



SFSA CASTEEL REPORTER

Steel Founders' Society of America

a monthly publication

serving SFSA steel casting industry Members

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www.sfsa.org

April — 2005

Casteel Commentary Highlights:

This month's Casteel Reporter emphasizes three directions key to future success; friendly, clean and smart. Innovation will be essential for our future prosperity and this will depend on science, engineering, and manufacturing. With our improving financial conditions, we need to reclaim manufacturing in North America.

SFSA North Central Meeting

SFSA North Central Division has their management meeting on April 29th in Milwaukee. As is their custom, the program will be of interest to all SFSA members. Bernie Lashinsky will be projecting economic conditions and their effect on steel casting demand. Raymond Monroe will review the industry capacity and the ongoing capital restructuring in the industry. This is a great opportunity for you to get the latest info on the marketplace. All SFSA members are invited.

Schumo Foundation

Two SFSA Interns have been selected for this summer for the Schumo Scholarships. One is at Falk Corporation and the other is at Harrison Steel. They will be presenting their project results at the SFSA T&O Conference. We have other applications and student resumes if your company is interested in hiring an intern for the summer.

Heavy Section Product Group

SFSA Heavy Section Product Group and Marketing Committee are meeting in Lafayette, IN on May 3 and 4. The sessions will be on the afternoon of May 3 and we will have a tour of Harrison Steel in Attica on May 4 in the morning. All SFSA members are welcome to attend.

STEP AP 223

STEP AP 223 is part of a large standards effort to allow permanent storage and retrieval of technical and process information for castings. STEP has been successful in creating a platform for sharing geometric models between different solid models in computer software. AP 223 is trying to extend this seamless data transfer to casting technical information. SFSA will be organizing some of our members with an interest in this type capability to help in the development. If you are interested, contact David Poweleit at SFSA at (815) 455-8240 or by email to poweleit@aticorp.org.

AFS Casting Congress

SFSA will have a booth at the AFS Casting Congress, April 16-19 in St. Louis, Missouri. If you are planning to attend, please plan to stop by and say hello. Our booth is #5822 <http://www.castexpo.com>

International Trade Events

Several trade promotional activities are scheduled in the Midwest. More information is attached to this newsletter.

Steel Construction Conference

Our Steel Casting Construction Consortium (SC3) will have a booth at the North American Steel Construction Conference 2005 in Montreal on April 6-9. We will be promoting the use of steel castings in the steel building industry.

Equipment Available

An SFSA Member has a Faroarm that is not needed. They are looking for a buyer. A description along with the needed contact information is attached to this newsletter. SFSA is happy to list excess equipment that members have for sale to other members.

Market News

Market demand remains strong for steel castings. The inability to completely supply the market is of concern to several users and they are looking for alternate sources of supply. Shortages of materials, volatile prices, long lead times, and uncertain future demands make planning and investment problematic. Bookings and new orders for castings remain strong. Steel shipments have fallen from their highs but remain strong. Capital goods orders continue to new highs. While the market demand for steel casting may stabilize and slow somewhat, this year should remain strong with opportunities for most steel casting producers.

Casteel Commentary

Manufacturing has slid in the economy not just in the last 5 years, but for more than twenty years. Prior to 1980, capital equipment investment was seen as the most important factor in creating wealth. Through the next twenty years, market forces and global trade have been seen to increase wealth. This led to policies of a strong dollar and encouraged foreign investment hurting manufacturing and benefiting banks and consumers. There is currently speculation that market forces and capital investment are not as important as innovation. Our current policies that do not encourage science and engineering education and research may limit our ability to maintain our current lifestyle because we will not have the skills needed to innovate.

Reclaiming manufacturing is a theme that we need to pursue. Manufacturing not only supports innovation, it is key to improved environmental conditions and living standards. Innovative manufacturing allows us to recycle and reclaim the environment. It challenges our ingenuity and creativity. It is important that our financial institutions and public policy makers recognize the key role of manufacturing. To gain favorable public recognition, we need to convince our communities that manufacturing in general and steel foundries in particular are friendly, clean, and smart.

