

# NETCASTER

ICI EDITION AUTUMN 2010, Issue 23

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*

## *buyCASTINGS.com, Inc. Celebrates 10 Year Anniversary*

*October 2010, buyCASTINGS.com, Inc. will celebrate its 10th year anniversary...*

buyCASTINGS.com started as a pilot program at The Edison Materials Technology Center (EMTEC). EMTEC sold the site and assets to Mr. Bob Dzugan and Mr. Neil Chaudhry, founder and co-founder, respectively, of buyCASTINGS.com, Inc.

buyCASTINGS soon became the first independent business-to-business (B2B) e-marketplace for the metal castings industry, where buyers/designers, foundries, and suppliers came together as a community to take advantage of the efficiencies of e-commerce. buyCASTINGS facilitated business-to-business e-commerce.



Over the years, buyCASTINGS has emerged as a technology based organization that is on the leading edge of the casting industry worldwide. buyCASTINGS is a full service company with design, engineering, prototyping, tooling, production, process and production management with capabilities for all types of castings. buyCASTINGS has expanded its client base and sales revenue by providing an effective marketplace for casting solutions to demanding customer applications. Bob Dzugan, President stated, "Time flies when you are having fun! It's a lot of fun helping buyers of castings get what they need - very rewarding. All of our employees and partners need to be thanked for their amazing effort to bring this dream to a reality, a successful reality. It's just the start, many more successful years are ahead of us".

Five years ago, buyCASTINGS had 3 employees. Now the company has expanded to 22 employees along with several contractors and 2 national distributors. This rapid growth has achieved a rewarding accomplishment of making the Inc.500/5000 three years in a row, ranking buyCASTINGS as one of the fastest-growing private company in America. Quite an accomplishment despite the pressure of the economy. Neil Chaudhry, Chief Operating Officer commented "We are pleased, fortunate, and blessed to have reached the ten year mark. It's especially gratifying since most companies (based on national statistics) do not make it past the 2nd year. Good thing I didn't know that back then. We are also fortunate to have made the INC500/5000 honor roll for the past 3 years. The key to success, I think, is to go after the good opportunities and focus on doing the right thing for your customers. The reward and honor rolls take care of themselves after that. We are engineers turned entrepreneurs... Our goal is to create new ventures, to hire good people, and to create wealth for our employees and for our shareholders. We are now building on the success of buyCASTINGS to spin-off new products, develop new technologies, and bring new ideas to life. We hope to continue for another ten years or more which can be even bigger, better, and more rewarding years for all of us."



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## buyCASTINGS Smooths Out Casting Problem for Local Ice Cream Manufacturer

buyCASTINGS was approached in March, 2010, by a local company to assist in a project to quickly produce stainless steel castings. It turns out that the end user was a leading local manufacturer of ice cream. Their previous supplier had gone out of business and they weren't sure where to go for the castings. What was so important to them is that they were building a new plant to expand their business. Critical parts were needed for their custom made manufacturing machinery.

buyCASTINGS assembled the best sources and presented a proposal to them within 3 days. We shortly received the purchase order and the delivery of the existing tooling. buyCASTINGS went to work. Within three weeks the customer received from their refurbished tooling 4 heat treated first article castings for qualification of the foundry. The first articles were machined over the weekend and buyCASTINGS received notice on Monday to proceed with the production order. Within 7 working days the balance of the order was delivered to the customer. The castings worked well and the construction of the machines proceeded on schedule.

In July, 2010, the local newspaper carried an article detailing the history of the local ice cream manufacturer and their new plant. The new plant will quadruple production. This is the first step in the manufacturer plans to expand the distribution of their delicious ice cream nationwide. We are so glad to be part of this delicious success story. This is a typical example of how the buyCASTINGS team helps casting buyers.



Casting Solution for the Ice Cream Industry

## Lunch & Learn Conference Pig Roast at buyCASTINGS

In June, 2010, buyCASTINGS.com, Inc. celebrated a Lunch & Learn event for buyers and suppliers. This was a great opportunity to meet the buyCASTINGS team and learn about the capabilities that buyCASTINGS has and how we can assist and save money for our customers on a given project.

