



NETCASTER

CAST EXPO 2006 EDITION, ISSUE 14

It's NOT About Price!

It's About Lead - Times and Delivery!

With the economic pick-up, foundries are running busy and lead-times getting longer. So, where do you go if your trusted supplier can't meet delivery schedules? **The buyers are coming to buyCASTINGS.**

Two years ago they were "shopping" for price, today it's more about finding a good source & meeting delivery and less about price!

HOW TIMES CHANGE... In slow times, buyCASTINGS provided it's foundries with buyers and requests for castings from buyers. Some of which the foundries didn't think existed..."I never got an order from New Jersey in 40-years..." were the types of comments received when buyCASTINGS sent an order to one of it's foundries in Cleveland. That was 2003. In 2006, the same foundries are referring the buyers back to buyCASTINGS for jobs that they can not do or for jobs that they can not meet the lead-time requirements. Although regional suppliers may be preferential from shipping and a project standpoint, the world has certainly moved toward a more specifically matched supplier with less emphasis on locality and more on ability to produce the right product in a timely manner. This is where buyCASTINGS.com system helps.



Foundries refer customers to buyCASTINGS... As Bob Dzugan, President buyCASTINGS put it: **"Foundries are referring customers to us, since they are so busy and their lead times long, and they still want to be able to assist the buyer in any way they can."** Good marketing and business sense dictates that we always help out the customer, so they remember you and always think of you first...but if you can't do the job for them, refer them to someone who can. They will like you if you can do a good job for them and they will remember you if you can give them a good source in time of need.



Quality is a given! Price Competitive! Payment Terms Important!
BUT MEETING CUSTOMER'S SCHEDULE... PRICELESS!

We know where to look... On the other hand, there are still plenty of foundries that are under utilized, that have the capacity, some of them plenty of excess capacity. There are pockets of them and the buyers don't know who those are since they have not done previous work for the buyer. Again, buyCASTINGS' role is to match the right buyers to those foundries and suppliers that are looking for more work. Someone called it "Capacity Brokering"...that buyCASTINGS is now in a capacity brokering business...maybe; but we like to think of it as solving our buyer's needs - something that we have been doing from day-one - matching needs with solutions.

- EXAMPLES of buyers coming to buyCASTINGS after their traditional sources refused the job due to capacity issue:**
- Military missile manufacturer in Ohio
 - Controller manufacturer in Iowa
 - Turbocharger mfr in Michigan
 - Aluminum company in Pennsylvania
 - Axel manufacturer in South Carolina
 - Machine shop in Michigan

Solve your issues with lead times... When buyers need to find someone -- a source, a solution that they can't find anywhere after they run out of their rolodex, after they have tried everything that they know of, that's when they find us and turn to buyCASTINGS to find a foundry, a supplier that can deliver what they need. However, the smart buyers have made buyCASTINGS.com their first stop rather than the last alternative since we can go to bat for them, find good sources from the start, and save them a lot of time. Alternate suppliers to what buyers have used in the past can be a great blessing in disguise - bring new ideas to the table, **new technologies which not only cut lead-times but maybe even cut long-term costs!**

ENTER

Buyers/Designers

of metal castings

buyCASTINGS cuts costs and adds value

ENTER

Foundries

Reduce cost, access new markets

ENTER

Suppliers

to foundries

buyCASTINGS expands markets

Digest



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buyALLOYingots.com
Ready to Take Orders



Industry and Economic Trends 2006

What Can We Expect...

CASTINGS:

Buyer data supports economic projections which suggest continued growth for next three years followed by a pause for 3-years and continued upward trend long-term through 2015...

	2005	2008	2015
CASTING SALES	\$32.93B	\$36.67B	\$42.6B
GROWTH RATE		11.4%	29.4%
GROWTH PER YR:			
SHORT TERM (for next 3 yrs)		3.8%/yr	
LONG TERM (for next 10 yrs)			2.9%/yr

ECONOMY:

GLASS-HALF-FULL: As of the end of 2005, we have a robust growth in industrial production -- **up for 8 consecutive quarters;** Corporate profits up strongly - 20-30% increase in 2005 vs 2004; Purchasing managers index showing expanding economy - 50+ reading for 27 consecutive months; Inventory-to-sales ratio - record low levels; Job growth rates very positive - 1.6M new jobs in 2005 pushed the unemployment rate down to 4.9%.

