Member Recognizes Value in buyCASTINGS
Interview with Todd Rogers; Sales Manager, Bescast Corporation, Willoughby Ohio

1. How has buyCASTINGS.com added value to your company? The relationship has enhanced Bescast by affording numerous, valuable opportunities to reach new prospects and markets.

2. Have you been introduced to and are quoting new customers? Have you received any new orders? We have been introduced to an array of new prospects, and have been awarded contracts based on our ability to efficiently fulfill clients’ procurement needs, and offer practical solutions to their manufacturing dilemmas.

3. Why has Bescast, Inc. chosen to become involved with buyCASTINGS.com? buyCASTINGS.com gives Bescast additional Internet exposure, which augments our marketing and sales efforts on a global scale.

4. Describe how difficult/leasy the system is to use and receive request for quotes. When product specifications/requirements are clearly and fully identified (as is usually the case), it has proven to be a system that allows us to effectively evaluate request for quotes by simply reviewing the e-mail questionnaires.

5. Describe the quality of requests that you have received. Have you received requests that do not match your capabilities? Through the purchase requirements versus supplier capability matching process, the inquiries we receive almost always exclusively fit our capabilities.

6. Describe the professional relationship you have with buyCASTINGS staff. We have long been associated with the management of buyCASTINGS.com, even before its inauguration. The staff’s experience and technical knowledge of the entire casting supply chain process greatly enhances the value to our prospective customers, our supplier base, and to Bescast.

7. How does the transaction fee (commission) compare to other reps you may use. When considering the broad territorial reach of buyCASTINGS.com, and the comprehensive service it offers to the entire supply chain, the transaction fee and terms can be considered a bargain.

8. Has buyCASTINGS dealt with you in a straight-forward and easy manner? Yes. The service has been exemplary not only from a sales and marketing standpoint, but from a supply/procurement aspect as well.

9. Why would you want to use an Internet rep that competes your company with other companies on the same job? As business, as elsewhere in life, it should be realized that competition is often healthy, and even fun. buyCASTINGS.com is an arena for companies to compete at what they are best suited for.

10. Overall describe your satisfaction or dissatisfaction with buyCASTINGS. Utilizing buyCASTINGS.com gives us the opportunity to evaluate the suitability of requests for quotes, and then allows us to appropriately market our services directly, without intervention.

11. Do you expect buyCASTINGS.com to add to your bottom line? Based on our experience, I fully expect buyCASTINGS.com to continue to add value to Bescast, and to our clients.

12. Based on what you have seen so far, do you expect buyCASTINGS to be around for awhile? I certainly do - unless something entirely new is created that makes the Internet obsolete.

13. If you had a second chance to register with buyCASTINGS.com would you do it again? I certainly would!
cutting Costs
when you can't cut anymore

Under pressure to cut costs every year, year after year... these are challenging times! It doesn't matter if you are a foundry, a supplier, or a buyer of castings, everyone is looking to take cost out. A slow economy, supply chain constraints, and global competition are forcing everyone to cut costs to stay in business. People have been laid-off, departments reorganized, locations closed and you find that's still not enough. So, what do you do when you've cut everything in sight and it's still NOT ENOUGH? Answer: EXERCISE YOUR BUYING POWER – The power of the Internet is truly in the hands of the BUYERS – all buyers, large and small and, every business is a "buyer". Small buyer purchases can be easily aggregated using the Internet. Here's how we save you money:

buyCASTINGS' members get volume discounts and service discounts from major suppliers of electricity, natural gas, freight, all computer supplies and services like laptops, servers, software, even paper, printer cartridges, and healthcare.写入 to buy CASTINGS.com and call 937-259-1317.

our customers are saying!

Buyer of Castings from St. Louis

"The initial response from buyCASTINGS was incredible, almost too many options. We typically single-source castings, and buyCASTINGS.com gives us a great tool to work with."

Buyer from Mequon, WI

"Would you try it again for another part?" "Yes, I would try this on another part, i was pleased with my experience. No high pressure sales, just quotes to start the process with."

Midwest Foundry Sales Manager

"I have had far greater activity from you!"