Bob Dzugan, President and Neil Chaudhry, Chief Operating Officer escorted our guests to see an actual demo of TacFab, the Army's Mobile Foundry. In addition, our guests were able to see the FOPAT production facility and learn how foam patterns can replace wax. After the tour our guests enjoyed an old fashion pig roast lunch. The buyers and suppliers were able to sit and talk with the buyCASTINGS team and learn how buyCASTINGS can help them on specific projects, and also save them money.



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# buyCASTINGS In the News



## FOPAT PRODUCTION, INC. BECOMES A MEMBER OF THE INVESTMENT CASTING INSTITUTE

In March, 2010 FOPAT Production Inc. became an affiliate member of the Investment Casting Institute. We are pleased to be associated with this professional organization. ICI represents about 200 companies world-wide of investment casters and suppliers whose sole purpose is to promote quality standards, collect and disseminate information about the industry, and provide industry education opportunities to its members. FOPAT has been involved with ICI since FOPAT'S inception and feels ICI will help us expand upon our market presence in the investment casting industry.

Continued from page 1

## buyCASTINGS' 10th Anniversary

buyCASTINGS has ventured out to launch FOPAT Production, Inc, a spin- off company of buyCASTINGS. This FOam PATtern technology is an innovative material designed to help make accurate patterns for investment castings. FOPAT's green technology reduces manufacturing and energy costs for Aerospace, Industrial Gas Turbine, Medical, and other part manufacturers. FOPAT pushes the design envelope of cast metal parts. To see FOPAT'S many advantages, visit FOPAT at [www.fopat.com](http://www.fopat.com).

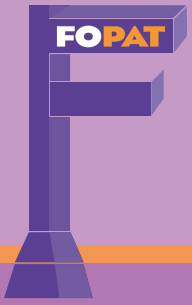
The knowledge and experience that Bob Dzigan and Neil Chaudhry have gained throughout their career and becoming founders of buyCASTINGS.com, have allowed them to do a variety of innovative projects for different customers. Another recent example is the TacFab program. TacFab is an Army Tactical Metal Fabrication System. In short, it is a mobile foundry to make quality parts that can be rapidly produced. This project will give our military folks the ability to make parts on site at any location worldwide, and save weeks when critical parts are needed in a timely manner.

## FOPAT PRODUCTION, INC. CONTINUES ITS GROWTH WITH THE EXECUTION OF PROJECTS FOR THE DLA

In September 2009, FOPAT Production, Inc.(FPI) was awarded two contracts from DLA (Defense Logistics Agency). One is a continuation ( Phase II ) of an earlier SBIR ( Small Business Innovation Research) contract and the second an IBIF II ( Industrial Base Innovation Fund) contract. Both have proven to be fundamental in the growth of FOPAT Production, Inc. as an innovative solution to investment casting problems. The SBIR Phase II contract will focus on optimizing the process, tooling, verifying the energy savings, cost reduction, and, expanding the demonstrated capabilities of FOPAT. The IBIF II contract will focus on rapid low cost spares and replacement parts acquisition which is accomplished by conversion, expanding the supplier base, and utilization of the many advantages of FOPAT.

Over 16 parts are currently included in the 2 programs. Their reasons for choosing FPI were driven by quality, cost, and time to produce. FOPAT has consistently shown the ability to produce tooling in 2-3 weeks for a fraction of the cost of typical investment casting tooling. These programs are also defining the magnitude and/or degree of improvement in the castings produced using FOPAT in place of wax. Some parts have verified the ability to cast thin sections more accurately and with considerably less variation than wax. Also, FOPAT has demonstrated the ability to produce cored patterns without breakage and dimensional stability of a FOPAT pattern at room temperature for over 6 months.

Going forward, some of the parts have the opportunity to replace the current wax produced versions. In addition, there are several conversion opportunities that are expected to be approved soon. With projected needs in the thousands of pieces, the production facility is implementing plans for expanding production. The FOPAT produced versions are of equal or lower costs and providing equal or better properties; an equation for success. The opportunities provided by the 2 contracts from DLA were instrumental in expanding the awareness and continuing the steady growth in FOPAT Production, Inc.



