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Non-Ferrous Founders' Society

MEMBER HANDBOOK

*A Comprehensive Overview of the Tools and Resources Available
to Members of the Non-Ferrous Founders' Society*



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ABOUT NFFS



MISSION AND VISION

Mission: Advancing the manufacturing, recycling and use of non-ferrous castings.

NFFS HISTORY

The **Non-Ferrous Founders' Society (NFFS)** was founded in 1943 at the height of WWII to help non-ferrous foundries advocate for their collective interests when dealing with the War Production Board, whose directives severely limited the ability of non-ferrous foundries to obtain the metals they needed to manufacture both war goods and to satisfy casting needs for domestic consumer industries.

Today, our vision is ***"to be the elite provider of support, guidance and advocacy for the non-ferrous metal casting industry."*** Over the last 75 years, the Society has developed a full range of programs and services designed to help foundry leaders successfully operate their businesses. NFFS member foundries utilize virtually every casting process. The principal metals cast in most non-ferrous foundries are aluminum and copper alloys (brass & bronze). However, some non-ferrous foundries may also pour magnesium, zinc, or other non-ferrous materials. Some of our member foundries also pour ferrous materials, producing iron and/or steel castings.

In 2018, NFFS expanded membership eligibility to the suppliers and service providers who sell equipment, supplies, consumables, and any other goods and services used in the manufacture of metal castings, under the new category of Associate membership.

NFFS STAFF

NFFS presently employs four association professionals:



Jerrod A. Weaver
Executive Director
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(847) 268-4881

Jerrod Weaver is the Executive Director of the Non-Ferrous Founders' Society. He has more than twenty five years of professional experience in association man-

agement, first as a staff member with NFFS and then as Executive Director since January 2016. Jerrod received a BS in Manufacturing Engineering (with a cast metals emphasis) from Western Michigan University in 1996. He earned the prestigious Certified Association Executive (CAE) designation from the American Society of Association Executives in 2010, and he also earned quality auditor, quality manager and lead auditor credentials issued by the American Society for Quality. In his spare time, Jerrod enjoys fishing and cooking with his spouse Kristie.



Sheila Rayburn
ICON Program Manager
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Sheila Rayburn is the Program Manager for the Integrated Casting Order Network (ICON) program at NFFS. She came to NFFS after a thirty-year career at

Defense Logistics Information Service, an agency of the federal government. Following her government career, she established her role as Senior Consultant of her own business, Rogers Associates LLC, where she assisted many small businesses with obtaining and managing IT government contracts. She holds a Bachelor's degree in Business Management from George Washington University with an emphasis in Supply Chain Management/Logistics and Procurement, as well as certifications in Program Management, Contracting, and Diversity. In her spare time, Sheila plays the violin and enjoys a ride in her '68 GTO convertible.



Erin M. Russell
Director of Membership and Communications
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Erin Russell is the Director of Membership and Communications for the Non-Ferrous Founders' Society. She has a masters degree in nonprofit

administration from DePaul University and a bachelors degree in marketing from the University of Wisconsin. Prior to joining NFFS, Erin spent four years as the Operations Manager for the Casket and Funeral Supply Association of America. She also has experience in the charitable nonprofit sector, where she held positions with United Way, the YMCA, and Ravinia Festival. Outside of the office, Erin volunteers for a farm animal rescue, and she enjoys traveling, reading, and spending time with her husband, their two children, and their many pets.



Kristie Matusek
Executive Meeting Planner
kristie@nffs.org

Kristie Matusek is the Executive Meeting Planner for the Non-Ferrous Founders' Society. She has more than 20 years of professional ex-

perience in meeting planning, first in the hospitality industry with the Palmer House Hilton and now as a NFFS association staff member. Ms. Matusek enjoys baking, decorating, and cooking with her spouse Jerrod.

