

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 values 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,...



Technical Resources

Steel Casting Wiki

- User-Updatable
- Steel Castings Handbook Contents
- Journal of Steel Castings Research (871 articles)
- Steel Foundry Facts (2,110 papers)
- Technical & Operating Conferences (1,178 papers)



<http://wiki.sfsa.org>



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
- Prepares annual forecast
- Identifies new market potentials
- Develops sales force with network of contacts and knowledge of steel foundry marketing and sales practices

*The function of the Marketing Committee is to **broaden the market for and promote the use of steel castings** by investigating and developing new markets, developing and implementing an effective marketing program, and communicating the advantages of steel castings to present and prospective consumers in an effective manner.*



Leadership Meetings

- Spring Leadership Meeting
 - Timely Business information
 - Digital Manufacturing Technologies/Energy
 - Economic report/ Benchmarking
- Fall Leadership Conference
 - 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 Group



- HR/Safety Group 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
- "A member reported improving their Safety record and save six figures annually as a result of benchmarking best practices with other members."

HR & 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 Lockout/Tagout
- Join the Safety Group for up-to-date information and networking.

SFSA Advocacy



- SFSA works with the American Foundry Society (AFS) and other organizations 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

SFSA Staff



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