Steel Investment Castings Made by buyCASTINGS’ Foundry Increase the Quality of Life and Care

With the aging population, health care is becoming a growing market. Metal castings can play a role in this growth.

buyCASTINGS was called to assist LiftAid Transport LLC, Wixom, Michigan in procuring castings for its patient mobility system, The Lift Aid Transport™. The Lift Aid Transport™ increases the quality of life and care while reducing the cost and risk of that care!

The Lift Aid Transport™ is a revolutionary portable patient lift and transportation system. It is affordable, cost effective alternative for care providers. A single care giver can lift, transfer, weigh and transport a patient up to 500 Pounds with ease, comfort and security. In the care environment, The Lift Aid Transport™ helps to reduce lifting injuries, which can lower disability claims and reduce lost time. In the professional health care environment, this system can help reduce payroll costs and back injuries while enhancing patient care and increasing safety.

The Lift Aid Transport™ incorporates 6 steel castings which are investment cast allowing the parts to be used as cast with no machining required. In addition, excellent dimensional control of the process allows adjacent components to fit easily for subsequent welding.

The castings range in weight from 2 pounds for the front joint caster up to 8 pounds for the rear joint caster. The size ranges from 6 inches to over 18 inches. Steel alloy 8620 was chosen for its strength, castability and weldability.

Tooling and sample castings were produced in a six week period. Production is now in progress and is expected to increase as the product becomes more popular with caregivers throughout the world.

The six castings were tooled up and are in production at MCM Precision Castings in Weston, Ohio which is another advantage to LiftAid Transport, their close proximity to the casting supplier. Ms. Theo Wilkinson, General Manager of LiftAid talking about the team of buyCASTINGS and MCM Precision Castings said: “MCM and buyCASTINGS helped us in sourcing the casting in a timely and professional manner.”

"Without the help of buyCASTINGS, we would have never had the chance to get this order and subsequently help improve the quality of life of people using this product. It makes us proud to be able to assist in the production of this fine product" -- Don Marion of MCM Precision Castings, June'05
This article primarily deals with the subject of Strategic Sales Integration. As a Strategic Planning Facilitator and Rep Force Builder, I have had the privilege for a number of years navigating manufacturing firms including foundries out of troubled waters and back on the road to profitability. One simple overlooked or absent strategy I often find with foundries is the power of Synergistic and Strategic Integrated Relationships. Many foundries today use Inside Sales or Manufacturers Reps to sell their goods and services. One thing for certain is that the benefits of using an outsourced field sales force have documented reward potential for both the foundry and sales representatives. The utilization of a solid working "Rep Force" is or should be seen as one "Channel Strategy", or one avenue for sales.

Overall sales can be achieved through a number of different types of interrelated relationships or Channel Strategies. Apart from the Rep Force we have Suppliers, Vendors and other foundry manufacturers within a similar family of manufactured items that compliment our own. Another very special group of professionals or channel strategy that often goes unmentioned is the Cast Metals Brokers.

What is a Cast Metals Broker? They are generally an independent group or company not controlled by the buyer or the foundry. buyCASTINGS.com is one such independent company with its own E-Marketplace focused solely on Metal Castings. It is this large, ever-growing E-Marketplace, which allows buyCastings.com to identify both traditional and non-traditional customers, and then match the foundries best-equipped and suited in their capabilities to the very specific needs of the buyer.

What other "Value Added" services does an independent group such as buyCASTINGS.com offer to the foundry not typical to "normal" individual Manufacturers Reps? A Cast Metals Broker such as buyCASTINGS.com can match requests and facilities based on some of the following critical post processing functions:

- Machining
- Coatings
- Assembly
- Shipping & Delivery
- Maintaining Inventory

As a Strategic Planning Facilitator and Rep Force Builder to foundries I firmly believe that both Manufacturers Reps and Cast Metals Brokers, like buyCASTINGS.com should be viewed as separate and distinct Channel Strategies and that if managed correctly, would be copasetic and effective under one roof. From a global perspective the E-Marketplace should be viewed as a very powerful tool and so too should the Cast Metals Brokers be viewed as a very unique Channel Strategy and certainly a key component to foundries overall sales objectives or goals.