INDUSTRY OVERVIEW



There are approximately 950 non-ferrous foundries and die casters in the United States. Industry census data reveals that nearly 85% of these foundries are small businesses employing less than 250 employees. Many non-ferrous foundries are family-owned businesses and employ multiple generations of the same family. These foundries are concentrated in the traditional manufacturing regions of the U.S., primarily the Great Lakes states, along the Eastern Seaboard, and on the West Coast.

Most non-ferrous foundries use sand, permanent mold, investment casting or die-casting casting processes. The castings manufactured by foundries are an important part of the U.S. economy and are widely used in most economic segments. Castings are particularly important in the automotive, energy/power generation, medical technologies, military/defense, plumbing and fluid handling, industrial, marine, tooling & machinery, housing, construction, and aircraft industries.

Here are some basic but important facts about the foundry industry that often go unrecognized:

- The foundry industry has played an important role in the history of American progress, invention, and innovation. While the art of making castings is quite old, metal castings have been part of nearly every new technological development since the industrial revolution.
- The industry is comprised mainly of small businesses. There are currently nearly 1,800 foundries in operation in the U. S. and Canada, and of those, less than 1% fail to meet the U.S. government definition of a small business (fewer than 500 employees). In fact, nearly 80% of these companies have fewer than 100 employees. Most are privately held companies, and many are family-run businesses—some owned and operated by the same family for several generations.
- Collectively, foundries employ nearly half a million people, pay over \$32 billion in wages, and contribute more than \$110 billion to the Gross National Product. In fact, castings 90% of all manufactured durable goods and nearly all manufacturing machinery. (*Data source: American Foundry Society*)
- Non-ferrous foundries annually recycle millions of tons of scrap metal into useful components without which America's great production engine would come to a grinding halt. The reuse of these materials saves natural resources and decreases the amount of materials that would otherwise go to landfills.

ACCESSING THE NFFS WEBSITE

YOUR NFFS.ORG LOGIN CREDENTIALS

In order to access member content at the NFFS website, www.nffs.org, you will need to log in to verify that your company is a current NFFS member. If you filled out the NFFS membership application for your company, you created login credentials upon joining. If you do not have credentials, see ***Adding Employees*** below.

Can't remember your login credentials? No problem! Go to www.nffs.org and click "Login," enter your email address, and click "Reset Password." If you need assistance, give us a call at 847-299-0950 or send us an e-mail at info@nffs.org.

ADDING EMPLOYEES TO YOUR ACCOUNT

Are there other employees of your organization who you would like to receive NFFS publications and/or access NFFS member benefits? All employees of your company are eligible to participate, and there is no limit to the number of employees that you can add to your account.

There are two ways to add an employee under your company account:

- **Full Service.** Keep it easy and simple—just e-mail the first name, last name, and e-mail address of each employee to erin@nffs.org. We will add them to your company account and send them an email with information on how to create their login credentials.
- **Self-Service.** Direct your colleagues to go to the NFFS website and click the *Join* link at the top of the page, then choose *Create an Account*. When they identify themselves as employees of your company, they will automatically receive member benefits.

NOTE: NFFS does not sell or share your e-mail address with any third party organizations. Information specific to employees of member companies, including e-mail addresses, will only be viewable to other NFFS members who are logged into the website.

NETWORKING & FELLOWSHIP

INDUSTRY EXECUTIVE CONFERENCE

The annual [Industry Executive Conference](#) provides the opportunity for foundry leaders to connect with industry colleagues, see old friends, and make new ones, all while enjoying high-quality educational programming tailored specifically to non-ferrous foundries. In addition, attendees have the opportunity to interact with industry suppliers at the Industry Executive Conference Tabletop Exhibition, and to share ideas and experiences with other foundry leaders in a series of relaxed, social events designed to facilitate relationship-building.

REGIONAL EVENTS

NFFS occasionally hosts regional meetings in locations across the United States to provide opportunities for local foundry employees to attend networking and educational events closer to home. These single day events provide members with the opportunity to meet their industry colleagues without the expense and out-of-office time associated with a full conference.

