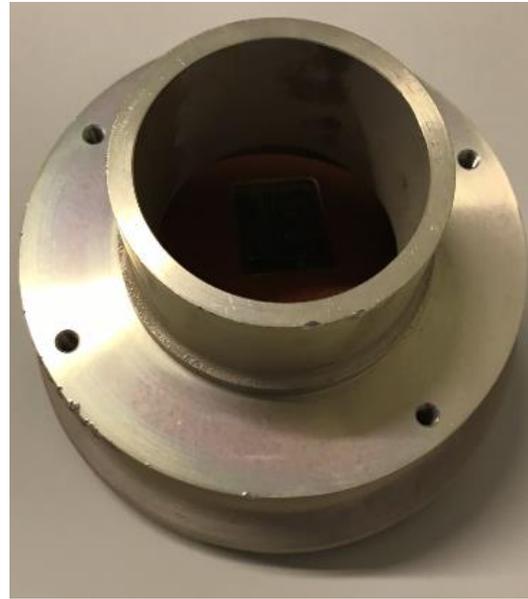
The Integrated Casting Order Network (ICON) was developed by the Non Ferrous Founders' Society (NFFS) as part of the American Metalcasting Consortium (AMC). The objective of ICON is to establish a marketplace that links Defense Logistics Agency (DLA) procurement manufacturing requirements for critical cast components to a capable supply base that is both responsive and able to deliver high quality cast parts in a timely and cost-effective manner.

SUCCESS STORY

Problem: Procuring high quality, cost effective spare parts for DoD legacy weapon systems is a challenge for DLA due to small quantity orders, infrequent buys, fragmented supply chains, and a diminishing manufacturing base. And from a manufacturer's standpoint, a major difficulty is sorting through the broad spectrum of DLA solicitations to find the right opportunities on which to bid.

Solution: The ICON portal enables government buyers to reach a broad range of potential, capable suppliers while also helping non-traditional DLA manufacturers seek defense-related business by reducing current business and technical barriers. ICON directs an average of 4,900 DLA solicitations per year valued at more than \$29 million per month to capable metalcasting facilities.

Benefit: DLA recently had a small quantity requirement for a critical spare part for the Howitzer M-109 weapon system. Danko Arlington was able to competitively bid on this Transverse Mechanism Adapter sand casting using the A356.0-T6 alloy resulting in a cost savings of \$1,875 for a quantity of five parts. Overall, foundries using ICON report that they receive much larger volume of qualified business opportunities in a fraction of the time compared to using traditional search methodologies.



ICON is a user-friendly system that provides an abundance of critical procurement data daily and is a must-have for foundries seeking government work. At Danko Arlington, Inc., we specialize in high grade aluminum castings for military applications. Through the use of ICON we receive new opportunities every day to bid on that we are capable of producing.

John Danko, Danko Arlington, Inc.

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