About the Writer: Robert Foley is a Strategic Planning and Rep Force Building consultant to Foundries and other OEM’s. www.globalprocurementstrategies.us.

**U.S. Manufacturing -- Who is Really Responsible for the Job Losses in the US**

A huge US trade deficit steadily building up to about 3-4% of GNP, makes you think that a flood of imported goods from China and other services from India is to blame for the loss of US jobs. In fact, research shows that only 11 percent of the job losses in manufacturing-about 314,000 jobs-can be attributed to trade. In other words, 89% of all US job losses are NOT due to foreign competition at all. For instance, even in the 11% of the jobs that were lost, the real culprit was falling exports, not rising imports. We have the potential to create very high paying, high demand, high tech jobs if we focus our energy and efforts on EXPORTING. Exporting is the only way to reduce the trade deficit and create jobs at the same time.

What’s more surprising if you look at the numbers is that offshoring in the services sector (which we blame India for example) destroyed even fewer jobs than those lost in the manufacturing sector. The real causes of job losses during the past 5 years were weak domestic demand, rapid productivity growth, weak export sector, and the strong dollar.

Just as we moved a hundred years ago from the agricultural economy to the industrial age (with Henry Ford’s Model T and the great national highway system), today we are moving from the manufacturing or industrial era to an information or intelligent era dominated by high tech services and value added manufacturing. The productivity in the industrial sector has grown significantly almost in parallel with the availability of global resources to do remedial and labor intensive operations. Both of these factors have resulted in a need for a lot less people to produce the same amount of output whether it’s in manufacturing or the services sector.

Less than 3% of people now work in the agriculture sector yet we produce more than we ever have. Yet when those farmers were being made more productive i.e. being replaced by the John Deere and Caterpillar machinery, there was a great amount of upheaval in the economy about “loss of good paying farm jobs”. Today, we all welcome any innovation in the agricultural sector from use of automation to GPS to crop-engineering as a very good thing.

Global factors or competitive factors are not new either, they were also there 25-years ago and 100-years ago...just on a bigger scale now. Before, the competition was from the neighboring county or the neighboring state or the 'southern states', now it’s Asia, and Euro land and South America...they are just as ‘neighboring’ in this age as the ‘southern states’ were in the past.

Unfortunately, protectionism won’t address the causes of the loss of US manufacturing jobs either. The real solutions are to think about incentives to grow exports in a big way that’s never been done before and to think about ways to stimulate domestic demand. Pushing countries with artificially low currencies to allow them to appreciate against the dollar is a very risky proposition as well. For example, if Chinese were to do that it would raise the prices on 70% of US domestic purchases causing inflation and loss of living standards. The economy would tank and result in even bigger job losses. Sure, the domestic suppliers would be more competitive and since their capacity is fully utilized right now, they would raise prices as well and again inflation would go up causing the economy not only in the US but worldwide to slowdown. And, if this is done overnight, US and possibly global economy would go into a shock and possibly recession.

To boost job growth, we need retooling of our economy through accelerated deployment of technology, training, and export incentives.
THE TIME FOR CERAMICS IS NOW.

The time for engineered ceramic media is now. Media selection is a key decision for competing in today's expanding global economy. The media often drives productivity, quality and economics. The performance of CARBOACCUCAST® ceramic media is superior to traditional casting media and provides increased casting production, precision and achievable design complexities with reduced defects, scrap and cleaning cost. Manufactured to a repeatable consistency, the products are environmentally friendly, strong and durable with reduced health concerns. Expect high recycle potential and possible reduced solid waste emissions for meeting ever-tightening MACT standards. For increased productivity, performance and value, one name stands alone, CARBOACCUCAST® ceramic media.