MEMBERSHIP DIRECTORY

NFFS facilitates communication between members by providing member employees with access to the [NFFS Member Directory](#), accessible 24/7 online. If you have a question, there is likely a NFFS member who knows the answer!

LEADERSHIP OPPORTUNITIES

Another great way to establish relationships with key players in the foundry industry is to take advantage of leadership opportunities through the Society. NFFS encourages its members to participate on one of its many volunteer committees, where members work together to further the work of the Society. A list of active NFFS committees can be found at www.nffs.org/committees.



VISIBILITY & RECOGNITION

Your NFFS membership can help put your company in front of potential business partners and position you as a key player in the industry. Make sure to take advantage of the opportunities below.

NFFS LOGO

Employees of NFFS member companies are encouraged to use the NFFS logo in their print or online communications, indicating their commitment to supporting the industry and the mission of the Society. To download a copy of the NFFS logo, go to www.nffs.org.



**NON-FERROUS
FOUNDERS' SOCIETY**

NFFS MEMBERSHIP PLAQUE

Upon joining, all NFFS members receive a high-quality glass NFFS Member plaque for display within their office or plant.



NEWSLETTER ARTICLES

All new members are announced with a member profile in *The Crucible* newsletter upon joining. In addition, NFFS also offers ongoing opportunities for publication of member press releases and company news, which is sent to over 1,500 industry contacts. Articles can be submitted at any time to erin@nffs.org.

DIRECTORY LISTING

All member companies are listed in the NFFS Member Directory, available in print within the NFFS Annual Report or searchable online 24/7 at the NFFS website. To request another copy of the printed directory, call NFFS at (847) 299-0950.

INDUSTRY NEWS & INFORMATION

NFFS works continuously to provide members with current information on a wide range of topics relevant to the foundry industry. As a NFFS member you will receive the following:

- **The Crucible weekly news brief.** This weekly email update is designed to provide anyone interested in the non-ferrous foundry industry with timely news and information about topics affecting their businesses, as well as information about resources that can help them succeed in a highly competitive, dynamic and global marketplace. Regular content includes:
 - Information about NFFS programs, resources, and events,
 - News and articles about NFFS member companies,
 - Foundry industry and general manufacturing news,
 - Environmental health and safety information, including OSHA/EPA compliance,
 - Regulatory and legislative updates,
 - Economic trends and analysis, and
 - Business management topics such as human resources, sales, safety and security.

- **Economic Advisor.** Economic data is sourced and compiled on a monthly basis by economics forecasting and consulting firm ITR Economics to provide NFFS members with leading indicator trend data and relevant economic news designed to assist you with your economic analysis and business planning process.

Category	Trend
RETAIL SALES	↑
WHOLESALE TRADE	↑
AUTO PRODUCTION	↑
MANUFACTURING	→
ROTARY RIG	↑
CAPITAL GOODS	↑
NONRESIDENTIAL CONSTRUCTION	↑

TECHNICAL TRAINING

NFFS Academy is an online e-learning portal developed to provide cutting edge technical training programs to foundry industry employers and their workforce. The Academy provides immediate access to more than 120+ technical courses covering multiple manufacturing disciplines, materials and manufacturing processes. The list of subjects is extensive, and more courses will be added regularly. NFFS members receive extended course access and discounts of 35-80% over public pricing for these courses!

NFFS Academy provides relevant, user-friendly courses that are accessible online 24/7. The courses are self-paced, self-guided, and interactive with visually engaging graphics. Concepts can be immediately applied in examples and assessments, and every course completed will be added to a transcript, with a printable certificate of completion. These cost-effective courses will provide a strong foundation in terminology and concepts, as well as application-based topics to instill confidence on the job, increase informed decision making, and assist in troubleshooting more efficiently. This library is a perfect asset whether you are just starting out, being cross-trained, or looking to up-skill your current situation. Just log in and start learning!

