“Providing the Resources for Success in the Die Casting Industry”

– Daniel Twarog, NADCA President
The following Annual Report summarizes your association’s activities in 2012. NADCA had an excellent year of superior membership participation, the (re)introduction of products and services, and technology implementation. It was all made possible by the support of the die casting industry. Thank you for your help in making 2012 such a good year.

The annual growth of aluminum and magnesium will continue as auto and truck makers work towards hitting the 2015/16 CAFE standards. Light-weighting with die castings is the number one strategy being incorporated. The growth in die casting usage and the increase of automobile sales has strengthened the domestic die casting industry and caused dramatic expansion globally. Structural aluminum die casting applications continue to draw the interest of designers and the industry is following suit with additional operations and conversion of existing operations to take on the demand. The technology involved in structural die casting applications will help keep these types of components in the domestic markets for many years to come. NADCA is leading the way through the publication of articles and information on structural die castings. Plans are underway to establish a new technical committee in 2013 that deals solely with structural castings. It’s not only the development of the technology, but the transferring of the information that is well suited for NADCA.

In 2012, NADCA introduced its Member plus social networking service that has over 150 die casting engineers exchanging ideas and information as the technology of die casting expands. Member plus services included free quarterly webinars, free electronic publications, technology blogging, free use of engineering applications such as (PQ² Lite, Fill time, and gating). More is being planned for 2013 as we move your association towards easier methods of providing you the needed technology information and support.

The best method of providing education to the industry was developed further in 2012. NADCA conducted over 70 webinars on technology, operator training, safety, business trends, and marketing. Thousands of die casting professionals took part in the webinars and were able to use their time to learn most effectively by being at their own facility. NADCA expanded the webinar concept to help market die castings by hosting a series of design related seminars to OEMs. Over 300 OEMs took part in these “how to” design webinars. The world becomes a smaller place when the newest technology of information communication is used.

NADCA worked to expand its technology acquisition reach by visit by offering webinars into Brazil, Australia, and India. We additionally visited India and the Czech Republic to benchmark our domestic operations with other places in the world. NADCA’s goal is to obtain webinars on the latest die casting technology from other parts of the world, such as Australia, Japan and Germany. Our mission is to educate the industry on die casting technology and products.

The highlight of 2012 was the reintroduction of our die casting-only Exposition. Over 150 exhibitors and 40,000 square feet had more than 2000 die casting industry members in attendance. NADCA was delighted by the quality of the attendees and exhibitors. This North American die casting Exhibition is viewed as a benchmark for the rest of the world to achieve. Many thanks go out to our exhibitors and the attendees for making this event a great success.

Thank you for your time and enjoy reading the details about NADCA products and services in this annual report.

Thank you,

Daniel Twarog, President
North American Die Casting Association

www.diecasting.org/dce
Those Who Lead

NADCA Board of Governors

Robert P. Dathe, Chairman
A & B Die Casting Inc.

Eric Treiber, Vice Chairman
Chicago White Metal Casting Inc.

John R. Walker, Secretary/Treasurer
Walker Die Casting Inc.

NADCA 2012 Executive Officers & Terms

Jeffrey Albertson, 2012-2014
Indiana

Andrew D. Behler, 2012-2014
Blue Ridge Pressure Castings Inc.

Robert D. Black, Jr., 2011-2013
DY-KAST Supply and Equipment Inc.

Paul Brancaceno, 2011-2013
Premier Tool & Die Cast Corp

Scott Bull, 2012-2014
Pace Industries – Corporate Office

Scott A. Frens, 2012-2013
Fort Recovery Industries Inc.

Harold J. Gerber, 2010-2012
Albany-Chicago Company LLC

Patrick J. Greene, 2012-2014
Cascade Die Casting Group Inc.

Frank C. Haney, 2011-2013
Team Technologies

Douglas D. Harmon, 2010-2012
Twin City Die Castings Co.

William Hiegel, 2011-2012
Custom Alloy Light Metals Inc.

Robert Hopkins, 2011-2012
Empire Die Casting

Bernard Jaeger, 2012-2014
Kotobuki-Reliable Die Casting Inc.

Mike M. Jurcic, 2010-2012
Craft Cast Engineering Inc.

John D. Littler, 2010-2012
Littler Diecast Corp.

Alan Loeffelman, 2012-2014
Production Castings Inc.

