

How to get the Value of Steel Founders' Society of America Membership?



SFSA

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SFSA



- Our society
 - Not for profit trade association founded in 1902
 - Membership limited to steel foundries and we are actively recruiting more members from the industry
 - Goal is advance the steel casting industry
- Our members
 - Are all steel casting producers
 - Have a culture of collaboration and innovation
- Our industry
 - ~1M tons produced
 - About 9M tons worldwide



Members' comments



- The technical papers presented at the SFSA T&O Conference in Chicago have been invaluable. I think this is the most valuable part of our membership
- Our company recently began producing castings with much larger section sizes that we had made in the past. As in the past we contacted SFSA for help. They not only provided technical research information, they put us in contact with a network of other members with Heavy section expertise. With this help we made these casting with out a problem
- The SFSA Future Leaders Group benefits people like me- people who continue to see the amazing growth of this industry through innovation and technology...

Biggest Value of SFSA



- For members active in SFSA the biggest value is the ability to network with other members
 - Benchmarking their current practices
 - Sharing innovations and improvements
 - Drawing on the library and expertise of the world experts in steel casting technology
 - Gaining access to up to date business information
 - Able to keep up with the state of the market steel casting practices.



Member Tours

- Key SFSA value is organized tours of plants
- All members typically invited
- SFSA policy is that if you participate in touring a plant then the host should be allowed to visit your plant
- Product groups/divisions/ and committees meet at plants for about 6-10 tours per year
- Many members allow private tours for other members

Problem Solving



- SFSA Technical Service – if you have a problem, we can have one of the SFSA researchers investigate the problem at no cost to you
- We can provide then latest and the historical practices and help solve a problem, recommend a procedure, talk to a customer, find a specification,...



R&D Programs

- Current programs \$2,435,000
 - American Metalcasting Consortium (DOD)
 - Cast Metals Coalition (DOE)
- Carbon and Low Alloy
 - Focus on process development
 - improving NDE stds/ higher strength alloys/ better simulation modeling...
- High Alloy
 - Focus on alloy development
 - super duplex/ super austenitic/ welding/ heat treatment

Specifications



- Specifications Committee meets twice a year at the ASTM A01.18 meeting
- All members should have a representative in ASTM to keep up to date/ get technical information on new alloys and requirements
- SFSA Spec Comm. Is involved in ASTM/ ASME/ISO/API/NACE....

Customer Expectations



How do you ensure that your customers do not order a product that cannot be made?

- Negotiate specifications that make sense – ASTM
- Negotiate specifications that make sense – ISO
- Work with your customer – MTI
- Send your people to the ASTM meetings and join the SFSA Specifications Committee



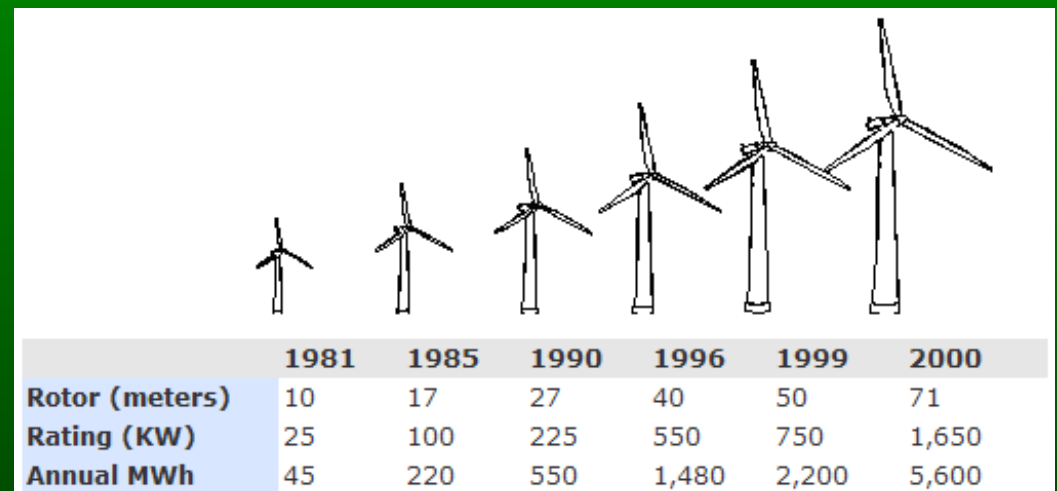
Marketing Committee

- Any member can join
- Meets three times a year
- Allows complementary plants to collaborate
- Prepares annual forecast
- Identifies new market potentials
- Develops sales force with network of contacts and knowledge of steel foundry marketing and sales practices

Wind



- 100% ductile iron
- \$.70/pound
- 30 tons castings/MW
- 2008 8,000 MW installed
- 2011 16,000 MW planned
- 20% by 2030
- 1.5 MW to 3-5 MW (larger castings)
- Advantages of steel castings
 - Weldable
 - Stiffness
 - Higher properties
- UI R&D proposal



Building Construction SC3



- Steel Castings Construction Consortium SC3
 - Organized by SFSA for market development
 - Works with AISC to get castings in steel buildings
 - Successfully developed standard for their code
 - Displays at their trade show. NASCC



Management Meetings

- Management Meeting -Spring
 - Timely Business information
 - Job Shop Lean/ ITAR
 - Economic report/ Benchmarking/Credit monitoring
- SFSA Annual Meeting -Fall
 - Networking retreat
 - Meet and network with industry leaders
 - Yearly forecast/ business roundtable
 - Policy and technical updates



Surveys

- Short surveys proposed by members
 - Limited to a single topic and 5 questions
 - All responses sent to respondents
 - Past areas: safety glasses, Capex plans, surcharges/military work/ EAF dust/ energy
- Long surveys for benchmarks
 - Capacity/ performance benchmarking
- SFSA Trend cards
 - Provides most current and accurate picture of market activity



Future Leaders Group

- SFSA members commonly have large demographic gap of 20 years between senior staff and new leaders
- Future Leaders is to develop younger staff/ develop their peer group network/ tour plants and talk to industry leaders/ integrate into the committee structure of SFSA
- All members are able to add staff to the group.

HR/Safety



- HR/Safety Committee meets two times a year
 - SFSA makes safety awards to members with exceptional records
 - Committee has roundtable discussion focusing on a current topic.
 - All members invited to participate
- "one foundry has dramatically improved their Safety record and save six figures annually as a result of benchmarking best practices with other members."



HR and Safety

- Regulations and Working Practices are changing all the time. The only way to stay up to date is to stay up to date on the requirements.
- Foundries are at the top of the OSHA Hit List. The most concerted pressure is in the area of Record Keeping and Arc Flash
- Join the Safety Committee for up to date information and networking.

SFSA Advocacy



- SFSA works with AFS to advocate for the steel casting industry
- EPA
 - Worked on the MACT standard
 - Alerted members on the GHG reporting
- OSHA
 - Working on combustible dust
 - Alerted industry on hex-chrome



Thanks!
Questions?

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