ACCESSING NFFS ACADEMY



To access the NFFS Academy, you must create an account for NFFS Academy platform. Note: this is a *different* account than your member account at the NFFS website and qualifies you to receive member pricing and additional time to complete courses.

For instructions on creating a NFFS Academy account, go to www.nffs.org/academy.

NFFS ACADEMY COURSES

This is a sample list of available courses. For a complete list of courses, go to www.nffs.org/academy.

- | | |
|---|--|
| Aluminum Melting Fundamentals | Gating and Riser Basics |
| Bonded Sand Fundamentals | Gravity Die Casting Basics |
| Bonded Sand Iron Casting Basics | Green Sand Defect Analysis |
| Bonded Sand: Horizontally Parted Molds | Green Sand Equipment and Process Control |
| Bonded Sand: Mold Patterns | Green Sand Properties |
| Bonded Sand: Vertically Parted Molds | Green Sand System Testing |
| Charge Calculation for Cast Irons | High Pressure Die Casting Basics |
| Chemically Bonded Sand Basics | Investment Casting Basics |
| Cupola Furnace Fundamentals | Iron Melting Fundamentals |
| Cupola Furnace Operations | Low Pressure Die Casting Basics |
| Cupola Furnace Troubleshooting and Techniques | Quality Inspection for Steel Castings |
| Foundry Cleaning Room Equipment | Vacuum Process Fundamentals |

TECHNICAL TRAINING

CERTIFICATE OF COMPLETION PROGRAMS

As part of the NFFS Academy program, NFFS, THORS eLearning Solutions, and The University of Akron have partnered to offer [Certificate of Completion programs](#) in multiple manufacturing disciplines such as mobility, mechanical power transmission, metal castings, forging, engineering drawings, and quality.

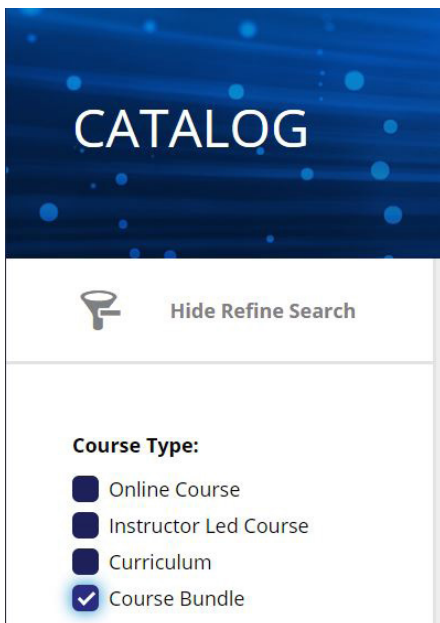
The Certificate of Completion Programs provide a solid foundation with comprehensive coverage on a particular manufacturing discipline that can help employers speed up new employee onboarding, or help give a competitive edge to existing team members on the job. These programs will empower individuals from across the globe to obtain a certificate from a renowned university in the United States. Upon successful completion of the exam, the learner will receive an official University issued Certificate of Completion. Current certificate programs include:

- Green Sand Molding for Aluminum Foundries
- Engineering Drawing Fundamentals
- Machining Fundamentals
- Metal Forming Fundamentals

Additional foundry-specific Certificate of Completion programs are currently in the development process.

Each Certificate of Completion program bundle is made up of a curated collection of courses that can be completed in approximately 15 hours. These courses are developed with the cooperation of subject matter experts from world-class manufacturing companies and insights from renowned individuals across various industry domains. The courses have been developed utilizing robust instructional design practices – they are visually appealing to the modern learner and highly interactive to promote learner engagement.

To register for a University-issued Certificate of Completion program, log into your NFFS Academy account (see previous page for instructions), click on the **Catalog** button, and select **Course Bundle** on the lefthand side of the screen.



ENVIRONMENTAL HEALTH & SAFETY

Most non-ferrous foundry owners and managers try to comply with all of the various safety, health and environmental regulatory requirements imposed on their businesses, but many often lack both the time and expertise to fully comprehend what is required, let alone how to comply. For this reason, NFFS has developed a number of safety training resources for members to assist members in providing a safe and compliant work environment for their employees.

