

## **ABSTRACT**

*PT. Dirgantara Indonesia is a company which engaged in the aircraft industry. One division that plays an important role in this industry is procurement division. Material procurement is an activity that has great contribution in the development of industry because without this activity, production activity can not running well. Procurement division has responsibility in supplying essential materials for production division or other division, but in this case, procurement division has some problems in providing right amount materials on the right time. It is because the procurement division does not have strategy that is oriented to the characteristics of materials.*

*Supply positioning model is a method that usually used to map the relative importance rate of an item. By using SPM method, author classify non-materials which are used in the tailboom production. The result of this research is 2 materials classified in leverage quadrant, 6 materials classified in strategic quadrant, and the other 2 materials classified in bottleneck quadrant. Therefore, based on that material classification, the proper cooperation type for leverage quadrant is call-of contract, whereas the proper cooperation type for bottleneck and strategic quadrant is partnership. For further research, there would be better to calculate the number of materials which will be ordered so that the quantity can be known.*

*Keyword: non-metal materials, supply positioning model, types of quadrant, purchasing strategy.*