GLASS-HALF-EMPTY: High energy prices - it's no longer a "temporary spike", sustained high levels will dent GDP growth rates; Rising interest rates - from 3.5% to 4.5% in one year in federal funds rate will also put brakes on the growth rates; Growing trade deficit - \$200B/mo most of it with china (see more below); Loss of automotive jobs - Delphi pays \$156,000 in average yearly wages and benefits to a full time Delphi worker in US vs \$7300 in China (how long will that go on - In **Delphi's bankruptcy filing**, mgt said "a substantial segment of its US mfg base would be sold off or closed in the next two years, however, in China the company is profitable and growing.")

THE CHINA FACTOR: US-China Commission's Annual Report to Congress, Nov. 2005 supports the "China Free Trade Bill" that would place across-the-board tariffs on Chinese goods if China does not revalue its currency. With \$100B+ in trade deficit with China, China has considerable amount of cash and could be tempted to start buying up US companies, like Delphi in Dayton, Ohio. To balance things, for example, we would have to impose a 17% VAT, value-added tax on all castings coming from China to offset the "undervaluation of China's currency". Some politicians have called for **40% devaluation in China's currency** to help balance things and reach a truly free trade status.

MANUFACTURING:

In Bush's recent State of the Union address, **American Competitiveness Initiative** called for 70,000 teachers in math and sciences, hire 30,000 scientists and engineers to work as teachers, and make permanent current tax breaks for R&D. Mfg must innovate to stay competitive, according to the National Association of Mfrs (NAM). Recent report states that "downward trends in US manufacturing innovation pose a serious threat to America's long-term economic growth and living standards."

TECHNONOLOGY:

The top five tech trends are...

- **Radio Freq. Identification (RFID) Technology** (Wal-Mart revolutionizes world.)
- **Nanotechnology** (Plastics is to this generation, as Nanotech is to the next.)
- **Wi-Fi** (Wireless Internet everywhere - car, office, home, golf course.)
- **Robots** (Not just to weld or spray but to vacuum house & mow lawn.)
- **Hybrids** (Go Green thanks to energy costs.)

buyCASTINGS
Growing and Expanding

bC Expands... to a bigger office facility. We have NOT changed our address, just expanded to a bigger and better facility in the same location in Dayton Ohio. We are located in the Miami Valley Research Park, just 10-minutes east of Dayton. The new location will allow us to grow buyCASTINGS Dayton Headquarters, manage the growing network of reps,



and to serve our customers better. We have already begun that growth by hiring more project management personnel beginning with Mr. Dave Rauen, Project Manager, Castings.