Mark Los, 2011-2013
BuhlerPrinces Inc.

Mark J. Marshall, 2011-2013
Chem-Trend Ltd Partnership

David P. Rawlings, 2010-2012
Mo-Tech Corp.

Tom Troxclair, 2010-2012
Troxclair & Associates

Joseph Vitollo, 2012-2013
ABCO Die Casters Inc.

Robert E. Wilson, 2011-2013
Callen Manufacturing Corp.

Ryan Winter, 2011-2013
Eastern Alloys Inc.

David S. Wolf, 2011-2012
A Finkl & Sons

Robert Worthy, 2010-2012
Ube Machinery Inc.
Planning for the Future

NADCA Mission

NADCA is committed to promoting industry awareness, domestic growth in the global marketplace and member exposure.

Strategic Areas of Concentration

Chapter Relations:
Foster community and local business relations, attend speaker and networking events, influence both association direction and industry change.

Research and Development:
Identify industry needs and expand funding sources that optimize die casting processes and techniques.

Education:
Present industry knowledge for creating improved die cast parts and processes, incorporating the latest standards and educational curriculum.

Meetings and Expositions:
Provide public and networking opportunities to develop customer relations and position association members as leaders in die casting.

Marketing:
Bring business and engineering focus to die casting as the process of choice.

Membership:
Provide member base with industry news, technical information, promotional activities, networking and referral opportunities and trade events.

Government Affairs:
Foster strategic alliances and increase grassroots efforts to effectively bring industry matters directly to leaders in legislature and Washington.

Globalization:
Assert NADCA’s member die casters’ presence in the global and domestic markets.

Membership – The Association’s Foundation

NADCA’s Corporate Membership grew once again in 2012! Individual membership dropped very slightly but was offset by the increase of Corporate Memberships.


NADCA individual membership has seen a small decrease of 9% this year. NADCA is expecting that its individual membership will continue to grow by incentivizing membership sign up with things like free publications downloads and free access into a NADCA webinar.

NADCA Membership Plus

In 2012 the Association continued its efforts to move forward with future of NADCA Membership. In the spring NADCA launched Membership Plus. Membership Plus grants NADCA Individual Members access to Die Casting Solutions, a new online community of information and resources. Membership benefits include:

Special Engineering Community - Members are able to access a community of engineers discussing a host of die casting technologies. Technical articles cover a wide range of die casting topics including shot profile engineering, productivity improvements, new technologies, recent developments in R&D, and more.

Online Engineering Calculators - Online engineering calculators are frequently developed and released to supplement the articles and discussions. These include the slow shot calculator, PQ² lite, parting plan separation and tie bar load calculator and the thermal line calculator.

Downloadable NADCA Publications - Once a quarter NADCA makes available a featured publication. Plus members can download the publication and add it to their electronic library.

Exclusive Quarterly Technical Webinars - Members have complete, free, and exclusive access to quarterly technical webinars. These webinars focus on in-depth coverage of critical die casting technologies. NADCA has host three Members Plus Exclusive webinars thus far:

• Calculating the heat balance of a die casting die for better thermal control.
• Calculating the shot sleeve heat balance for enhanced life.
• Understanding the Improved Fill Time Calculations & Introducing Fluidity Predictions.

Since its launch in May 2012 Membership Plus has gained 153 members. The cost for to upgrade to Membership plus is extremely affordable at just $21. In 2013 NADCA will continue to post valuable content in the Die Casting Solutions web area, release four free publications and exclusive webinars as well as develop more tools via the online apps. For more information about Membership plus please visit, www.diecasting.org/membership/plus.
NADCA Chapters – Reaching the Industry

NADCA membership and resources are represented across the country through the efforts of its 15 active area Chapters. Active chapters are located in:

- 3 Michigan
- 5 Chicago
- 6 Cleveland
- 7 New York
- 9 Central NY
- 10 Ontario
- 12 Wisconsin
- 14 S. Ohio
- 15 Southeastern
- 16 Minnesota
- 17 St. Louis
- 25 Indiana
- 29 South Central
- 30 Los Angeles
- 39 SW Michigan

Chapters have again reported varying levels of attendance and continued to hold local meetings, host social events and organize plant tours. This year, chapters continued to branch out into the realm of virtual meetings. NADCA Chapter 7 and Chapter 17 both took advantage of webinar meetings. These meetings allowed NADCA staff to present an educational webinar on a topic of their choosing to members of their chapter without the hassle or cost of travel. Topics of presentation included “How to Make Die Casting Tooling Last Longer,” “Thermally Controlling the Die for High Quality Parts” and “Eliminating Flash Defects in Die Castings.”