Many communities enjoy the benefits of manufactured goods but do not want any plants in their community. They believe based on portrayals in film and by news organizations that manufacturing is dangerous, dirty and dark. Through better site management, more automation, improved working conditions and community outreach, we need to convince people that our plant is friendly to our neighborhood.

Our plants lead the world in minimizing environmental impact. Unfortunately, we have allowed our opponents to define the debate. If we make a part using the best and cleanest technology, our metric should not be zero emissions impact but a comparison with a competitive supplier. Many of our plants improve the local environment discharging water and air cleaner than we take in. Instead of being held responsible for every particle that escapes our plant we should get credit for our superior performance.

The use of computers and sensors is revolutionizing our business. Computer modeling and analysis allows us unprecedented insight into quality and part performance. Better technology, smarter processes, produces better products, cleaner and safer. Managing information using computers is one of the key jobs in manufacturing.

We need to advocate smart clean friendly manufacturing to reclaim our needed role.

Raymond

STEEL FOUNDERS' SOCIETY OF AMERICA

MEETINGS CALENDAR

2005

May

3/4

Heavy Section Product Group Meeting & Plant Tour, Attica, IN

3/4

Marketing Committee Meeting & Plant Tour, Attica, IN

10

AP223 Meeting, AFS, Schaumburg, IL

September

10/14

SFSA Annual Meeting, Incline Village, NV

November

2/5

National Technical & Operating Conference, Chicago, IL

**STEEL FOUNDERS' SOCIETY OF AMERICA
BUSINESS REPORT**

SFSA Trend Cards 3 Mo Avg Jan Dec
(%-12 mos. Ago)

Carbon & Low Alloy

Shipments	42.2	48.5	31.0
Bookings	52.6	55.8	47.0

High Alloy

Shipments	94.5	101.0	23.6
Bookings	130.7	96.0	99.0

**Department of Commerce
Census Data**

Iron & Steel Foundries (million \$)

Shipments	1,700	1,806	1,657
New Orders	1,711	1,787	1,659
Inventories	1,938	1,981	1,913

Nondefense Capital Goods (billion \$)

Shipments	66.4	68.7	66.5
New Orders	69.2	69.3	68.7
Inventories	111.0	111.5	110.6

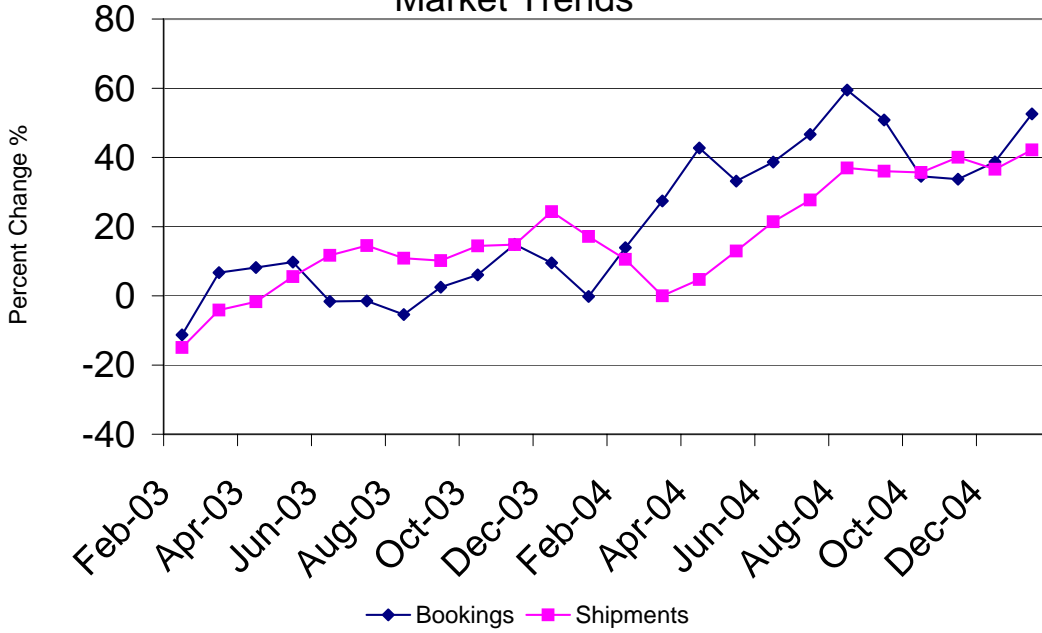
**Nondefense Capital Goods
less Aircraft (billion \$)**