NFFSUMMIT HEALTH & SAFETY WEBINARS

These monthly, 1-hour webinars cover important health and safety topics and are designed exclusively for members of NFFS. Engage in live discussion about pertinent regulations and other engaging topics that affect their foundry operations. This member benefit is highly recommended!

Upcoming NFFSummit webinars can be found in the events calendar at the NFFS website, www.nffs.org/events. Slides and recordings from previous NFFSummit webinars are available for viewing at www.nffs.org/webinars.



SAFETY TRAINING PROGRAMS

Unsafe work practices are dangerous and expensive, but foundry training courses do not have to be! NFFS has developed a suite of training programs under the Susan B. Harwood Grant Program in cooperation with OSHA. Developed specifically for the foundry industry, these programs are available for FREE to NFFS members. Topics include the following:

- Lead Hazards in the Foundry
- Lockout/Tagout (Control of Hazardous Energy)
- Workplace Emergency Planning
- Foundry Noise Exposure
- Foundry Air Contaminants
- Hazard Communication aligned with GHS (Globally Harmonized Standard)
- Electrical Safety/Arc Flash

A link to these training programs can be found on the Safety page of the NFFS website at www.nffs.org/safety.

WRITTEN OSHA COMPLIANCE TEMPLATES

Many times, OSHA regulations require a **written** program in addition to employee training and other requirements. NFFS members have access to detailed templates for many of the commonly requested written OSHA documents, which can then be customized for use within their foundry or business. Links to these written templates can be found in the Safety page on the NFFS website at www.nffs.org/safety. Available template documents include:

- Confined Space/Permit-Required Confined Space
- Electrical Safety Program
- Entry Policy
- Hazard Communication Program
- Lockout/Tagout Program
- Medical Access Program
- Personal Protective Equipment (PPE) Program
- Respiratory Protection Program
- Written Silica Control Plan
- and more!

ENVIRONMENTAL HEALTH & SAFETY

AIR SAMPLING EQUIPMENT PROGRAM

NFFS members receive complimentary access to air sampling equipment and free technical support via phone or email. Members also receive a 15% discount on analytical services performed by Analytics Corporation, as well as the ability to purchase pre-weighed Parallel Particulate Impactor samplers (PPI) at cost during program enrollment. This allows members to begin air sampling immediately upon receipt of the equipment and samplers from NFFS.

For further information and to request the use of air sampling equipment for your plant, go to www.nffs.org/airsampling.



EPA AREA MACT STANDARD RESOURCES

On June 13, 2008, the Environmental Protection Agency (EPA) issued final national air toxics standards for smaller-emitting sources, known as area sources, for nine metal fabrication and finishing source categories. These standards affect any new or existing facility that performs metal fabrication or finishing operations which uses or emits compounds of cadmium, chromium, lead, manganese, and nickel; or uses or emits elemental forms of all except lead. NFFS has made available resources for the NESHAP rule subparts 4Z, 6Z, and 6J, which may be applicable to your non-ferrous foundry.

Links to these written templates can be found on the Environmental Resources page of the NFFS website at www.nffs.org/environmental.

REGULATORY COMPLIANCE HOTLINE

Have you ever had a safety or environmental question, and wished you could call someone for a quick answer? NFFS has you covered! Joseph A. Guimond & Associates has worked with NFFS members for over 25 years as OSHA and EPA Compliance Specialists. Skip and Martha Guimond are well known as industry experts in providing no-nonsense compliance assistance and advice. They are available to assist NFFS members with specific regulatory questions or problems via the NFFS Regulatory Compliance Hotline. All conversations are private and confidential.

NFFS members can reach the Regulatory Compliance Hotline at **(215) 721-4500**. Be sure to mention that you are a NFFS member.