Rick Spillman, Chapter 17 Chairman commented, “The NADCA webinars were a huge success at our membership meetings. We plan on hosting several webinars next year. Selecting a webinar series with two or three parts also worked well. This way the content can be split between two meetings and increase repeat attendance as well as in-depth conversations on the given topic.”

NADCA encourages all chapters to take advantage of webinars as a means to educate their members.

Since 2010, NADCA staff have embarked on a yearly cross country tour to present information on the current state of the industry as well as the benefits of becoming a NADCA Corporate Member. NADCA staff successfully visited 13 Chapters with over 300 attendees collectively! Of these attendees 21 Corporate Companies and 10 Non-Corporate Companies were visited. With the success of this outing once again NADCA has scheduled and started visiting once again in 2013.

The activity of Chapters subsidizing conference fees to send representatives to the annual Metalcasting Government Affairs Briefing in Washington, D.C. was less active in 2012. This is the forth year in which the investment was made so die casting representatives could emphasize the importance of die casting to the U.S. manufacturing industry to lawmakers. In 2012, Chapters 3, 17 and 39 subsidized 2 individuals’ costs to attend the Washington Conference (approximately $1500). This program is projected to increase in 2013 as it is projected that 10 individuals will take advantage of this opportunity to let their voices be heard in Washington.

NADCA continued to support active Chapters through the establishment of a yearly stipend, based on total membership. Every chapter that qualified received a $10 credit for each current member. The funds are held in an account at NADCA to be used for educational courses.
The research portfolio at the beginning of 2012 consisted of 10 projects with a total leveraged value (direct funding plus cost share) of $8,100,000. During the year, six projects were completed and eight new projects were initiated. Due to the difference in the value of the completed projects and the newly added projects, the total leveraged value of the portfolio decreased to slightly less than $3,500,000. Projects that were completed included: the HyperCast project; two CMC Energy-SMARRT projects (SSM and Smart Coatings); the AMC Benet Laboratories project (nano-composite materials) and two NADCA funded projects (thermal fatigue of high performance die steels and T5 heat treating of A380 phase I).

Four of the eight projects initiated were four projects under the newest phase of the AMC Program entitled Casting Solutions for Readiness (CSR). These projects are on thin wall aluminum and magnesium, specifications and standards transition, high strength 201 and 206 type alloys, and lube-free die casting. One CMC Energy-SMARRT project on laser engineered net shaping (LENS) for die components was restarted and two NADCA funded projects, phase II of the T5 heat treat of A380 and the impact of slow cooling rates on die steel, were initiated. Lastly, the first NADCA R&D consortium project was initiated on calculating heat removal by die spray. Five companies have joined this consortium project.

The decline in funding level is primarily due to the decrease in funding support from the Department of Energy. In an attempt to rebuild the funding level, a concept paper was submitted in response to an ARPA-E solicitation. However, this did not result in securing any additional funds. Although the funding level of the R&D portfolio has declined, a good balance of projects remains in the areas of cast materials, die materials, computer modeling, process and energy/environmental technologies. Sources of funds for the projects are: the Department of Defense (DOD) through the Defense Logistics Agency (DLA) Troop Support, Philadelphia, PA, the DLA Logistics Operations, J335, Research & Development, Ft. Belvoir, VA, and the American Metalcasting Consortium (AMC); the Department of Energy (DOE) through the Advanced manufacturing Office (AMO), formerly the Industrial Technologies Program (ITP), and the Cast Metals Coalition (CMC); and NADCA.

The accomplishments resulting from R&D projects and other research and technology efforts in 2012 include: release of the 2012 version of the Product Specification Standards for Die Castings (Item #402) which is the 8th Edition; publication of the 2013 Research & Development Strategic Plan and Roadmap Overview; and the 2012 Die Casting Congress Transactions. In addition, one of two NADCA supplied bi-metallic cores was placed in operation at a die casting facility and was found to greatly reduce temperature in a hot spot, the HF thin wall zinc alloy has been selected for casting a cell phone case, several webinars including research results were conducted, and the Member Plus area of the website was expanded. More accomplishments are cited in other sections of this annual report.