bC Grows... by hiring an

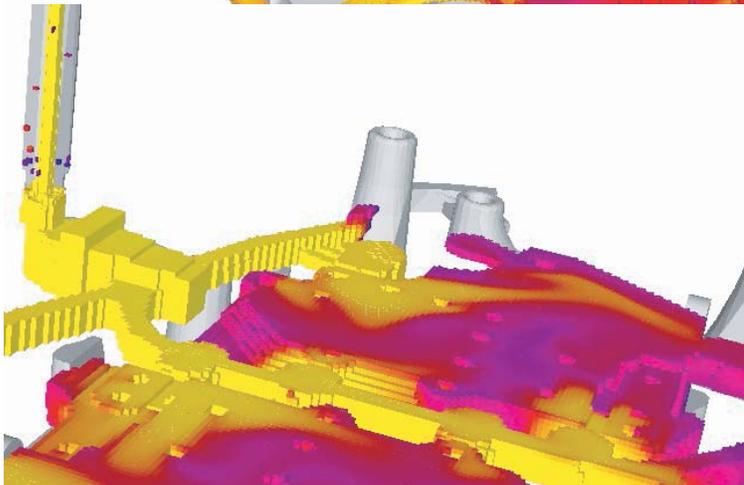
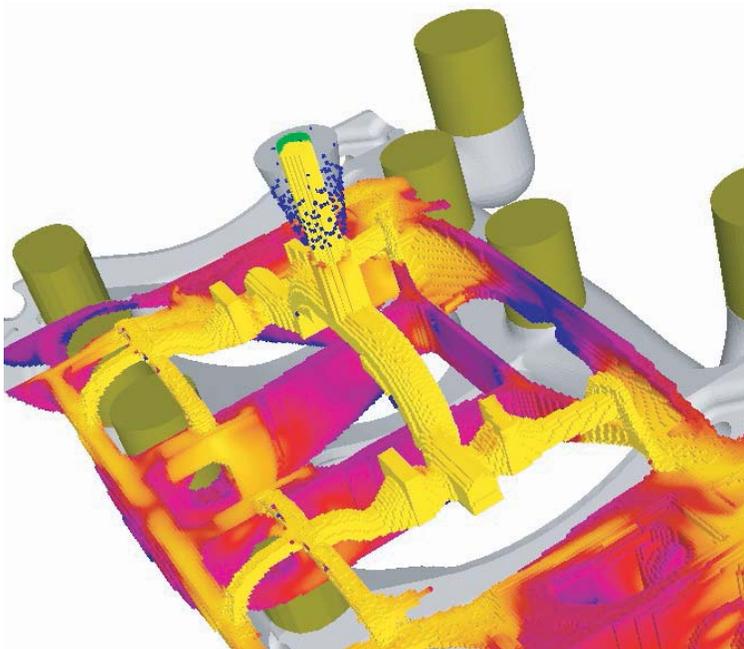
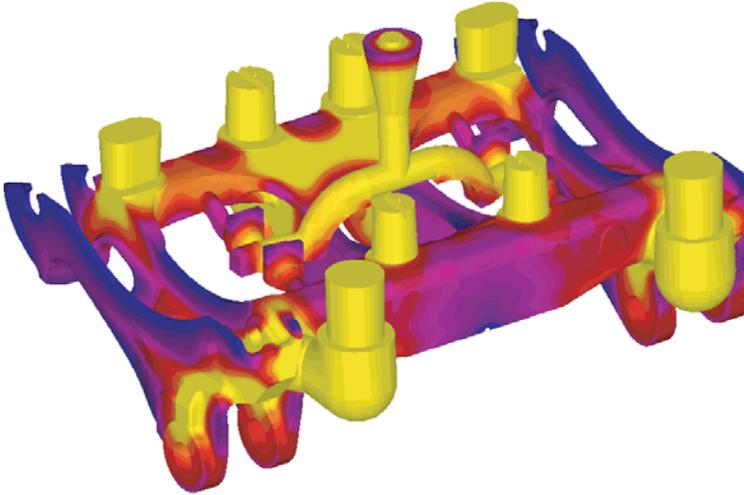
experienced foundry-man, Mr. Dave Rauen. Dave has been in the casting industry for 23 years. He has worked and managed projects in four different manufacturing facilities, including work and accomplishments in the areas of: engineering (managerial, production and design), production, technology projects, technical sales, and metallurgy. He has held the titles of Engineering Manager, Manager of Engineering/Manager of Technical Applications and Project Manager/Division Engineer. Those facilities included various metals, high production, medium production and jobbing production. Methods included green sand, no bake sand; hot box and quick set sands along with permanent molding and die cast molding. Added to the mix is experience with small half pound castings to castings exceeding 9,000 pounds. Dave has been an officer, Chairman and Vice Chairman in both ASTM Committees and subcommittees, as well as equal Chairmanships in AFS. He has served as company representative of various code authorities and standards forums, also working on oversight of new standards development and testing methods. Post collegiate study (and application) has included: testing (destructive and non-destructive), quality systems, welding and fabrication standards, production improvement strategies and techniques, QFD and ISO implementation methods. Dave has also worked in areas of metal machining, metal coating methodology and metals fabrication.



"We are excited to have Dave on board! He is going to add a lot of strength in coordinating work with our foundries and suppliers and to help us handle a lot more buyer requests." -- Neil Chaudhry, COO, buyCASTINGS.



Productivity enhancement



Casting simulation software from Finite Solutions, Inc. will greatly improve your foundry's productivity. Up-front design tools like our **Riser Design Wizard** and **Gating Design Wizard** allow your foundry engineers to develop the right production methods, automatically, from any 3D casting shape. Full simulation tools like **FLOWCast**® for flow simulation, **SOLIDCast**® for solidification simulation and **OPTICast**® for true automated yield optimization allow you to fine-tune designs for minimum cost and maximum quality before any patterns, molds or production castings are made.