Shipments	64.1	66.4	63.7
New Orders	64.9	67.2	64.5
Inventories	94.3	95.1	94.0
Inventory/Orders	1.45	1.41	1.46
Inventory/Shipments	1.47	1.43	1.48
Orders/Shipments	1.01	1.01	1.01

American Iron and Steel Institute

Raw Steel Shipments (million net tons)	8.8	8.8	8.4
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Carbon & Low Alloy Casting Market Trends



SFSA Postcards

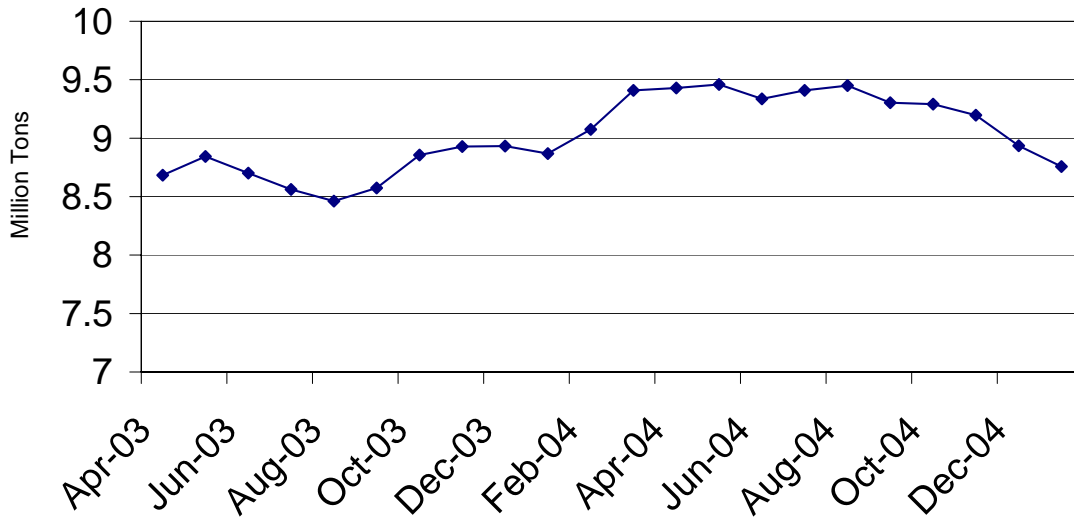
High Alloy Casting Market Trends



SFSA Postcards

Raw Steel Shipments

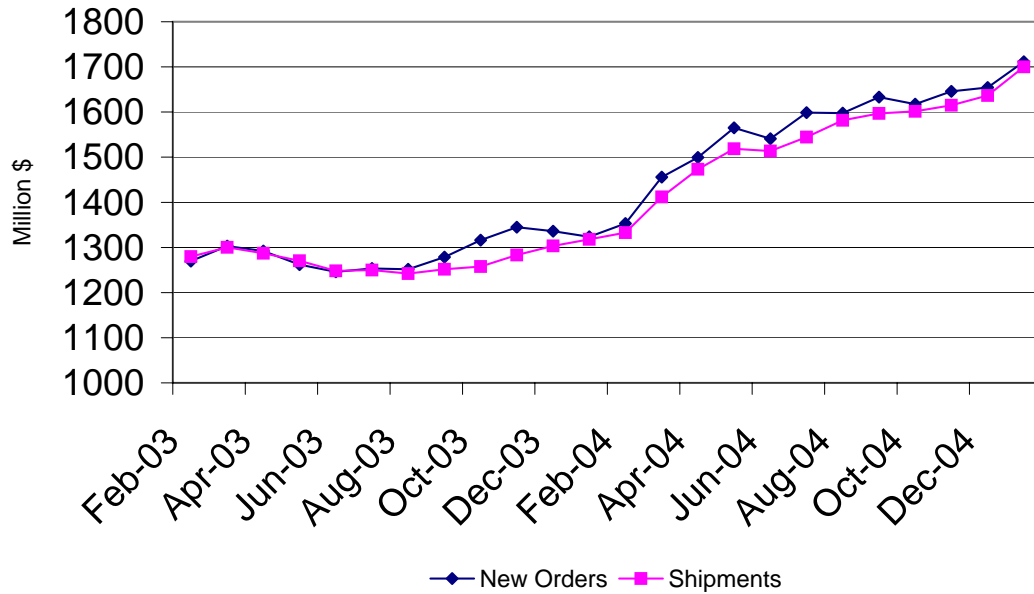
3 month average



AISI Data

Iron and Steel Castings

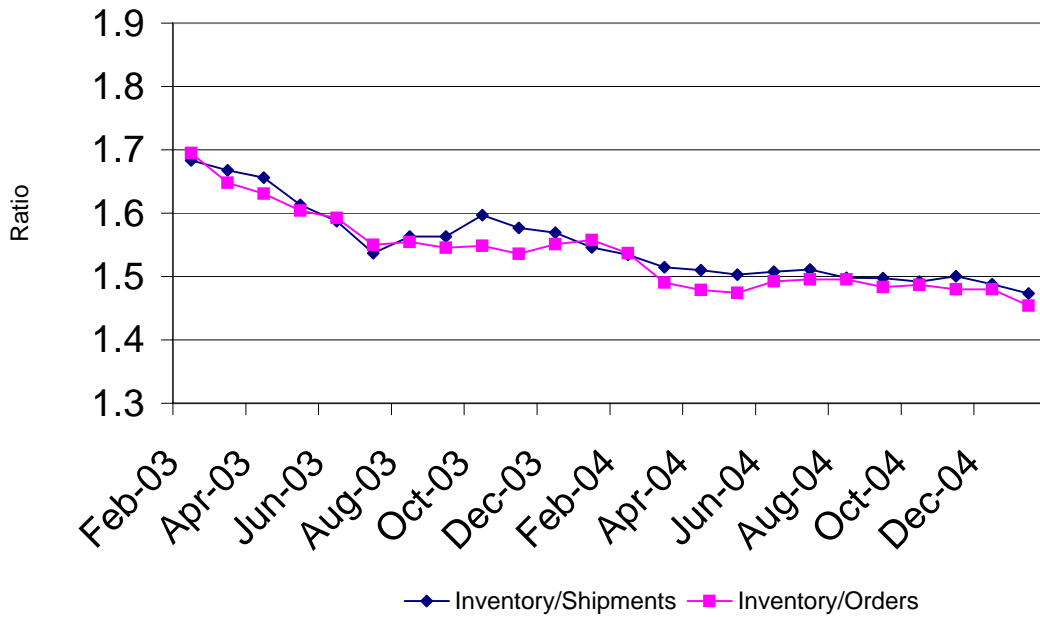
3 month average



SFSA

Nondefense Capital Goods less Aircraft

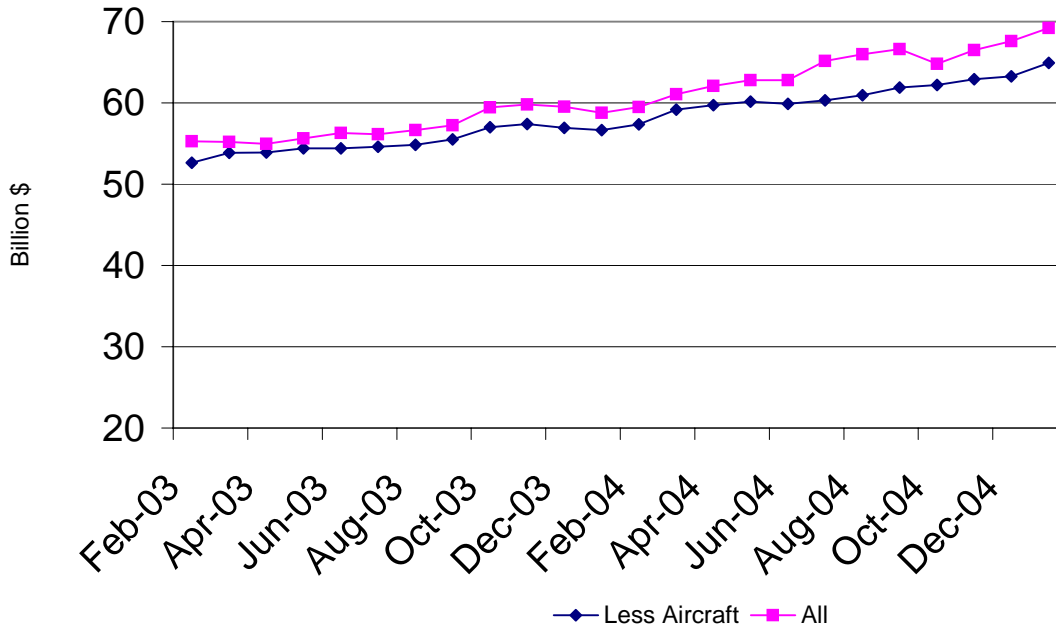
3 month average



Department of Commerce

Nondefense Capital Goods New Orders

3 month average



Department of Commerce

Dear International Trade Professional,

Below is a list of upcoming international trade events, many of which our office is organizing or co-sponsoring. We hope that you will be able to join us for at least one of them! You can also access this list as well info on other upcoming international events & missions at <http://www.buyusa.gov/uppermidwest/events.html>

