SOLAR POWER & LIGHT Expands — MCM Precision Castings Goes Solar

In the Spring Edition, Issue 24, buyCASTINGS announced the new venture SOLAR POWER & LIGHT LLC (SP&L). The buyCASTINGS’ team has a strong passion for new technologies and is completely committed to helping its customers reduce their energy costs, and achieve increased production. SP&L serves the very customers that buyCASTINGS serves, and deliver a high level of service.

Recently, SOLAR POWER & LIGHT commissioned a 66.2kW system at MCM Precision Castings, Inc. located in Weston, Ohio. SP&L designed a more complex system than what MCM had in mind. MCM’s management understood the high level of expertise SP&L delivers, and worked very closely with SP&L during the implementation of the project. SP&L is proud to report that the project was completed successfully, and to report on the success of this project.

Don, MCM Plant Manager, spent a lot of time discussing the project with SP&L. He commented: "We learned all through our scouting lives that energy costs control your bottom line. By installing solar power on our building, we were able to bring our energy costs down. This in turn increased our competitiveness and helped to control our costs. We are very happy with the results." SP&L also worked closely with Don to ensure that the installation was done in a timely manner. Don said: "We were very happy with the installation. SP&L did a great job of managing the project and ensuring that we had a smooth transition to solar power."

Doug Marion, MCM Plant Manager, is also environmentally conscious. In conversation with Doug, he expressed: "We learned all through our scouting lives that energy costs control your bottom line. By installing solar power on our building, we were able to bring our energy costs down. This in turn increased our competitiveness and helped to control our costs. We are very happy with the results." SP&L also worked closely with Don to ensure that the installation was done in a timely manner. Don said: "We were very happy with the installation. SP&L did a great job of managing the project and ensuring that we had a smooth transition to solar power."

Since buyCASTINGS launched SOLAR POWER & LIGHT (SP&L), SP&L’s rapid ascent of the solar industry led to its expanded strategic focus beyond just foundries. Its customer base now includes industrial, municipal, educational, and nonprofit.

Solar panel arrays installed by SP&L at the MCM Precision Castings location in Weston, Ohio. The system will help maintain the company’s competitiveness by controlling spiraling energy costs.

photos courtesy of MCM Precision Castings
This has proven to be a successful strategy for SP&L, evidenced by the 276kW it has installed so far in 2011, and the 5MWs it has contracted to install by year end. Bob and Neil have a 30-50MW pipeline of projects that are actively being developed with innovative partnerships and investment teams.

SP&L has been able to step ahead of its competitors by leveraging its core competence. Neil Chaudhry, COO of buyCASTINGS and CEO of SOLAR POWER & LIGHT, and Bob Sampson, President and CEO, have formed a team that is capable of taking solar projects from winning the RFP, to the financing, design and installation of the solar system. SP&L will monitor the operations and maintenance of the solar system along with the selling of SRECs. Bob and Neil’s passion, coupled with their strategic partnering expertise has proven an unstoppable combination that is catapulting SP&L ahead of other solar companies.

SOLAR POWER & LIGHT can offer other options other than roof mounting solar arrays. SP&L installed a 64.24kW Ground Mount Solar Array for the Village of St. Paris, Ohio. The Village’s Community Improvement Corporation looks to help finance green energy systems for existing and new businesses through power purchase agreements with green energy developers. This approach supports the new green business park developing on the Village’s west side, and envisions green electricity production capability distributed across the Village, at or near the point of consumption wherever the business may be located in the Village. Ultimately, locally produced green energy sources would also be developed for residences.

Joseph Braden, the Village’s Mayor commented on the solar electric system saying, “Using green energy systems is our “new normal” approach to help control the costs of public services, and to help our local business community take control of its energy future.” Mr. Sampson and Mr. Faulkner would definitely recommend solar power for other municipalities and even schools. The Village of St. Paris has offered their website to read more about the project. Here is their link: http://www.urbanacitizen.com/main.asp?SectionID=3&SubSectionID=5&ArticleID=157843

During both installations there were no interruptions of business which made it easy for the organizations to conduct business as usual. SP&L attributes much of its early success to the strong team building culture of its parent company, buyCASTINGS.com.