REGULATORY COMPLIANCE CALENDAR

The NFFS Regulatory Compliance Calendar is filled with important dates, deadlines and information to help your foundry manage its Environmental Health & Safety efforts. The monthly informative guides include information on a variety of health and safety topics. The calendar also includes reminders of important deadlines that must be satisfied regarding your occupational safety and health programs.

New NFFS members receive a calendar in their Welcome Package, and additional copies are available at no cost through the online NFFS Store, www.nffs.org/store.



GOVERNMENT AFFAIRS & ADVOCACY

For over 70 years, NFFS has served as the voice for non-ferrous foundries. The NFFS staff and Government Affairs Committee actively monitor new legislative and regulatory developments in Washington, as well as at the regional and state levels, and effectively represents the interests of non-ferrous foundries. All U.S. non-ferrous foundries have at some point benefited from the Society's efforts to protect the industry from misguided or overly burdensome regulations.



In past years, the Society filed comments on the proposed Silica Rule, commented on the NFPA's revision to its guidance standard on combustible dust, submitted recommendations regarding EPA's planned implementation of the Safe Drinking Water Act amendments that reduced the permissible lead content limit, and met with representatives of the Office of Management & Budget concerning revisions to the copper benchmarks in the proposed EPA Stormwater Multi-Sector General Permit. In 2016, NFFS was the only trade association to advocate against the OSHA Beryllium Rule on behalf of general industry. You can have confidence that NFFS will continue to defend the concerns and interests of your foundry when government regulations affect our industry.

NFFS maintains an active program to monitor new legislative and regulatory developments in Washington and to represent non-ferrous foundry interests. Working with regulators, legislators and the Administration, the NFFS Government Affairs program is structured to achieve **three specific goals**:

1. To identify regulations and legislation having the potential to impact non-ferrous foundries prior to their enactment in order to influence their passage or, at the very least, to minimize any adverse impact or effect upon the non-ferrous metalcasting industry.
2. To interpret the effect of enacted or expanded laws and regulations on non-ferrous foundries, and to assist Society members in bringing their processes and practices into compliance.
3. To establish mechanisms to express the industry's concerns and recommendations on pending legislation and regulations, and to inform legislators and regulatory agencies both of the important role that castings and non-ferrous foundries play in American industry and in the economy, and of the potential economic impact that proposed regulations and legislation could have on the industry.

The primary responsibility for the Society's Government Affairs program rests with its Government Affairs Committee (GAC). The GAC has identified **three levels of activity** for issues affecting the non-ferrous foundry industry.

- Focus Issues—Issues on which NFFS will take a leadership position due to their significance for potential impact on NFFS members and the industry.
- Core Issues—Issues on which NFFS will collaborate with other affected/interested organizations to maximize the effective allocation of available Society resources.
- Tracking Issues—Issues of interest or importance to non-ferrous foundries whose progress the Society will track to assess both their potential impact and the need to take a more proactive role in influencing their enactment.

If there is a topic that you would like to bring to the attention of the Government Affairs Committee, please contact Jerrod Weaver, NFFS Executive Director, at jerrod@nffs.org or (847) 299-0950.

BUSINESS DEVELOPMENT



INTEGRATED CASTING
ORDER NETWORK

The **Integrated Casting Order Network (ICON)** program is derived from one of the most successful and award-winning programs in recent years through the American Metalcasting Consortium (AMC), the Procurement Solutions Network for Castings. This web-based resource simplifies the procurement process for cast parts for the Defense Logistics Agency (DLA), the procurement agency for the Department of Defense (DoD), by leveraging the integration of: 1) A tooling database that catalogs the location of existing defense-related patterns, 2) A casting supplier database of those foundries that manufacture parts for the defense industry, and 3) A solicitation review process to quickly identify government procurements for cast components and direct them to capable metal casting facilities. The capabilities of ICON continue to expand and grow in scope. Currently, the program enables users to:

Receive Daily Sales Opportunities

ICON provides daily email notifications for open solicitations that meet your material and process capabilities, or your existing tooling, based on your own customizable “bid match” settings for your foundry. The only current eligibility requirement for suppliers to be listed and receive potential business opportunities is that the supplier either currently serves the DoD or has an interest in becoming a DoD supplier.