Best Regards,

Debra H. Rogers
International Trade Specialist
U.S. Export Assistance Center – Chicago
US Dept of Commerce
T: 312-353-6988

April 4, 2005, MOROCCO Gateway Advantage Conference- Chicago

The World Trade Center Chicago will host a conference promoting trade and investment business opportunities between the United States, the European Union and North Africa as a result of regional free trade agreements. Morocco, an emerging market at the crossroads of Europe, Africa and the Middle East, forms an \$11 billion import market. U.S. exports to Morocco average \$475 million annually. Significant growth prospects exist for trade and investment for U.S. companies in Morocco in manufactured goods, especially, electronics and agri-business/food processing sectors. The conference will take place from 8:00 a.m. until 5:30 p.m. at the Mid America Club, 200 East Randolph, 80th Floor, Chicago. The conference is being organized by the American Chamber of Commerce in Morocco, in collaboration with CMS Energy, U.S. Trade Development Agency and the Government of Morocco. For further information please visit the following web site: <http://www.moroccogatewayadvantage.com>

April 5-7, 2005: Electric Power 2005 - Chicago

Since this is a certified International Buyer Program (IBP) show, U.S. Commercial Service overseas offices are recruiting foreign buyer delegations from all over the world to attend this show. Chicago USEAC staff can help you meet members of those delegations and will be available for export counseling in the show's International Business Center. Contact: Thomas Panek at 312-353-7711 or Thomas.Panek@mail.doc.gov.

April 6, 2005: Individualized Market Briefing on Ukraine, Russia, and the NIS - Chicago

Schedule your one-on-one meeting for an individualized market briefing with a Department of Commerce specialist from Kiev Andriy Vorobyov and learn about the latest business opportunities and trends in Russia, the Newly Independent States and Ukraine. Meetings will be held at the Chicago Export Assistance Center, 200 W. Adams, #2450. To make an appointment, contact Desi Jordanoff, BISNIS/ U.S.Department of Commerce at 202-482-2709 or Desi_Jordanoff@ita.doc.gov.