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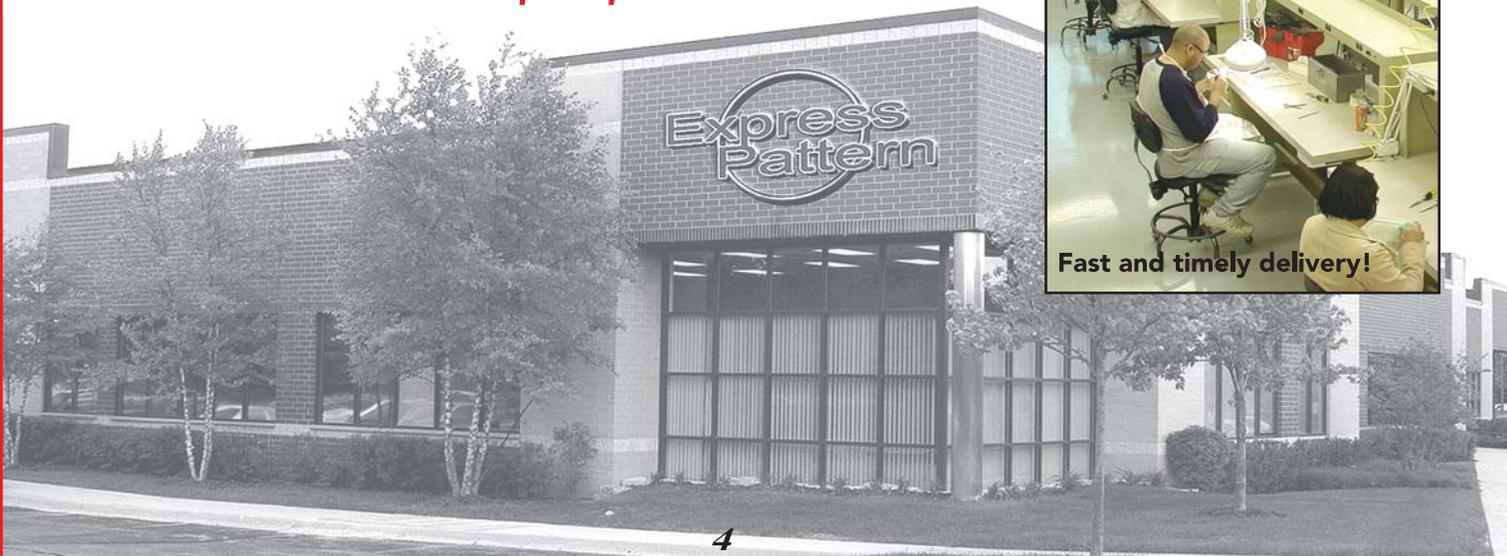
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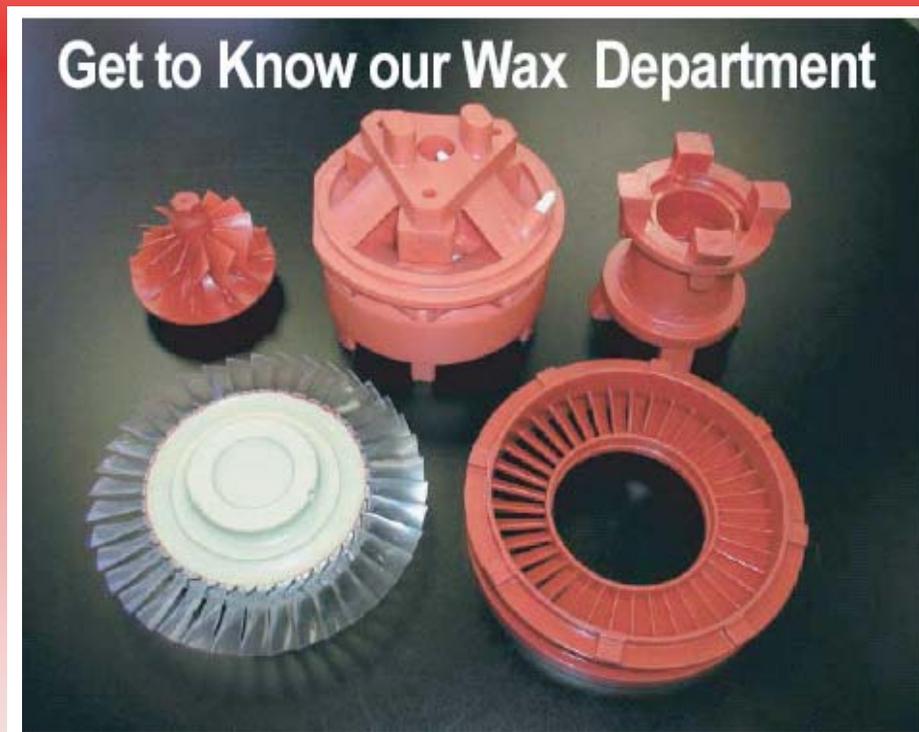
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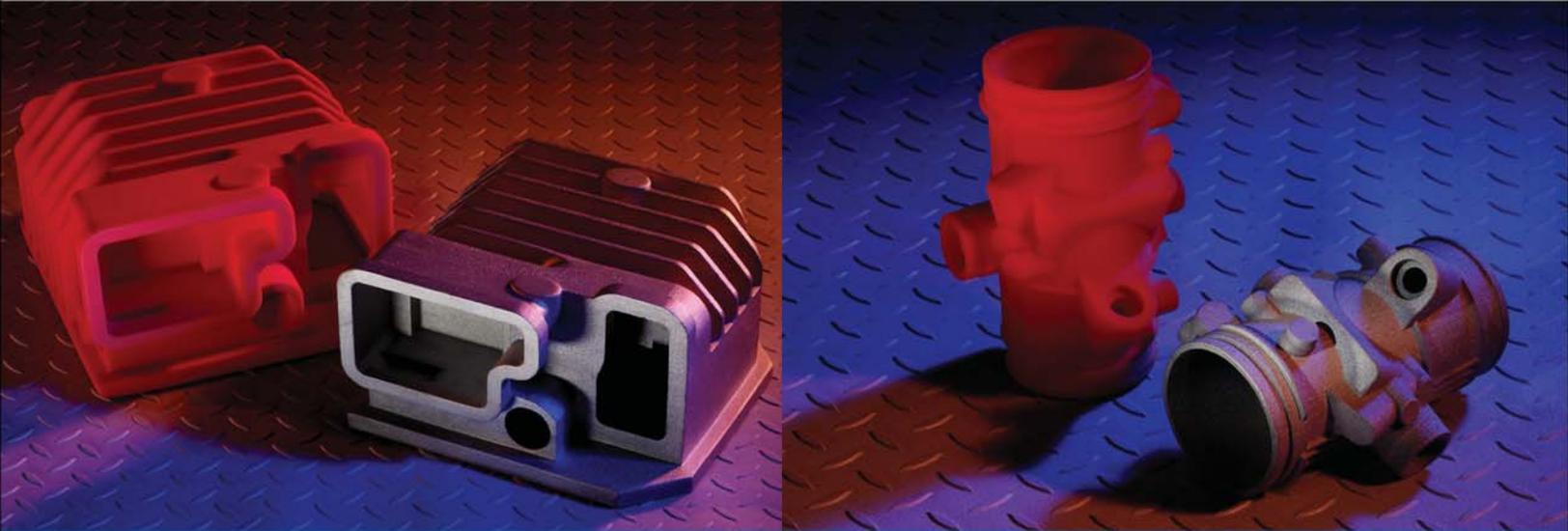