Set Tooling and Supplier Capabilities

ICON is the nation’s authoritative source for defense and military foundry tooling records, providing visibility on more than 34,000 tooling records. Quickly identify if foundry tooling exists for specific National Industry Identification Numbers (NIIN) and where it is located. If no tooling exists, use our comprehensive supplier capability database to identify a foundry or machine shop capable of manufacturing your item based upon material and process requirements.

Manage Contracts

The ICON Contract Management feature gives participants the ability to submit quotations via ICON’s unique Quotation Management System (QMS) directly to the DLA Internet Bid Board (DIBBS). The interactive contract features save time and eliminate mistakes. Users can create purchase orders (POs) with the push of a button and/or recall vendor pricing from the database. In addition, users can manage and search procurement history on the entire PO in a single database, including researching, reprinting, and/or re-issuing old purchase orders. Receive and reject orders directly in ICON using the QMS.

Search Procurement History

Search by National and NATO Stock Number (NSN), Federal Supply Class (FSC), Commercial and Government Entity (CAGE) code, description, technical characteristics, NAICS, and more. Build competitive proposals around past procurement price history and win that award!

Manage Inventory

ICON will manage and allow buyers to locate item inventory, and provide the supplier details associated with the location of that NSN cast component and/or completely assembled item. Once identified, the item can be purchased directly from the supplier.

Send Messages & Documents to Other Suppliers

Communicate directly with other suppliers, upload documentation, and complete a quoting process on orders as part of the prime business opportunity.

For more information, or to register for the ICON program, go to icon.nffs.org. If you have questions about ICON, contact Sheila Rayburn, ICON Program Manager, at sheila@nffs.org or (847) 299-0950.

RESEARCH & DEVELOPMENT



The American Metalcasting Consortium (AMC) is an award-winning metalcasting technology development program consisting of the Non-Ferrous Founders Society, Steel Founders Society of America, the North American Die Casting Association, and the American Foundry Society and is funded in part by the Defense Logistics Agency (DLA).

The AMC supports the Defense Logistics Agency's mission of improving the safety and mission effectiveness of American warfighters. The AMC actively works to:

- Reduce lead time for procurement of metal castings by rapidly developing new ways to make high-performance castings, identifying existing foundry tooling, identifying capable suppliers, and providing effective procurement solutions for DLA;
- Strengthen the U.S. military supply chain for metal castings by deploying innovative new technologies to industry, which increases component quality and reduces costs to the U.S. government;
- Develop engineering solutions to improve casting performance and identify new applications for metal castings by converting legacy forged and welded components to castings.

Why is it beneficial for the Non-Ferrous Founders Society to be part of the AMC?

The AMC conducts research that generates real-world solutions facing DLA and the metal casting industry. The AMC efforts do not result in concept papers – they generate new manufacturing processes, materials applications, and solutions for acquiring metal components with enhanced performance.

NFFS's Integrated Casting Order Network (ICON) is a prime example of how a government-industry partnership developed under the AMC program can provide meaningful solutions to procurement problems for the U.S. military. See page 15 for more information about ICON.

The AMC is managed by the AMC Board of Directors, which includes the Executive Director of each of the four metal casting associations. The program is managed by Advanced Technology International (ATI) on behalf of the metal casting industry.

For a list of AMC success stories, visit www.nffs.org/AMC. For more information, contact Jerrod Weaver, NFFS Executive Director, at jerrod@nffs.org or (847) 299-0950.

DISCOUNTS & SPECIAL SERVICES

Grainger Program

Use your NFFS membership to take advantage of some of the deepest product discounts offered by Grainger. **In one year alone, NFFS member companies saved almost half a million dollars on industrial, safety and metalworking supplies.** Members also qualify for special services including prepaid ground shipping, same-day shipping on most items, and sourcing for hard-to-find products.