April 6, 2005: Marketing to Manufacturers in Mexico Series - Automation, Sensors & Controls - WebEx

Interested in selling your products and services to the largest industrial market in Latin America? One that imported over \$80 billion dollars in machinery and inputs in 2004? If so, this U.S. Commercial Service program can help you succeed. This series of WebEx conference call briefings with U.S. Embassy and Consulate officials and Mexican industry experts continues April 6 with the topic of Automation, Sensors, and Controls. For more info and registration, go to http://www.buyusa.gov/mexico/en/manufacturers_in_mexico.html. For questions, contact Connie Tinner at 312-353-4453 or connie.tinner@mail.doc.gov.

April 11, 2005 Growing Commercial Opportunities in India - Chicago

Luncheon program sponsored by the International Trade Association of Greater Chicago; US Dept of Commerce - Commercial Service, Chicago; Illinois District Export Council. Presentation by John Peters, Minister-Counselor for Commercial Affairs, United States Embassy, New Delhi. 11:45 a.m. – 2:00 p.m., Rosewood Restaurant, 9421 West Higgins Road, Rosemont, IL. ITA/GC Members & USEAC Clients- \$35; Non-members - \$45. For information and registration, please call 773/725-1106 or e-mail: rsvp@itagc.org.

April 12, 2005: NAFTA, Chile, Singapore, & Australia FTAs: Certification & Rules of Origin - Oak Lawn

Do you export or supply someone who exports? Are you asked to provide Certificates of Origin, but do not fully understand the process or reason? Did you know that the document is legal & binding? Speed up the export process & safeguard your legal liability. Learn how to accurately navigate the forms and procedures of FTA's with the help of Louisa Elder, Director of the State of Illinois Int'l Trade Center at NORBIC. 8:30 am - 2:30 pm at Governors State University. For online registration see <http://www.centerpointgsu.com> For info, contact Louisa Elder at lelder@norbic.org.

April 18-19, 2005: Asian Development Bank - Business Opportunities - Rosemont

Sponsored by the Asian Development Bank, the Chicago U.S. Export Assistance Center, Illinois District Export Council, and International Trade Association of Greater Chicago. Each year, ADB technical and financial assistance generates 5 to 6 billion dollars in new business opportunities. The first day of the seminar will introduce the ADB, its goals and resources, with explanations of how to identify and tap into ADB-funded business opportunities. Break-out sessions will focus on: ADB Procurement, ADB Consulting Services, ADB Private Sector Lending, and Co-financing. The second day is reserved for one-on-one meetings. Time: 8:00 a.m. – 4:30 p.m., Venue: Embassy Suites Hotel O'Hare – Rosemont, 5500 North River Road, Rosemont, IL. Fee: \$125 by April 8; thereafter - \$150. For registration, please fill out the form at the right of the page at <http://www.buyusa.gov/uppermidwest/events.html>. For questions, contact Bernadine Smith at 312-353-5096 or bernadine.smith@mail.doc.gov.

May 1-3, 2005: FMI Show - Chicago

Since this is a certified International Buyer Program (IBP) show, U.S. Commercial Service overseas offices are recruiting foreign buyer delegations from all over the world to attend this show. Chicago USEAC staff can help you meet members of those delegations and will be available for export counseling in the show's International Business Center. Contact: Bernadine Smith at 312-353-5096 or berndine.smith@mail.doc.gov

May 21-24, 2005: National Restaurant Show - Chicago

Since this is a certified International Buyer Program (IBP) show, U.S. Commercial Service overseas offices are recruiting foreign buyer delegations from all over the world to attend this show. Chicago USEAC staff can help you meet members of those delegations and will be available for export counseling in the show's International Business Center. Contact: Bernadine Smith at 312-353-5096 or berndine.smith@mail.doc.gov

May 24, 2005: Attracting International Students to Illinois - Chicago

The Study Illinois International Education Consortium will host its second annual conference on attracting international students to Illinois. Approximately 25,000 foreign students currently study in Illinois, contributing about \$600 million annually to the state's economy. Overseas education advisers from Australia, Estonia, Singapore, Azerbaijan, Romania, Japan, and Bolivia give presentations on the latest higher education trends in their home countries and what students who want to study abroad are looking for. The conference is supported by the Chicago Export Assistance Center, the International Trade Association of Greater Chicago and the Illinois Trade Office. 8:00 a.m. at DePaul University, Loop Campus, DePaul Center, 8th floor, 1 E. Jackson, (Jackson and State). Contact: Debra Rogers at 312-353-6988 or debra.rogers@mail.doc.gov.