Technology is changing so quickly within industry that as a buyer, designer, and/or engineer of metal castings you may be faced with decisions that you have never been faced with before. Technology changes quickly and for people who are not involved in the day to day operations of metal casting, keeping up with these changes can be difficult, but necessary. The future will be dependent on your ability to adapt and react to the new, exciting advancements that are occurring within the metal casting industry.

Recently a technology known as Additive Manufacturing, is becoming more widely used within the product life-cycle from pre-production to full scale production of metal castings and other cast components. Additive Manufacturing (AM) can be defined as the application of layer manufacturing techniques and free-form fabrication of materials to make objects from 3D (3-dimensional) printing technology. These processes provide the ability to create parts used directly in the final product. It allows manufacturers to produce casting shells & cores, molds & patterns made from various polymers, sand, and metals, as well as the capability to produce end products from powdered metals that are fully functional and ready for use.

buyCASTINGS is able to offer Additive Manufacturing (AM) services to our customer base. We are at the forefront in technology that enables buyers, designers, and engineers to keep up with the ever-changing material technology involved in the metal casting industry.

As a long-time member of the 3DS User Group, now AMUG (Additive Manufacturing Users Group), buyCASTINGS is connected to a variety of foundry experts. We welcome the opportunity to review and work with you and your company on any projects that may be a perfect fit for the Additive Manufacturing technology!
Traditionally, when companies first started implementing ISO 9001 within their organizations in the early 90’s, the internal auditing process was based on a series of checks and balances to ensure that all procedures and practices were being followed. As the International Standards Organization (ISO) released new versions of the Quality Management Systems standard promoting a “process approach” to conducting assessments (audits) to improve upon the effectiveness of a quality management system, many companies found this to be an impractical and ineffective approach to assessing their quality management system (QMS). This was mainly due to the lack of knowledge and understanding among internal auditors and their management team. They realized that many of their day-to-day activities, whether it was a large and/or small business, have interrelated processes (interactions) that provide both inputs and outputs to the overall operations and/or QMS of the organization.

Tim alluded to the fact that many internal auditors and/or internal audit teams within a particular business are normally made up of shop floor/production staff and support personnel outside of the traditional quality department. Once trained, which typically involves a fast-paced 2-day course, they begin their journey as new internal auditors trying to grasp the details and subtleties of their company’s quality management system. As a result, most of these internal auditor students come away from the training with a limited understanding of the principles and practices behind ISO 9001:2008, which often leads to an over-emphasis on compliance rather than process auditing. The training should be focused on process auditing techniques that can help them understand the flow and process performance which will lead to further added-value in improving their company’s QMS.

In 2000, the International Standards Organization (ISO) released a new version of the Quality Management Systems standard promoting a “process approach” to conducting assessments (audits) to improve upon the effectiveness of a quality management system. This new approach was aimed at enhancing customer satisfaction by meeting customer requirements through efficient feedback that would become essential for recognizing the need and potential for further improvement. The idea here was to transform the previous version’s 20 activity-focused elements into 5 major interrelated processes (shown in Figure 1) that would create a method for exploring the QMS more in-depth, including: Clause 4.0 – QMS documentation; Clause 5.0 – Management Responsibility; Clause 6.0 – Resource Management; Clause 7.0 – Production and Service Provision; Clause 8.0 – Product Fulfillment. Today, FOPAT has taken on a complete new method for conducting internal audits by transforming the PDCA approach into a process approach. This new approach using PDCA, has now taken on a complete new method for conducting internal audits. FOPAT Production Inc. Adopts New Proven Method to Conduct ISO 9001:2008 Internal Audits...
In the late 1980's when Rapid Prototyping began, known today as Additive Manufacturing, there were a few hard creatures that evolved as the first adapters of a new technology based on "STEREOLITHOGRAPHY". Over 20 years have passed and while it is not 20 BILLION years, the close knit and ever expanding industry refers to these early adapters as DINOSAURS.