The 2012 Die Casting Congress attracted attendance levels of well over 100 for some of the sessions, was met with high interest, and was considered to be an overall success. A wealth of technical information was provided through excellent presentations. Coupled with subsequent Q&A and discussion, the congress sessions provided a great technology transfer mechanism. There were twelve sessions, ten of which were standard format sessions with paper presentations on topics including cast materials, die materials and coatings, computer modeling, process control and process engineering. Two of the sessions were of the special format type, comprised of a keynote paper/presentation, success stories from die casters and suppliers and a panel discussion. The special format sessions focused on aspects of die materials and computer modeling.
Meetings & Conference – Networking With Your Peers

In 2012, NADCA conducted the Executive Conference, Plant Management Conference, Metalcasting Industry Government Affairs Conference, Czech Republic Delegation and Die Casting Congress & Exposition.

The Die Casting Executive Conference was March 25-28, in Naples, FL at the Naples Beach Hotel & Golf Club. The annual conference was a three day event that featured presentations on the 2012 Economic/Business Outlook, Offshoring vs. Reshoring, North American Energy, OSHA Inspections, R&D Tax Credits, Light Weight Vehicles, Energy Efficiency and Structural Die Castings. The conference was well attended by both die caster and supplier executives.

The 2012 Plant Management Conference was May 16-18 at the Birmingham Marriott in Birmingham, AL. Special presentations included Increased Productivity Through OEE (Overall Equipment Effectiveness) and State of the Die Casting Industry. Honda Manufacturing of Alabama Plant and Nemak Alabama hosted plant tours for conference attendees.

In 2012, the North American Die Casting Association (NADCA) hosted our Government Affairs Briefing in conjunction with the National Association of Manufacturers’ (NAM) 4th Annual Manufacturing Summit. The summit took place June 6-7 at the Hyatt Regency Hotel in Washington, DC. Conference participants met with lawmakers and key staff from 11 different states. Pertinent issues such as concerns regarding the new Health Care Laws, EPA attempts to regulate GHG, the importance of healthy manufacturing, and several other issues that are important to the die casting industry.

Meetings & Conference – Networking With Your Peers

2012 Die Casting Congress & Exposition

A delegation to the Czech Republic was organized in 2012 to coincide with the International Foundry Forum (IFF). The delegation took place September 16-22 in Prague at the Hotel Esplanade Prague. Before taking part in the IFF at the end of the week attendees took tours of five different facilities in and around Prague. The two day forum covered a variety of topics such as Raw Materials – Security and Supply, Manufacturing 2015, Investment Philosophy and Energy Efficiency in the European Foundry Industry.

The Die Casting Congress & Exposition was held on October 8-11 at the Indiana Convention Center in Indianapolis, IN. The Exposition was met with great interest from the die casting industry. Sponsored by solely NADCA, the event attracted over 158 exhibiting companies filled more than 37,000 square feet of space and saw more than 2,000 attendees. An analysis of the registrants found more than 470 unique companies attending (after the 158 exhibiting companies were subtracted from the list). This means that 630 different companies came together for this triennial three day event. The papers and presentations exposed a variety of new technologies, case studies and success stories. The topics included advanced technologies, die materials, computer modeling, cast materials, die surface engineering, equipment and process control.

Magnesium Under .5 lb.
Pace Industries Product Technologies Division
Metal Spine Badge

Magnesium Over .5 lb.
Scott Braaten – Twin City Die Casting Co.
Die Cast Magnesium Top Plate and Main Enclosure
Marketing
As the economy continues to improve, marketing of die castings to the designers and purchaser is at the forefront of the NADCA Marketing Committee. In 2012, the Marketing Committee’s activities included continuing to make available marketing white papers to industry members. The white papers are on various subjects important to understanding the applications and design advantages of die castings. Three white papers made available in 2012 were:

- The Environmental Impact of Die Castings (2012)
- Magnesium versus Plastics (& Al and Zn vs plastics) (2012)
- Technologies & Strategies for longer lasting Tooling (2011)

A comprehensive guideline for Model Industry Terms and Conditions was also released in 2012. A survey was conducted asking industry professionals about their terms and conditions. Based on the results of this data, with the assistance of Butzel Long Law Firm and the review of Industry Professionals, “Model General Terms and Conditions 2012” was created.

