Buyer Dossier: DLA TROOP SUPPORT

Prepared for Saguaro Fence & Perimeter LLC · Generated 2026-07-25 · Scope: your codes, FY2024, FY2025, FY2026

How this office buys. DLA Troop Support is the single fastest-growing buyer in your codes: obligations went from $2,771,147 in FY2024 to $23,958,405 in FY2025 to $48,824,140 in FY2026, a seventeen-fold increase in two years, and it did so on fewer transactions (32 in FY2026 against 48 in FY2025), which means the average award is getting much larger. DLA is a wholesaler, not a project buyer: it stocks fencing materials against national stock numbers and buys them on long-term contracts and recurring delivery orders, so the competition is about catalog pricing, delivery performance, and stock position rather than crews and job sites. Solicitations run through DIBBS, not SAM.gov, which is why most fencing contractors never see this money exists. Competition is moderate (median 3.5 offers) but the door is wider than that suggests: 61% of awards go to firms determined small, and 31% run as set-asides.

How to approach it. Do not lead with installation capability, which DLA does not buy. Lead with a stocked, deliverable product line against the specific NSNs this office already orders, and expect to compete as a supplier or authorized distributor rather than as a contractor.

Spend in your codes

FY	Obligated $	Transactions
FY2024	$2,771,147	33
FY2025	$23,958,405	48
FY2026	$48,824,140	32

Who wins here

Vendor	Awards	Obligated $
ALLIED TUBE & CONDUIT CORPORATION	40	$59,405,544
AMERICAN POSTS LLC	27	$9,795,125
A.M.S. NETWORK, LLC	11	$4,591,952
JERSEY SHORE STEEL CO	1	$1,227,678
DEFENSE VENTURE HOLDINGS, LLC	1	$179,816
JGILS, LLC	2	$115,495
ECHELON SUPPLY AND SERVICE, INC.	3	$69,182
PROFESSIONAL PROCUREMENT AND LOGISTICS, LLC	4	$56,589
REV-CAP COMPANY, INC.	3	$26,281
SHOOP, GREGORY M	3	$20,029

Competition behavior

- Median offers on base awards: 3.5
- Set-aside share of awards: 31%
- Small-business determinations: 61%

Expiring at this office (next 12 months)

Ends	Incumbent	Value $ (ceiling)	Award ID
2026-07-31	ALLIED TUBE & CONDUIT CORPORATION	$3,775,600	SPE8E626F0108
2026-12-31	ALLIED TUBE & CONDUIT CORPORATION	$19,298,979	SPE8E626F0361
2027-02-01	ALLIED TUBE & CONDUIT CORPORATION	$4,719,500	SPE8E626F0158

The entry angle. Allied Tube & Conduit holds $59,405,544 across 40 awards here, which is effectively the whole office. That is not a relationship to attack head-on, and it is also not the opportunity. The opportunity is the $27,794,079 in Allied ceilings expiring within the next 18 months across three contracts, combined with the fact that six of the ten vendors on this page hold awards under $200,000. DLA buys a long tail of smaller line items alongside the headline contracts, and that tail is where a new entrant starts.

Next three actions.

1. **Register in DIBBS and set up solicitation notifications for FSC 5660 and 5680 this month.** This office's solicitations do not appear on SAM.gov. Without a DIBBS account there is no visibility into any of the $48.8M above, and registration is administrative, not competitive.

2. **Pull the NSN list from Allied's three expiring awards (SPE8E626F0108 ending 2026-07-31, SPE8E626F0361 ending 2026-12-31, and SPE8E626F0158 ending 2027-02-01) and price against them.** These are published award records. The December expiry at $19,298,979 is the largest single recompete visible anywhere in this engagement, and market research on it will begin in the autumn.

3. **Bid the small line items first to build a delivery record.** Echelon Supply ($69,182 over 3 awards), Professional Procurement and Logistics ($56,589 over 4), and Rev-Cap ($26,281 over 3) show that awards in the tens of thousands are routinely available here. DLA weights past delivery performance heavily, so three small completed orders materially change how a larger quote is scored.

Figures cover Saguaro Fence & Perimeter LLC's codes only, not this office's entire budget. Value figures are current total award value including multi-year IDIQ/BPA ceilings. Obligated figures are dollars actually obligated in the covered fiscal years. The two are different scopes and are never directly comparable.