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1990 Inductotherm VIP Power Trak, 125 Kw, 3200 Hz, 500 Lb. Hydraulic Box
1996 Inductotherm VIP Power Trak, 125 Kw, 3200 Hz, 600 Lb. Hydraulic Box
1988 Inductotherm VIP Power Trak, 125 Kw, 3200 Hz, 50 Lb. Hydraulic Box
1980 Inductotherm VIP Power Trak, 175 Kw, 3200 Hz, (3) Furnaces
1994 Inductotherm VIP Power Trak, 350 Kw, 200 Hz, (2) 1500 Lb. Steel Shells
1994 Inductotherm MINI-HEEL, 500 Kw, 200 Hz, With 4 Ton Holding Furnace
1993 Inductotherm VIP Power Trak’s, (2) 550 Kw Power Supplies, (3) 1T Furnaces
Late Model AJAX Pacer, 250 Kw, 700-1100 Hz, 300 & 600 Lb. Boxes, With Switch
Late Model AJAX Pacer, 200 Kw, 1100-3300 Hz, 500 Lb. Hydraulic Box, With Cooling
Late Model AJAX Pacer-S, 200 Kw, 700-1100 Hz, Double Push Up Box
Pillar MK7, 750 Kw, 600 Hz, 2000 Lb. Hydraulic Tilting Furnace, With Cooling
Pillar MK8 Systems, 100 Kw, 1200 Hz & 150 Kw, 1200 Hz Late Models
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You can start by designing gating and risers quickly, easily and automatically with our Gating and Riser Design Wizards. Then simulate your design using FLOWCast for mold filling and SOLIDCast for solidification. Prevent misrun, shrinkage and porosiy before making the first casting. Finally, automatically optimize your yield and casting quality with OPTICast.

Compared to traditional methods, simulation lets you dramatically reduce lead times and increase casting quality and yield. When you can make high-quality castings the first time and eliminate the old-fashioned trial-and-error approach, lead times shrink and total costs are dramatically reduced over the life of the part.

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The SOLIDCast family of design and simulation software from Finite Solutions lets you design your casting process up front. Doing things right the first time means higher productivity and more profit.

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Larry Smiley  Ph: 513-821-5220  email: larry@finitesolutions.com
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* NO TOOLING * NO WAITING *

The SLS Process for Pattern-making

Step One: We take your CAD file (or your customers’) and create patterns directly from polystyrene.

Step Two: The parts are then dipped in standard foundry wax.

Step Three: The patterns can then be shipped to you or cast in a variety of alloys at one of our partner foundries.

If you don’t have CAD data, GT Signature can create the files for you.

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EVERY CASTING HAS ITS OWN IDENTITY.
FIND IT.

The best solution for casting quality and yield improvement is ProCAST. This comprehensive software validates your mold design, reducing tooling development time and enables substantial cost savings over traditional methods. ProCAST delivers unequalled capability for all alloys by providing fully coupled fluid-flow, thermal, solidification, stress, and microstructures modules with state-of-the-art micro and gas porosity models. ProCAST results from over twenty years of development and industry verification, and is backed by ESI Group, the leader in simulation based design.

Contact us today to schedule a demonstration.

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PROCESS: The basic PVD Ion Sputter Plating Process (ISP) was developed by the Atomic Energy Authority of Great Britain for the application of extremely consistent ultra-thin film coatings in nuclear reactor applications. Daryl A. Blessing, using SAC modified ISP technology, developed the deca-elemental, single layer coating Laser-Cut 964® in 1993. Laser-Cut 964®, a patentable product, provides superior performance characteristics over that of other currently available single or multi-layered coatings using the conventional Evaporative Coating Process. These include coatings such as: TiN, TiCN, TiAIN, AlTiN, CrN or ZrN.