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- Step Three:** The patterns can then be shipped to you or cast in a variety of alloys at one of our partner foundries.

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buyCASTINGS' Foundry in the News

Alcast Technologies Ltd.

One of the longest standing members of the buyCASTINGS.com Foundry Universe is Alcast Technologies. They became a member in June 2001 and they are nearing their fifth successful year with us.



Alcast Technologies Ltd. in Hamilton, Ontario Canada is primarily a sand casting foundry and also has the capabilities of producing permanent mould products as well. They are responsible for the manufacturing of quality

sand castings for industries such as mining, electrical, agricultural, nuclear, military, automotive, printing and other industrial uses. Castings range in quality from decorative pieces to aerospace components.

In January 1989, Gary Doesborgh, President of Alcast Technologies Ltd., purchased Saltfleet Aluminum Foundry Limited which was established in 1966 by John Doesborgh, Gary's father. Gary joined the company as an apprentice in 1974 and is the 4th generation in the trade. In 2004, after several years of working in the business as a summer student, Gary's son Andrew became a permanent part of the company after graduating from college.

In October 1994, Alcast Technologies Limited was created as a subsidiary of Saltfleet Aluminum Foundry and is now responsible for all manufacturing activities, employing 30 people. Alcast facility is 16,000 ft², comprised of 1200 ft² office space and 14,800 ft² plant space.

"Working with buyCASTINGS.com has allowed us access to markets that would ordinarily be beyond our typical sales radius." – Gary Doesborgh, President Alcast Technologies Ltd., March 2006

Services provided by Alcast Technologies Ltd. include: machining (drilling, tapping, CNC milling and lathe work), pattern making, and coordinating outside services such as polishing, additional machining and testing. The company can accommodate both production runs and prototype castings.