Most people would take offense to being called a dinosaur, but not Bob Dzugan, President and Founder of buyCASTINGS.com, Inc.. Earlier this year in Miami, FL... by his peers as a "3D SUG DINOSAUR". He joins a select group worldwide of less than 50 professionals with this title.

Bob has been involved in the Additive Manufacturing industry since its inception in the late 1980's. He used some of the first Stereolithography (SLA) patterns while at General Electric as patterns for metal casting. When Bob moved on to EMTEC, ... using the 6th SLA machine that was ever made. Today there are thousands of these types of machines all over the world.

In one of the best books ever written on Rapid Prototyping, Rapid Prototyping & Manufacturing: Fundamentals of Stereolithography, author Paul Jacobs called Bob a "pioneer" for being one of the first to inject wax into an SLA mold to make investment casting patterns. In the mid 1990's, Bob and buyCASTINGS' co-founder Neil Chaudhry actually owned several Rapid Prototype machines that they leased to foundries and service bureaus. During ... Nowadays, virtually every investment casting in the United States uses "Quickcast" as an important development tool.

Since attending his first 3D SUG meeting in Tampa, FL in 1995, Bob has attended every meeting and has been a regular presenter. He has built a reliable ... along with its buyers and suppliers to achieve rapid results using Additive Manufacturing methods and metal castings.

Bob has been known to say that he may move like a dinosaur, but all those years of experience are at your disposal to make your projects quickly and successful.

❉

Dinosaurs Still Roam the Earth

buyCASTINGS President Bob Dzugan (right) is honored by the Additive Manufacturing Users Group.

Close-up of the 3D SUG DINOSAUR award... so far to only 50 people worldwide.

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and meaning, thanks to Author Paul C. Palmes, who recently released his second edition book entitled: Process Driven Comprehensive Auditing: A New Way to ... was written for the novice internal auditor, as well as for the experienced auditor in search of a more significant approach to conducting highly effective QMS audits. It simplifies a complex series of actions through examination and guided application of Shewhart and Deming's PDCA Cycle. According to Tim, this book has a few goals of its own including... but provides excellent guidance in the planning, implementation, evaluation, and actions for effective process management in achieving real performance results. The use of these new PDCA methods has enabled FOPAT's internal audit team the ability to effectively communicate and deliver precise and competent information to top management in preventing and uncovering risks factors while providing solutions that increase the organization's QMS. It has also been instrumental in demonstrating their conformity to the requirements for cert... (BCI), enters the journey towards ISO 9001:2008 registration/certification later this year. Tim indicated that using this new approach coupled with proven quality methodologies such as APQP (advanced product quality planning) and PFMEA (process failure mode and effects analysis) has eliminated the obstructions once encountered and allowed the internal audit team to achieve meaningful results towards the success of implementing a sound quality management system they can rely on!

To learn more about the implementation process of PDCA approach and/or using Process Driven Comprehensive Auditing techniques, please furnished me with your contact information or you can obtain information about this publication and others through the American Society for Quality (ASQ).
We did it in 2008 - We did it in 2009 - We did it in 2010 - and we did it again in 2011! buyCASTINGS.com, Inc. made the INC500/5000 list four years in a row as one of the fastest growing private companies in the United States.

There is no doubt that the economy has been tough. And, frankly buyCASTINGS did not expect to make the INC500 list this year. But we stayed focused on our goals which was to plant seeds to grow the business. Neil Chaudhry, Chief Operating Officer at buyCASTINGS.com stated "rank-ings and awards are NOT the goals; they take care of themselves. If we just focus on what it is our businesses are good at and if we make the INC500 that's great. If not, then others must be doing better so good for them."