Space Age Coatings International, Inc. is presently producing the fourth generation (G4) Laser-Cut 964®. The improvements provided broadened application range, consistency and performance. Expansion of the SAC Modified ISP process and Laser-Cut 964 G4 technology lead to the development of Super Tin® and Xtend-Cut 973® in 2001, AlTiMAX® and Xtend-Wear 971® in 2002. In our efforts for continuous improvement and value, other new coatings are on the drawing board by our R&D staff.

**Laser-Cut7 Properties**

<table>
<thead>
<tr>
<th>Coating Process:</th>
<th>SAC Modified ISP</th>
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<tbody>
<tr>
<td>Coating Time:</td>
<td>11 to 14 hours</td>
</tr>
<tr>
<td>Coating Thickness:</td>
<td>.000065” to +/- .00002” (1.5 µm +/- .5 µm)</td>
</tr>
<tr>
<td>Coating Coefficient of friction:</td>
<td>.027</td>
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<td>Coating Hardness Vickers:</td>
<td>4800</td>
</tr>
<tr>
<td>Coating Temperature:</td>
<td>825° F +/- 5°</td>
</tr>
<tr>
<td>Coating Vacuum</td>
<td>10⁻³ Torr</td>
</tr>
<tr>
<td>Operating Temperature Range</td>
<td>1400° F constant 1800° F Intermittent</td>
</tr>
</tbody>
</table>

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**With SAC Coatings**

Core Pins/Molds 4 to 8X Life Increase  
Reduced Coefficient of Friction (.027)  
Decreased Draft Angle  
Decreased Lubricant Requirements  
Decreased Porosity of Castings  
Decreased Scrap Rate to < 1%  
Increased Quality by 98%

Increase tool life up to 700%  * Increase Uptime  * Increase Quality  * Increase Profits

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Members in the NEWS

American Testing Services was established on the belief that quality, customer service, and delivery are the foundation of the company. ATS is a small testing facility located in Dayton, Ohio that offers buyCASTINGS’ customers more personal attention and a great amount of focus on their needs.

ATS provides testing services to the aerospace, amusement park, automotive, commercial fabricating, foundry, manufacturing, and military industries. They offer in-house and field NDT inspection services along with operator training/ certification, consulting, and Level III services. ATS offers Magnetic Particle Inspection, Liquid Penetrant Inspection, Ultrasonic Inspection, Eddy Current Inspection, Resonance Testing, Visual Inspection, and Radiographic Inspection in the laboratory or in the field.

Magnetic Particle Inspection

In a continuing effort to offer new services to their customers, ATS has expanded recently into Visible and Fluorescent Penetrant, Magnetic Particle Testing and Ultrasonic Testing Supplies. Mr. Chris Small, ATS President stated: “We now offer Metallographic Examination in house. Ely Chemical has chosen us as a distributor of their full product line. We have put into production a Deca coil machine. This machine is an automated magnetic particle inspection unit that allows us to inspect parts with a quicker turn around time for less cost to the customer. Finally our most recent addition is a Portable Ultrasonic Phased Array unit.” This exciting technology is viable for a wide range of applications because of setup flexibility, multiple test angles, wave modes, and its limited access testing.” Please feel free to visit their website AmericanTestingServices.com or contact ATS at (937) 298-9390 or e-mail at atsltd@aol.com.

ESI Group, leader in simulation based design solutions, is now offering a complete suite of virtual prototyping and manufacturing software and services to all buyCASTINGS members. For example, ProCAST, Casting Simulation software can validate your mold design, reducing tooling development time and potentially enabling substantial cost savings.

ProCAST delivers capability for all alloys by providing fully coupled fluid-flow, thermal, solidification, stress, and microstructures modules with state of the art micro and gas porosity models.

Based on powerful Finite Element solvers and advanced specific options developed with leading research institutes and industries, ProCAST provides an efficient and accurate solution to meet the casting industry needs. Compared to a traditional trial-and-error approach, ProCAST is the key solution to reduce manufacturing costs, shorten lead times for mold developments and improve the casting process quality.