The Model Terms should serve as a reference guide and educational tool for buyers and sellers, and may help form the basis for fair and balanced contracts. To download “Model General Terms and Conditions 2012” please visit, www.diecastingdesign.org/terms.

In addition some new programs were set in place to increase the number of leads generated for NADCA Corporate members. In the spring of 2012, the NADCA website as well as the Design website incorporated a service to track visitors. This program generated roughly 500 leads for Corporate members. NADCA also hosted a Design specific webinar series sponsored by DECO Products Company LLLP, Prestige Casting Inc, and Twin City Die Castings Co. This series was promoted to a purchased list of OEMS and generated over 300 leads!

The White Papers, Model General Terms and Conditions and Design Webinar Series were made available on design website, driving additional traffic to this page. Over 45,000 inquires were made from purchasers and designers of die castings. The website provided guidance on technical questions, where to find the right die caster, and design standards for the industry.

NADCA also organized the International Die Casting Competition. Winning castings were displayed prominently at the 2012 Die Casting Congress and Exposition in Indianapolis, IN. Since 1972, the competition has featured the top designed die castings annually. Eight winners in various categories were selected. Numerous publications and journals have requested information on the winners making this a great tool for industry as well as an excellent marketing tool for the winners.

Consistently providing press releases to our database of media contacts is also a tool that NADCA utilizes to draw attention to the die casting industry. Such releases include: Industry Scholarships, Safety Award Winners, Die Casting wages, Industry conditions, and several more timely topics of interest to the purchasing and design community. The Die Casting Design newsletter, which is distributed to over 5000 designers twice a month, is yet another way NADCA informs the design community of die casting related news, opportunities and advancements. NADCA Die Casting Industry Marketing will continue creating new ways to generate leads and educating its members on new marketing practices. NADCA will be hosting its Marketing Conference in conjunction with the Die Casting Congress and Tabletop in Louisville, KY on September 18-19, 2013.

Industry Facts & Figures
The Wage and Benefit Survey, published annually by NADCA, was conducted in December of 2011. The survey represents 54 companies in the die casting industry nationwide. The participating companies table defines the group of facilities in terms of annual sales, number of die casting machines, number of employees, etc. Information is provided both nationally and by region.

This year, the typical participating company had annual sales of $27.5 million per year; utilized 21 die casting machines, employed 154 full-time direct labor employees. Fourteen (26%) were union shops. Eighteen percent of the total production employees reported were temporary. Almost 77% of the survey participants’ total employees were hourly production employees.

Less than half the companies (37%) reported a general wage adjustment in the last 12 months but a larger percentage (54%) plan to make a general wage adjustment in the next 12 months. The median value of adjustment in the last 12 months was .5% less than the amount in 2010.

The report also covers how hourly employees are compensated, what benefits they receive and how practices vary by company size and location.

Zinc Under 6 oz. Non-Electroplated
Cast Products Engineer Group – Cast Products, Inc.
Stabilizer

Zinc Over 6 oz. Non-Electroplated
Cast Products Engineer Group – Cast Products, Inc.
Pump Housing
Die Casting Engineer (DCE) magazine is distributed to all Individual Members, Corporate Members and subscribers. In 2012, more than 14,000 copies of Die Casting Engineer were in circulation, with an average of 2,300 people receiving each issue.

The magazine’s purpose is to act as a vehicle to promote the industry. It does so by featuring upcoming educational courses, conferences, industry news and technical articles submitted by the industry’s leading educators, scientists and suppliers. The past year featured numerous technical articles throughout the six issues. The themes for 2012 included die casting machines & components, die materials, semi-solid metal & squeeze casting, defects, die coatings & surface treatments and aluminum.

DCE has its own Web site, located at www.diecasting.org/dce. The Web site is designed for ease-of-use and to be very user-friendly. The site is accessible through NADCA’s main Web site through a link at the top of the page.

Visitors to the site can easily submit articles, news releases and comments, and order reprints of previous issues, or single articles. Members and subscribers that visit the Web site can log in to view the entire current issues and a few previous issues.