Neil along with Bob Dzugan, President of buyCASTINGS have managed the businesses to keep things on the right path for continuous improvement and growth. Both continue to ask themselves and their teams how can we do more of what we do well, where can we expand, and how do we deploy our people to do what they are good at?

buyCASTINGS has diversified the business from castings - to research and development - to project management - to production of patterns - and recently - to full production of products - the business from "two men with an idea" to a successful small business that everyone will be around for a long time."

We Did It Again!
buyCASTINGS.com Makes INC 500/5000 List of Fastest-Growing Companies in America

In order to stay competitive, buyCASTINGS focuses on providing quality and innovative products and services that meet the needs of their clients. They have a commitment to excellence and strive to deliver the highest quality products and services possible. This focus on quality and innovation is what has helped buyCASTINGS to be named one of America's fastest growing companies for the past four years.

HOW DO WE CREATE JOBS
(Harmonized Perspectives and Doings by Bob Dzugan, Aug. 26, 2011)

The issue is how do we get our economy growing again...jobs will come with it. It's not going to be the housing industry...Like the last internet bubble, it will take about 8-10 years before those sectors expand again in a meaningful way.

So, how do we grow the economy and thus create jobs? This time it will have to be the manufacturing sector and business to business spending. Capital investment by large companies into manufacturing in the USA is the only way out. Let's make stuff in this country that the world wants. Yes, we can make things to export. That is the best way to grow and create jobs AND reduce the trade deficit, all with one step. Another added benefit of manufacturing jobs is that unlike financial services or any other service industry jobs, there is a 3-7x multiplier effect...that is, each mfg job creates demand for other goods and services leading to creation of 3 to 7 other jobs. This is the reason why Germany has done so well in spite of the rest of the European economies. It is a manufacturing engine that produces high tech products for the world.

Devaluation of the dollar is a good thing, for now, in order to help us export more. This will also make imports more expensive. This will also help us create jobs. We have the largest consumer market, despite the recessions and slow downs and the high debt loads.
Recently, buyCASTINGS.com was a proud sponsor for the Dayton, Ohio Cattle Baron’s Ball. This is a local charity event for the American Cancer Society bringing awareness and financial support in research, education, and service programs.

No it isn’t Jock Ewing and Miss Ellie, but it is Bob Dzugan, President buyCASTINGS and his wife Jackie, who dusted off the Western wardrobe that was popular in the Urban Cowboy days in the early '80’s. The event was definitively in Texas style with buyCASTINGS sponsoring the mechanical bull ride so folks could saddle up and ride their evening away enjoying the festive atmosphere. Approximately 180 people were in attendance for the evening’s gala.

Neerja Chaudhry, wife of buyCASTINGS’ COO Neil Chaudhry, is an active participant of the planning committee for this event.

buyCASTINGS is located in Miamisburg, OH. The American Cancer Society estimates over 56,000 new cases of cancer just in the state of Ohio this year. buyCASTINGS knows the importance to support the community and be engaged. The company has supported the American Foundry Society and the Be The Match Foundation which helps patients find bone marrow donors.

For more information on these organizations, visit www.cancer.org, www.marrow.org, and www.afsinc.org.

Customer Testimonials

“We just wanted you to know that you guys really know what you are doing. The aluminum castings you supplied for this project were excellent and great ... talking about, stay on top of the projects and know how to get the job done right. You guys really know your casting.”

“No one ever wants to earn their lead! buyCASTINGS always seem to answer the call when we need them. They could get your order on your desk the next day!”

“We’ve got the talent that the customer always seems to love! If you have the ability to meet customer needs, you can’t go wrong. We love the people you work with, they do a great job! We always encourage our customers to try your services and you have met all of our expectations! You have gained a new customer!”

“We were really impressed by how quickly you responded to the order and were able to get us finished castings.”

“We are very satisfied with your work. It is one less thing we have to concern ourselves with. We can always trust you to provide us with quality castings and an excellent service.”