# Patterns for Investment Casting

## www.FOPAT.com

### Pushing the Design Envelope of Patterns

#### What is FOPAT?

FOPAT is an innovative material designed to help make accurate patterns. This green technology reduces energy costs for Aerospace, Industrial Gas Turbine, Medical, and other part manufacturers. FOPAT makes it possible to manufacture metal parts that are often difficult, costly, and impossible to cast or machine using standard methods.



#### Product Lines:

Rapid Prototyping & Manufacturing, Production Patterns, and Engineering Services.

#### Advantages of FOPAT:

- Superior Dimensional Accuracy
- Superb Temperature Stability
- Energy Efficient & Cost Effective
- Durable Patterns for Thin Sections
- Reduced Tooling Costs
- Elimination of Chills
- Improved Manufacturing
- Reduced Labor Costs
- Shippable Patterns
- Easy to Handle
- Easy to Assemble
- Longer Shelf Life
- Eliminate Air Conditioned Wax Room

Contact **FOPAT** Today and Learn How to Lower Your Pattern Production Costs  
[sales@FOPAT.com](mailto:sales@FOPAT.com) or [www.FOPAT.com](http://www.FOPAT.com)

FOPAT Productions Inc., 2411 Cross Pointe Drive, Miamisburg, OH 45342 Phone: 1-888-99FOPAT or Fax: 1-937-247-9468

*FOPAT Production, Inc. (FPI), a division of buyCASTINGS.com, Inc, is pleased to introduce its new website.*

[www.fopat.com](http://www.fopat.com)

# FOPAT

## Patterns for Investment Casting

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**Next Generation of  
Patterns**

**Pushing  
the Design Envelope  
of Castings**

[learn more](#)

**Foam Patterns Replace Wax in  
Investment Casting**

## New Additions to the buyCASTINGS.com Team

### Art Davis

Art Davis recently joined the buyCastings.com Sales Team. Art has 28 years of experience in the investment casting industry. His career began with Precision Castparts Corp. (PCC)/Douglas, GA. facility in 1982. Most recently Art served as Sales Manager for Chromalloy Castings, located in Tampa, FL., for 12 years. Art has extensive experience in dealing with both OEM and Aftermarket customers as well as experience in dealing with the Aerospace, Industrial Gas Turbine (IGT), and Industrial casting markets. Art is experienced with all aspects of the casting business, from market analysis and bid preparation to contract negotiations and forecast preparation/adherence. Art has worked closely in various casting industries, during his career, from quality and engineering to production control, in an effort to meet sales goals and exceed customer's expectations. Art holds a BBA in Marketing from the University of Georgia.



### Bob South

Bob South joined buyCASTINGS.com as Program Manager. Bob has over 20 years experience in Purchasing and military contracting. Bob comes to us from BAE Systems where he was the Purchasing Manager for the last 15 years. Bob's experience with castings, raw materials, machining and fabrication shops across the country brings to buyCASTINGS additional resources to provide turn-key casting solutions for virtually any application. While at BAE, Bob was respon-

sible for procurement of all parts for the many Military vehicles now saving our men and women's lives in the fields of IRAQ and Afghanistan. Bob is involved with "Impact a Hero" in Cincinnati and is a member of the Cincinnati Chapter of ISM, (Institute for Supply Management.) Bob has a degree from Miami University in Oxford Ohio.



### Charlie Day

Charlie Day joined the buyCASTINGS team on May 17, 2010 as Welder/Electrician reporting to Nick Cannell. Charlie will be working at the Miamisburg facility on the TACFAB Programs' electric, welding and mechanical needs as well as general installation and maintenance of the equipment. He brings with him 11 years experience and has the ability to MIG and ARC weld all steel, stainless and aluminum. His experience in welding, fabricating, and wiring will be quite supportive as we move forward with the TacFab program.



### Pat Kraft

Pat Kraft joined buyCASTINGS.com in June as a part-time Human Resources Specialist. She has nearly 20 years experience in Human Resources at Stan-



# NETCASTER Advertising



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Division of buyCASTINGS.com Inc.