ATTENTION ALL MACHINE SHOPS and HEAT TREATERS



buyCASTINGS is looking to partner with you for "packaged product deals" to include casting, machining, heat-treating, painting and coating for finished products. Our end-customers are requesting one-stop-source for all of their finished product needs. Conversely, if you are looking for a one-stop-source for all metal castings, to CUT part costs or reduce excess machining on complex geometry parts, or cut cost of a fabricated part, partner with buyCASTINGS. We have the foundry-men and metallurgist on staff to handle all of your castings issues and get you the best casting prices! WE HAVE MULTIPLE SOURCES TO BRING YOU ALL METALS, ALL ALLOYS, ALL PROCESSES, AND ALL SIZES, SHAPES, AND QUANTITIES OF PARTS.



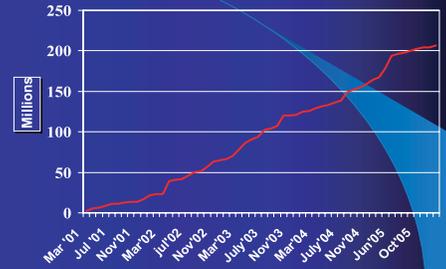
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buyCASTINGS by the Numbers

- 729+ Foundries Worldwide
- 1500+ Buyers Worldwide
- 346+ Suppliers to Foundry Industry
- Average 100,000 "hits" per month
- 100% Focus on the Metal Casting Industry

Cumulative Dollar Volume of Quotes



What our customers are saying...

Great job!!!!

Casting buyer in Ohio

It is a great idea....I like your technical approach.
Foundry in California

Lee, you will be happy to know that he was quite impressed with the casting.
Rep talking about a Casting buyer in NY

Very helpful, thank you!!
Foundry in MA

Thanks so much for the opportunity!
Service Bureau in Texas

Thanks for the quick response!
Foundry in Arizona

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

March 21 - 23, 2006
National Design & Engr.
Rosemont, IL.

April 19-20, 2006
AFS Casting Congress
Columbus, Ohio

April 29 - May 4, 2006
3D Systems N. America
Stereolithography
Users Group
Tucson, AZ

May 23 - 25, 2006
Rapid Prototyping and
Manufacturing
St. Charles, IL

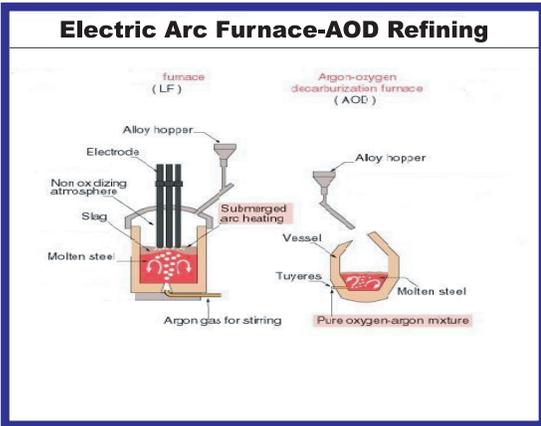
October 22-25, 2006
Investment Casting Inst.
Tech. Conference & Expo
Milwaukee, WI.

November 27-30, 2006
PowerGen Int'l
Orange County
Convention Center
Orlando, FL.

buyCASTINGS.com Unveils buyALLOYingots.com WEB site

in partnership with ARI (Alloy Resources Inc.) for ferrous and nickel based alloy sales

The www.buyALLOYingots.com site is now available for commerce. For the last three years **ARI has been producing stainless steel and nickel based alloys for the aerospace, forging and castings industry.** Smaller 17 pound ingots are now available for the investment castings industry through buyCASTINGS.com. The ARI production facility in Alabama uses a pair of 5 ton electric arc furnaces to feed multiple AOD refining vessels producing both small ingots for induction furnace charges and larger slugs 100-2500lbs for charging VIM, ESR furnaces used by aerospace forging customers.



With the added capacity for shot blasting smaller metal ingots, clean investment casting, certified alloyed ingots are now available. The development of an easy to use website: <http://www.buyALLOYingots.com> will provide a smooth interface for placing orders. Lee Morris, Sales Manager, buyCASTINGS reports: **"This is an excellent opportunity for the investment castings industry to develop an already proven, reliable source for their raw materials and increase the competitive environment in this growing business"**. [buyCASTINGS.com/ARI](http://www.buyCASTINGS.com/ARI) is now offering a wide variety of certified ferrous and nickel based materials.

To find out more, contact:
Lee Morris at lmorris@buyCASTINGS.com,
call 937-259-1316, or fax RFQ to: 937-424-4777.

buyCASTINGS Is Hiring and Expanding, We Need Good Reps:

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