“We are very satisfied with your company and the entire process. We have no complaints at all.”

“buyCASTINGS is the superior company that is definitely one of our favorites. We would highly recommend them to any company that is looking for their needs.”

“buyCASTINGS is a company that is very accommodating and meets our needs. They are the superior company that is the one to recommend.”

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Brett Henderson joined the buyCASTINGS.com team in April 2011, working as Project Manager for SOLAR POWER & LIGHT (SP&L). He holds a B.S. in Business Administration from California State University, Long Beach. In his time at SP&L, Brett has managed over 500 projects totaling over $50 million dollars. In May 2010, Brett was named to the Greenbuild 40 Under 40 list. In addition to leading this team, Brett will work closely with the NABCEP to help grow the industry. Brett's qualifications include working in corporate finance, project management, construction, and renewable energy. Brett's entry level NABCEP certification and additional training will help him to be a valuable asset to the SP&L team.

Art Davis joined the buyCASTINGS.com sales team back in April 2010, and recently accepted the position of Sales Manager for FOPAT Production Inc., a Division of buyCASTINGS.com. Art brings 28 years of sales experience in the Investment Casting Industry spanning aerospace, industrial gas turbine (IGT), and the industrial markets. In addition to his sales experience, he has served as a Business Development Director at PCC, and as a Regional Manager for Chromalloy Castings. Art has a myriad of experience in providing investment castings in Equiaxed, Directionally Solidified (DS), Single Crystal (SX), and fine grain structure applications. Recently, Art worked with a customer to supply a group of castings in 15 different alloys which included castings with Equiaxed, Directionally Solidified (DS), and Single Crystal (SX) grain orientations. These castings were produced utilizing foam patterns (FOPAT) produced by FOPAT Production Inc. and precision machined using an Electro Discharge Machine (EDM) operation in order to bring the castings in to the desired final dimensions. The customer was extremely pleased with the casting quality, customer service, and the rapid response with deliveries. Art's knowledge and expertise allows him to interact with major players in the Aerospace and IGT markets. He has worked at large corporations such as PCC and Chromalloy Castings. We are very pleased to have Art on our team and wish him success in his new position.

Please let me know your thoughts at nchaudhry@buyCASTINGS.com.

Neil
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In the Spring Netcaster, Issue 24, buyCASTINGS announced their new venture SOLAR POWER & LIGHT, LLC (SP&L). The buyCASTINGS team has a strong passion for investment castings going from prototype to production. In these economic times buyCASTINGS knows that industries are constantly looking for ways to improve the bottom line, offer competitive prices, improve lead time on orders, and deliver outstanding quality. Launching SOLAR POWER & LIGHT has become a business opportunity to demonstrate what solar can bring to foundries and other commercial industries.

Recently SOLAR POWER & LIGHT commissioned a 66.2kW system at MCM Precision Castings, Inc. located in Weston, Ohio. SP&L designed a more complex system that could take advantage of the unused section of land adjacent to the foundry. 33.3kW was installed on the roof and 32.9kW on the ground. Each required its own inverter to prevent mismatching losses that occur from combining arrays that operate under unequal conditions. Don Marion, President of MCM always stressed the importance of environmental awareness. MCM had already invested in energy-savings equipment so when SP&L approached Don about going solar, MCM made a conscious decision to install solar arrays and lead the way in renewable energy with their facility.

Doug Marion, MCM Plant Manager is also environmentally conscious. In conversation with Doug, he expressed “We learned all through our scouting lives that when we hike or camp we should leave no trace. What that means is that we should leave nothing behind except for footsteps. We should leave our environment in better condition than we found it.” Marion stated that message has carried over into their foundry as well. He remarked “We try our best to make products and not pollute our environment. Going solar has helped us to keep skyrocketing energy costs under control which helps us to hold our pricing down so that we can stay competitive in the markets that we focus in.”

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