ProCAST provides a complete software solution allowing for predictive evaluations of the entire casting process including mold filling, solidification, microstructure and thermo-mechanical simulations. It enables you to rapidly visualize the effects of mold design and allows for correct decision making at an early stage of the manufacturing process.

ProCAST covers a wide range of casting processes and alloy systems including:
- Low and high pressure die casting
- Sand casting, gravity die casting and tilt pouring
- Investment casting, shell casting
- Lost foam and centrifugal casting

What our customers are saying...

Thanks Bob. We’re preparing quotes and looking forward to working with you.
-- Foundry President, Cleveland

We would definitely like to work with you on this job.
-- Foundry Sales Director

I expected you would come through with some very good pricing and you haven’t let us down.
-- Ohio Buyer 6-1-05

Thanks for your help; we’ll use buyCASTINGS for future castings using other materials.
-- Indianapolis Buyer

Bob, The castings worked well... our customer is pleased.
-- Michigan Buyer

Yes, everything looks good. Thanks for all your help Bob.
-- Columbus Ohio Buyer

VISIT US AT THESE UPCOMING TRADE SHOWS
WE ARE ALWAYS LOOKING TO BRING NEW BUSINESS TO OUR MEMBERS

<table>
<thead>
<tr>
<th>Event</th>
<th>Location</th>
<th>Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment Casting Institute</td>
<td>Dearborn, Michigan</td>
<td>Nov. 1-4, 2005</td>
</tr>
<tr>
<td>Power Gen International</td>
<td>Las Vegas, NV</td>
<td>December 6-8, 2005</td>
</tr>
<tr>
<td>AFS CastExpo 2006</td>
<td>Columbus, Ohio</td>
<td>April 18-21, 2006</td>
</tr>
</tbody>
</table>
buyCASTINGS Expands it’s Equipment-For-Sale Site

It all started two years ago with a few foundries requesting used furnaces or used cleaning equipment or wheel grinders. At the same time suppliers of equipment as well as foundries wanted to sell their used equipment and excess inventory. So, buyCASTINGS created a simple website under buyCASTINGS.com that catered to the buyers and sellers of equipment and supplies. The idea was to allow the sellers to post and for buyers to find foundry equipment, scrap material, or excess inventory. That site has now expanded to allow sellers to post items for sale and for buyers to search and place orders for items for sale directly from the sellers. There are no costs for the buyers and no commissions from the sellers, just a flat, nominal listing fee ($50 - $100) paid by sellers based on the listed sales price of the item.

**How the system works** - The system is easy to use: buyers can search, see photos, description, and a price for the items, ask questions, go see the equipment if they want, and place the order directly with the sellers. The sellers will be able to upload multiple photos of items for sale, post description, price and terms for their items and have the buyers contact them directly to close the deal.

### Benefits

#### Why Should I buy through buyCASTINGS.com?
- Choice
- Easy
- Free to use
- Save Time
- Experts available upon request
- Save Money

#### Why Should I Sell through buyCASTINGS.com?
- Easy to use
- Choice of sellers
- Save Money
- Save Time

New Users, please note that the Registration is FREE

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### Foundry Equipment, Materials, and Excess Inventory for Sale

Please contact Mr. Neil Chaudhry at nchaudhry@buyCASTINGS.com or call 1-866-buyCASTINGS to learn more about the various opportunities to get new business, cut costs, and find technology solutions.

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### buyCASTINGS Expanding Rep Network

**MARKETS:** Automotive, Aerospace, Machine Shops, Manufacturing, Medical, Electronic, Industrial, Artistic, Architectural, and Plumbing Hardware castings. **COMMISSIONS:** 2 to 6% on domestic and 5 to 10% on imported castings. **SUPPORT:** Customer leads and marketing provided through Website, industry specific trade shows, advertisement, e-mail campaigns and newsletters. **REQUIREMENTS:** engineering backgrounds desirable, knowledge in manufactured components, particularly helpful are machine shop representation or manufacturing sales. Call: (937) 259-1316, lmorris@buyCASTINGS.com

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