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<http://www.buycastings.com/engineering/>




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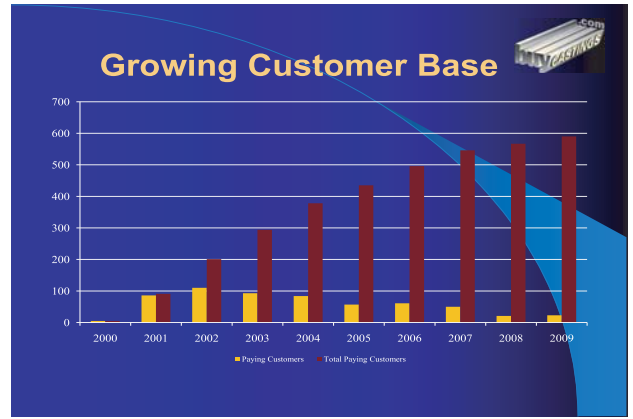
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[www.buycastings.com](http://www.buycastings.com)



### buyCASTINGS by the Numbers

- 914 Foundries Worldwide
- 1970+ Buyers Worldwide
- 527 Suppliers to Foundry Industry
- 100% Focus on the Metal Casting Industry



Continued from Page 6

### New Additions to buyCASTINGS.com

dard Register in Dayton where she was responsible for HR support to the Corporate headquarters employees. At YSI, Inc. in Yellow Springs, Pat provided HR support to three divisions as well as Corporate employees and a manufacturing facility in New Jersey. As Human Resources Manager at Measurement Specialties, Pat performed all the HR responsibilities for the Beaver Creek facility. In each of these positions, she has been responsible for recruiting, compliance, performance management, employee relations, and other HR related duties. Pat has her PHR certification from the Human Resources Certification Institute.

### Rick Miller

Rick Miller joined buyCASTINGS as Controller and will oversee the Financial, Human Resource, and IT efforts. Rick brings 26 years of experience in both public accounting and private industry. During 12 years in public accounting, Rick consulted with privately held companies primarily in Government Contracting, Construction and Manufacturing. He provided accounting attest services, individual and corporate tax preparation and advisory services and accounting system development and implementation services. While at Swindon, Springer and Company CPAs, Rick assisted several clients in developing systems that met the requirements of the Defense Contractors Audit Agency and established a strong foundation working within the Federal Acquisition Regulations. Rick has spent the last 14 years as Controller and Director of Human Resources working in private industry most recently with National Carton and Coating Company, a manufacturer of chipboard cartons for various industries. Rick also worked in the same capacity at Oberer Residential Construction which is one of the largest regional home builders in the Dayton region. He has a bachelors degree in Accounting from Wright State University and is a Certified Public Accountant.



### What customers are saying...

*"Your delivery and the parts met our expectations"*  
New England OEM

*"Thank you for the quick turnaround"*  
Florida Rapid Prototyping Service

*"We appreciate your input and assistance on the specifications and how they relate to the metal casting industry."*  
Detroit Area Contracting Company

### Visit Us at These Upcoming Tradeshows

**October 10-13, 2010**  
INVESTMENT CASTING INSTITUTE  
57th ANNUAL TECH EXPO  
Booth# 70  
Dearborn, MI

**Dec 14-16, 2010**  
PowerGen INTERNATIONAL  
Booth# 3979  
Orlando, FL

**2011**  
AFS Cast Expo  
TBD

**April 3 - 7, 2011**  
3D Systems North America  
Stereolithography Users Group  
Miami, FL



## FOPAT PRODUCTION, INC IMPLEMENTS ISO 9001:2008 STANDARD

The Management Team and Staff within FOPAT Production Inc. (FPI) began their journey towards the development and implementation of a quality management system (QMS). The QMS will document the key processes of FOPAT and ensure consistent compliance to those requirements set forth within the ISO 9001:2008 standard. The manufacturing facility will undergo a series of quality audits, both internally and by BSi, an independent third-party certification body to verify and assure that FPI's QMS conforms to the requirements of the ISO 9001:2008 standard. This



process will lead to the registration and certification of ISO 9001:2008, which is projected to take place in fourth quarter 2010. To learn more about this process and FPI's quality management system, please feel free to contact Tim Large, Quality Systems Manager at FOPAT Production Inc., Miamisburg, Ohio, email address [tim.large@fopat.com](mailto:tim.large@fopat.com). Or visit FOPAT'S website [www.fopat.com](http://www.fopat.com).

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