Die Casters Increase Productivity with Reduced Cost – By Using the Latest in Coatings Technology

Coatings have come a long way in the past 20 years. Here is an example of potential savings from one of buyCASTINGS member, SAC International, Inc. of Dayton, Ohio:

Customer: Automotive Aluminum Die Caster
Parts: Die-Casting Cores
Avg. Coating cost: 30% of Core Cost
Avg. Gain in Core Life: 200%
Scrap Rate: Reduced by 80%
Downtime: Reduced by 15%

The benefits include: cost reduction; increased tool life; higher quality parts; reduced down time and scrap - all adding to your bottom line. A brief background on the supplier of this coating technology: SAC International, Inc. is a developer and supplier of high performance thin film, hard surface coatings and equipment. In 1993, Daryl A. Blessing, CEO, founded SAC Int. and invented the deca-elemental, single layer coating Laser-Cut 964. This revolutionized the coating game with a hardness (4800 Vickers) but also a very low coefficient of friction (.027). These characteristics, combined with the coating's ability to exactly duplicate surface finish, texture and geometry, makes it ideal for the tool & die industry, according to SAC Int. For more information, call (800) 964-6964 or email ts@sac-international.com and mention buyCASTINGS.

Reaching Your Customers at Minimal Cost! With Just-in-Time Ads: Your Ad is in front of your target customers every time they get an email request from our buyers. Now available only through buyCASTINGS.com. Call Bob Dzugan at 937-259-1341 to price your JIT Ad today!

The Industry's TOP Five Greatest Concerns in 2002 based on "Outlook 2002 – Signs of Recovery", John Wright, Foundry Management and Technology, Dec. 2001, are:

1. Medical Insurance Cost
2. Lack of Orders
3. Worker's Comp. Costs
4. Imported Castings (tied with #3)
5. Trained Labor

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Significant Cost Savings by Optimizing Part Design

Traditionally, casting concept designs are based on the experience, history and engineering judgment of the product designer or engineer. One of buyCASTINGS' expert supplier's product, Altair Engineering's OptiStruct™ offers additional knowledge to the product designer or engineer that enables them to arrive at a superior casting concept design. The additional knowledge, optimal material layout and process utilization, will result in a greatly improved final design in terms of overall structural efficiency (mass vs. strength). OptiStruct takes a lot of the "guess-work" out of structural design, supplemecting existing engineering knowledge with sound technical information on structural load paths. Instead of using an educated guess as to what the shape of the design should be, design engineers can now use topology information from OptiStruct to guide this decision. Also OptiStruct addresses some of the downstream manufacturing constraints such as draw directions for castings, patterns for stamped or injection molded structures, symmetry concerns etc. in order to produce more manufacturable concept designs. This has the potential to speed up the design processes and also eliminate unnecessary design changes late in the product design cycle.

Figure 1 a) shows the original design of an engine mount casting. Figure 1 b) shows topology optimization results based on 7 separate load cases. The topology optimization was set up with manufacturing constraints to ensure that all structures were of a minimum size and that there were no undercuts so that the part could be made with traditional casting processes. The OptiStruct result was then used as a template to generate the final design as shown in Figure 1 c). The final design saved 20% in weight while maintaining the same strength and stiffness as the original part. For this manufacturer, this generated savings of $35,000 per year in material savings along with additional energy savings. For more information, visit Altair Engineering's website at www.altair.com.

Figure 1: Optimization of Engine Mount Bracket

buyCASTINGS deploys OPTICast –

The latest tool in casting process optimization to cut cost for members (Continued from Page 4) For example, if a part size is to be varied, the yield up to the specified yield is maximized while shrinkage porosity is held to a specified level. OPTICast will then run a series of simulations using the SOLIDcast package (from Finite Solutions), evaluate each simulation run, make a decision on its own about what to change in the process design, and then run the next simulation. This continues until the desired results are achieved. Thus, the foundry engineer can start the process, walk away from the computer, and come back later to view the optimum process design. This approach can maximize yield and minimize scrap with very little effort, reducing energy and material costs as well as lead times. Numerous in-founding trials have resulted in up to 20% reduction in pour weight with equal level of casting quality. For more information call Larry Smiley at 513-921-9220 or LarrySmiley1969@comcast.com - mention buyCASTINGS and receive a 5% member discount.