Die Casting Industry LINKS finished its tenth year of publication for Corporate Members only and continued to provide a diverse content to satisfy the needs of many different levels of upper management, sales and marketing departments, as well as presidents and CEOs of die casting companies and suppliers.

Because the magazine only targets these individuals — the key contacts of all NADCA’s corporate member companies — much of the information is very sought-after and is available only to these companies. Recipients of LINKS look forward to the State of the Industry Report, in-depth industry marketing updates, Wage & Benefit Survey results, Financial Survey results and many other features stories addressing ways to improve a company’s bottom line. A large portion of LINKS content is derived from NADCA staff and another portion comes from business consultants, some involved with the industry and some from outside the industry.

Back in 2009, LINKS began to be printed and mailed in-house at NADCA. While this saved on the bottom line costs for the magazine, it still allowed for the same great content and articles that our readers look forward to each issue.

NADCA also regularly sends out its own eNewsletters. The NADCA Update eNewsletter is sent to over 8,000 different people weekly. The eNewsletter updates its recipients on new in the industry, upcoming conferences and meetings, and new products and publications. It is a great way to easily stay connected to the die casting industry.

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**Zinc, Any Size with Decorative Finish**
Kevin Hartnett – Dynacast
Lever

**Other Alloys, Any Size**
(Charlie Wright – Rheocast Company)
*Die Cast Brass Valve Body*

**Honorable Mention**
Mike Dimitroff – Chicago White Metal
*Housing for Spotting Scope*
Publications –
Improving the Industry’s Knowledge

NADCA introduced several new and revised publications and software in 2012 that will continue to spread information and technology that is being developed. The following publications were revised or new in 2012 and are currently available in NADCA’s bookstore.

- NADCA Product Specification Standards for Die Castings
- NADCA Product Specification Standards for Die Casting CD-ROM
- Semi-Solid Slurry Forming of Alloys
- 2012 Wage & Benefit Survey
- Die Casting Defects - Troubleshooting Guide in Spanish

Webinars –
A Travel-Free Option for Education

In 2011, NADCA launched a webinar program to provide additional opportunities for individuals to obtain information. Based on the positive response received in 2011, NADCA offered more than 70 webinars in 2012. The attendance for these webinars was overwhelming, with over 1030 registrants participating in various webinar topics.

Topics varied from individual webinars such as Energy, Combustible Dust and Short Run Tooling for Die Castings, to multiple part webinar series such as Porosity, How To Make Die Casting Tooling Last Longer and Computer Modeling. A complete list of webinars NADCA has offered can be found at www.diecasting.org/education/webinars.

In addition, NADCA responded to the request of its membership to create an Operator Training Webinar Series. This 11 part series geared towards educating operators on the do’s and don’ts of running a die casting machine was first held in the spring of 2012 with roughly 20 companies participating in the series.

Marty Plecki of Albany Chicago Co. commented about the Operator Training Series. “I routinely get positive feedback on the content of this series of training. The operators here are very appreciative. They say they are learning things about the die casting process and equipment they did not know before.”

The Operator Training Series was also translated to Spanish and is available for download, which can be purchased at, www.diecasting.org/education/otps/register.

NADCA has a number of webinars in cue for 2013. Attending a webinar is an excellent way to obtain vital information without the hassle or cost of travel. These 60 minute presentations not only address vital information on the topic but also provide adequate time for questions, answers, and discussion. In addition to being able to participate in a webinar, the webinar presentations and recordings are subsequently made available for individuals to purchase via the NADCA eStore at www.diecasting.org/estore. NADCA looks forward to another successful year of webinar participation and is excited to be offering constant education via this easily accessible medium. To view or register for upcoming webinars just visit, www.diecasting.org/webinars.
2012 was a year NADCA spent improving and expanding certain website areas.

The webinar section was revamped to include all of the current and past webinars, along with the series descriptions and individual webinar descriptions. Information was presented in a way that the member could view all available options, including pending webinars, customization options, along with links to the webinar recordings and presentations in NADCA’s eStore.

One large project was an undertaking in updating and expanding the Technical Archive available under MyNADCA. NADCA has expanded the archive, adding previously unavailable presentations from congresses to the archive. Members will also see LINKS magazine has been added to the archive. Finally, full PDF issues of the both *Die Casting Engineer* and *LINKS* magazines were added to the archive. This project, which required major layout and programming changes throughout 2012, will release in early 2013.