Dear International Trade Professional,

You are cordially invited to attend the following event:

**Demystifying the Asian Development Bank
BUSINESS OPPORTUNITIES SEMINAR
April 18-19, 2005
Chicago**

This Seminar is designed for U.S. suppliers and consultants to learn how to bid successfully on consulting and infrastructure projects supported financially by the Asian Development Bank in thirty-five Asian development Countries.

April 18th - The first day of the seminar will introduce the ADB, its goals and resources, with explanations of how to identify and tap into ADB-funded business opportunities. Break-out sessions will focus on: ADB Procurement, ADB Consulting Services, ADB Private Sector Lending, and Co-financing. April 19th - The second day is reserved for one-on-one meetings. Time: 8:00 am – 1:00 pm.

The Asian Development Bank (ADB) is a multilateral financial institution, established in 1966 to improve the living standards of its developing member countries throughout the region. Since the ADB's founding, the U.S. cumulative share of procurement exceeds US\$5.39 billion – US\$4.6 billion for goods/civil works and related services and US\$786.5 million for consulting services. Senior ADB officers will be available to explain the objectives of the ADB, its public and private sector funding opportunities that are generated from ADB grants and lending. Private project developers also learn how to approach the ADB to tap its private sector lending and co-financing operations.

AGENDA April 18, 2005

- 8:00 - 8:30 a.m. Registration of participants
- 8:30 - 9:00 a.m. Opening Address by
Ambassador Paul W. SPELTZ
US Executive Director to the ADB
- 9:00 - 9:50 a.m. Business Opportunities with the ADB
Mr. Frank FOSTER,
Director, Commercial Service Liaison Office to the ADB
- 9:50 - 10:30 a.m. Identifying Business Opportunities
Mr. Ignatius SANTOSO,
Principal Procurement Specialist, Project Coordination; Procurement
Division, ADB
- Ms. Dan YANG,
Principal Consulting Services Specialist,
Consulting Services Division, ADB
- Use of the ADB website for procurement and consulting opportunities
 - Introduction of the afternoon sessions
- 10:30 - 10:50 a.m. Coffee Break

- 10:50 - 11:40 a.m. Private Sector and Co-financing Operations
Mr. Philip ERQUIAGA,
Principal Director, Office of Cofinancing Operations
- 11:40 - 12:00 p.m. Private Sector Participant Presentation
Mr. Richard W. Knoebel,
Senior Vice President, Global Energy Consulting
- 12:00 - 12:30 p.m. Questions and Answers
- 12:30 - 1:30 p.m. Lunch Break
- 1:30 - 4:30 p.m. Concurrent Break-out Sessions:

"Procurement of Goods & Civil Works"

- Mr. Ignatius SANTOSO, Principal Procurement Specialist, ADB

The Project Cycle; ADB's Procurement System; Preparation of Responsive Bids; Bid Evaluation; Disbursement Procedures; Redress Procedures; Questions and Answers

"Procurement of Consulting Services"

- Ms. Dan YANG, Principal Consulting Services Specialist, ADB

The Project Cycle/Business Potential - How to be shortlisted, including: DACON/DICON systems; Expressing of Interest; Shortlisting Procedures; Preparation of Technical Proposal; Preparation of Financial Proposal; ADB's TA Operations. Contract Negotiation/Administration; Redress Procedures; Questions and Answers

"Private Sector Project Finance and Co-financing"

Mr. Philip Erquiaga, Principal Director, Office of Cofinancing Operations
Catalyzing investments - equity investments; loans; guarantees/insurance; complementary financing; commercial financing; official funding agencies; export credit agencies. Questions and Answers