The education department also saw growth with its operator training program. The website now hosts an Operator Training Exam hub. This section allows one who has signed up for the testing program in conjunction with the operator training webinar program to take the tests for each section online, have the test instantly graded, the grade entered into the user’s database record, and finally, allowed for one to print a certificate after successfully passing the test.

Also added to NADCA’s website was Membership Plus. Membership Plus grants access to *Die Casting Solutions*, a new online community of information and resources. Available in this online community are Online Engineering Calculators, Downloadable NADCA Publications, Exclusive Quarterly Technical Webinars, and a Special Engineering Community.

Finally, time was spent developing NADCA’s onsite registration software for the Die Casting Congress held in September. Available on NADCA’s website, attendees were able to self-register and immediately print their badges. A second staff program was also created. This special registration website will be used again onsite at the 2013 Die Casting Congress & Tabletop in Louisville, KY.

Advertising revenue for the website in the year 2012 continued to offset the expenses of the website.
With 2012 being an election year, NADCA worked with its members to coordinate plant visits by Congressional candidates across the country. NADCA was involved in arranging over 15 visits in twelve different states. As far west as California and south to South Carolina, die casters hosted Congressional candidates in their districts at the die casting facility. NADCA’s exhibition was visited by the Lieutenant Gubernatorial candidate of Indiana. In most cases, the visiting candidate was elected and these visits will be used as a catalyst for future dialog in Washington, DC to bring the views and positions of our industry into the Federal government.

NADCA’s views and positions are most important in the direction being taken by OSHA and EPA on host of topics which directly and auxiliarily impact our industry. With this in mind, NADCA developed OSHA related webinars on PPE, noise, reporting, and general handling the situation if “OSHA comes knocking.” These webinars were viewed by over 65 different die casting operations. NADCA also engaged Kestrel Engineering in developing articles for our magazine(s) on topics which will help our industry understand what OSHA is emphasizing and how to prepare your facility. Similarly, NADCA is working to bring the same level of service on EPA issues. NADCA also brought the issues to Washington, DC in their industry specific briefing.

Over 30 visits were made this year in Washington DC to senators and congressmen. Members of the industry went to the Washington Briefing and took advantage of the time to educate their Federal representatives on how and why manufacturing (specifically die casting) is important to keep growing and vibrant. Besides the visits to elected officials, NADCA staff engaged officials in the Department’s of Defense and Energy on the need for national research to advance die casting.

NADCA has been historically successful in obtaining funds for pre-competitive technology development that has resulted in changing the die casting industry. More research is needed and NADCA continues to educate the administration’s offices on how die casting technology development would help advance the goals of the nation.
Look for more of this focused activity of EPA monitoring, OSHA reporting and Research needs education being conducted in 2013. NADCA needs good stories from industry and the people in industry to come to Washington to tell their stories. Doug Harmon of Twin City die casting took the time to discuss the impact that various tax changes would have on small businesses to The Small Business Subcommittee on Economic Growth, Tax and Capital Access, led by Chairman Joe Walsh (R-IL). The Subcommittee heard testimony from small business owners that tax increases will put many small firms under tremendous strain in an already difficult economy. Part of Doug’s comments are below:

Doug Harmon, CEO of Twin City Die Castings Co. in Minneapolis, MN said, “Not knowing whether or not Congress will renew the Bush-era tax cuts and the pro-business tax extenders, which expired at the end of 2011 is keeping many die casters, and for that matter, most manufacturers from investing as much as they could to grow their business, purchase new equipment and hire more employees.”

“Given this uncertainty over taxes and other potential government regulations, instead of hiring new employees, increasingly, the die casting industry is choosing to hire temporary workers to fill their employment needs utilizing and/or implementing overtime with its current workforce.”

“As a small business, we may report thousands of dollars or more in profit, but few manufacturers take those profits home – they are overwhelmingly reinvested back in the business, our employees, facilities and equipment. This means that the less resources we have due to paying more in taxes, the less resources we have for improving our employees’ wages and benefits and buying new equipment.”

NADCA spends almost 10% of the member dollar on Washington activities. This is a large percentage of your dues. Make that expense pay dividends, get involved in our Washington efforts.
Education – New Ways to Learn Through the Web

In 2012 a slight dip was seen in education activity as compared to 2011. An abbreviated schedule was run in the Spring and Fall for National Courses. National, Chapter, In-Plant, In-House, Train-the-Trainer and Online class attendance in 2012 totaled 628 students for 15 course offerings extended by NADCA. Fifteen national courses were taught with 64 students, four Chapter courses with 73 students and 26 In-Plant courses with 436 students. The In-House Program was completed by 20 students at one facility and 35 students completed online courses. NADCA licensee, Southwestern Michigan College (SMC), experienced a lack of activity in NADCA courses. Not a single NADCA course typically offered through SMC was offered in 2012 due to lack of attendance. Therefore, the grand total for 2012 attendance was 628 as compared to the 2011 attendance level of 950, 2010 attendance level of 404, 2009 attendance level of 449 and the 2008 level of 924. In-Plant courses showed a large increase in 2012 and reached the largest number of individuals. This increase was in part due to courses customized for company specific needs and elimination of the cost of travel.

Part of the decrease to education levels can be attributed to the NADCA webinar program. The webinars minimize or eliminate time away from the plant as well as eliminate the cost of travel. Launched in 2011, webinars have grown at a rapid rate in 2012. These hour long presentations typically run every week and cover many topics. Over 878 people attended webinars in 2012 as compared to the 330 people that attended webinars in 2011. In addition to being able to participate in a webinar, the webinar presentations and recordings are subsequently made available for individuals to purchase.

With the economy and state of the industry projected to recover even more in 2013, the shift to, and growth in, In-Plant courses and webinar activity is expected to continue and overall attendance is expected to rise.

Opportunities for Interns – David Laine Scholarships

For more than 30 years, NADCA has encouraged studies in the many disciplines related to die casting with David Laine Memorial Scholarships. Established in 1975, the scholarships honor David Laine, who served for 29 years as secretary of the American Die Casting Institute (ADCI), a forerunner of NADCA.

The main objectives of the scholarship program are to provide financial assistance and encouragement to students who are interested in careers in the die casting industry, to foster and improve engineering education in die casting technology and to stimulate awareness of and interest in the die casting process.

Internships for 2012 gave opportunity for students to be involved in various projects, which included assisting in die changes, performing safety audits, runner and gating design, part modeling, die casting sales & marketing and quality control. In 2012, NADCA awarded ten students with a combined scholarship of $25,000 through the David Laine Intern & Scholarship Program.

In recent years, NADCA has seen increased interest and applications for the Laine Scholarship. Those who receive this prestigious award are better-positioned to focus on their academics and career development. Indeed, the Laine Scholarship has also had a significant impact on retaining talent in metalcasting: more than 75% of the past scholarship recipients have gone on to work in die casting.

The scholarships provided by the Laine Fund are supported entirely by contributions and pledges from the die casting community. For more information, visit www.diecasting.org/scholarship.
Promoting Industry Awareness, Domestic Growth in the Global Marketplace and Member Exposure.

Bottom Line

In 2012, NADCA ended just below expectations financially. Although Net Income before Net Investment Revenue at year end was at a gain it ending below budget by 9%. Gross revenue came in 4% under budget with department expenses coming in 3% over budget and general & administrative expenses well under budget. Overall, expenses were 3% under budget.

Both NADCA’s Membership and Magazine departments ended 2012 with net revenue over budget. The magazine’s revenue for the year was 19% over budget. Membership’s year end revenue exceeded the budget by 4%. Expenses were below budget.

Our Education department was also profitable in 2012. At year end total revenue from education classes and webinars was 16% over budget with expenses at 42% below budget. The department had a net profit of 81% above expectations.

In October of 2012, NADCA held a successful “die casting only” Exposition in Indianapolis, Indiana. Exhibit sales met 89% of anticipated revenue with the expense side seeing a negative variance of 7%. Overall, NADCA’s profit from the Die Casting Congress & Exposition was at 72% of budget. We are looking forward to a successful Die Casting Congress & Tabletop in 2013 at the Kentucky International Convention Center in Louisville, Kentucky.

2012 NADCA Service Areas Contribution to Revenue

- Membership: 31%
- Magazine: 34%
- Meetings & Conferences: 9%
- Education: 9%
- Congress & Exhibitions: 8%
- Marketing: 4%
- Research & Development: 1%
- Government Affairs: 1%

www.diecasting.org/dce