April 19, 2005

8:00 a.m.-1:00 p.m. Individual Appointments for Participants & Speakers

1. Frank Foster, Director, U.S. Commercial Service Liaison Office to the ADB
2. Ignatius Santoso, Principal Procurement Specialist, Asian Development Bank
3. Dan Yang, Principal Consulting Services Specialist, Asian Development Bank
4. Philip Erquiaga, Principal Director, Asian Development Bank

Location: Embassy Suites Hotel
5500 North River Road
Rosemont, IL.
(847) 678-4000
<http://www.embassysuites.com>

Sponsors include:
Asian Development Bank,
U.S. Commercial Service/Chicago Export Assistance Center,
Illinois District Export Council,
International Trade Association of Greater Chicago

Questions? Contact Bernadine Smith (312) 353-5096.
bernadine.smith@mail.doc.gov

Fee: \$125 by April 8; thereafter - \$150.
To register, please complete the form attached below.

Best Regards,

Debra H. Rogers
Senior International Trade Specialist
U.S Department of Commerce
Export Assistance Center
200 W. Adams, Suite 2450
Chicago, IL 60606

T: 312-353-6988 www.export.gov
F: 312-353-8120 www.buyusa.gov/uppermidwest

REGISTRATION FORM

THE ASIAN DEVELOPMENT BANK
U.S COMMERCIAL SERVICES/ CHICAGO EXPORT ASSISTANCE CENTER
ILLINOIS DISTRICT EXPORT COUNCIL
and the
INTERNATIONAL TRADE ASSOCIATION OF GREATER CHICAGO
Invite you and your colleagues to a special program

“DEMYSTIFICATION OF THE ASIAN DEVELOPMENT BANK”
*ADB technical and financial assistance generates \$5-\$6 billion in new business
Opportunities annually. Learn how to tap into ADB funded projects.*

April 18 – 19, 2005
EMBASSY SUITES HOTEL, ROSEMONT
5500 North River Road, Rosemont, IL.

Fee: \$125 by April 8; thereafter - \$150.

Day 1 will introduce the ADB, its goals & resources, with explanations how to identify and tap ADB-funded business opportunities. Break-out sessions will focus on: ADB Procurement Opportunities; ADB Consulting Services; and ADB Private Sector Lending & Co-financing.

Day 2 is reserved for one-on-one meetings. Ambassador Paul W. Speltz, U.S. Executive Director of the ADB, will lead a team of five ADB specialists. 8:00am-1:00pm.

For questions, please call Bernadine Smith at 312/353-5096 or Phyllis Bingham at 312/353-3748

*American Express, MasterCard and Visa are welcome.
Reservations not canceled 48 hours prior to the meeting will be billed.*

Please register me/us for the event:
Name: _____ Title: _____
Company: _____
Address: _____
City: _____ State: _____ Zip: _____
Tel: _____ Fax: _____ Email: _____

Payment Method: ~ Personal Check ~ Corporate Check ~ American Express ~ MasterCard ~ Visa
Payment Amount: \$ _____

Name on card: _____

Card No.: _____ **Exp. Date:** _____

Signature: _____

Please make checks payable to: **The Illinois District Export Council**
Mail to: IDEC, 200 West Adams Street, Suite 2450, Chicago, IL 60606
Fax to: 312/353-8120
E-mail to: Phyllis.bingham@mail.doc.gov
Website: <http://www.buyusa.gov/uppermidwest/events.html>



8' FaroArm, Silver Series S-08-02-US-IN
CAM2 Measure System ACME-NC-US-POR
Serial #S08029901487
Model S08-02

Additional Accessories

28" to 42" Tripod

Probe Extension Kit

Pentium Notebook computer. 233MHz, 96MB, 3.2 GB hard drive, internal CD ROM drive and floppy disk.

AnthroCam Measure 3D Inspection Software for Windows NT

SPCGraph 3D Graphical reporting software

RS232C DSP On-board electronics box

Custom carrying case

Mounting plate

Two 1/4" Ball Probes, one point probe, one 1/8" ball probe

Make offer!!

Contact Dan Boyd

Monett Metals

417-235-6053