BENEFITS

- Minimum 5% discount on all Grainger online products with deeper discounts on frequently purchased products
- 10+% discounts on foundry-specific product lines (cleaning, safety, material handling, metalworking)
- Access to more than 1.4 million products
- Shop Grainger's exclusive product line, including quality brands like Dayton, Condor, Tough Guy, Air Handler, Westward and more!
- Real-time product availability and order tracking
- Prepaid freight* on orders shipped via ground transportation
- And so much more!

*Other freight charges will be incurred for services such as expedited shipping, air freight, freight collect, sourced orders, export orders, hazardous materials, buyer's carrier, shipments outside of the contiguous U.S. or other special handling by the carrier.

SOLUTIONS

- Same-day shipping on 99% of in-stock items**
- After-hours emergency services- call 1-800-CALL-WWG (1-800-225-5994) to open up a branch at any time- even nights and weekends (a \$50 fee may apply)
- KeepStock® inventory solutions help you save time, money and space
- Order Management System on Grainger.com® helps add control and efficiency
- Sourcing for hard-to-find products beyond the catalog

*Other freight charges will be incurred for services such as expedited shipping, air freight, freight collect, sourced orders, export orders, hazardous materials, buyer's carrier, shipments outside of the contiguous U.S. or other special handling by the carrier.

**Grainger KeepStock solutions are subject to customer eligibility and agreements

HOW TO ENROLL

Already have an account with Grainger? If yes, simply fill out the Declaration of Affiliation form on the next page to join the NFFS program. (Don't know your Grainger account number? Leave this field blank and we can look it up.)

New to Grainger? Go to <https://www.grainger.com/content/nffs> to register and receive a Grainger account number, then fill out the Declaration of Affiliation form to link your account to the NFFS program.

Once you are registered as a NFFS member, sign in to [Grainger.com](https://www.grainger.com)® to view your special pricing.





Affiliation Declaration Form

(*denotes required information)

*Participating Member Name _____

*Address _____

Address Line 2 _____ *City _____

*State _____ *Zip Code _____ *Phone (_____) _____

*# of Employees (Used to determine appropriate sales coverage) _____

Billing Address (If different than above) _____

Billing City _____ Billing State _____ Billing Zip Code _____

*Contact Name _____

*Contact Email Address _____

Grainger Account Number _____ NFFS Member ID _____

Current Affiliation _____ Requested Affiliation **Non-Ferrous Founders' Society**

Chapter Affiliation _____

The above-named account declares its sole affiliation with **Non-Ferrous Founders' Society** for the purpose of purchasing maintenance, repair and operations supplies, equipment and services from Grainger Industrial Supply ("Grainger"), a division of W.W. Grainger, Inc. The Participating Member declares that no purchase of Products is made under any other group purchasing arrangement or agreement except the current Agreement between Non-Ferrous Founders' Society and Grainger Industrial Supply. The participating member agrees that this declaration supersedes all previous declarations regarding the purchase of Grainger products.

Authorized Signature _____ Today's Date _____

Print Name _____ Title _____

Please e-mail form to: erin@nffs.org

DISCOUNTS & SPECIAL SERVICES



TForce Worldwide Shipping Services

NFFS has partnered with shipping logistics provider **TForce Worldwide (TFWW)** to provide NFFS members with discounted rates on domestic and international shipping, a wide selection of carriers, and personalized service and assistance with your shipments, all through one convenient platform. This valuable program has the ability to improve your company's supply chain efficiency using TFWW's single-source logistics program that offers the following services:

- LTL (Less Than Truckload)
- Partial truckload options where shipments are larger than LTL but smaller than TL
- TL (Truckload)
- Air freight, including both domestic and international
- Ocean freight via LCL (less than container load) & FCL (full load) options

TFWW's proprietary logistics platform, TFWW Connect, provides the industry's overall best rates from over 75 qualified LTL carriers. This includes not only extremely competitive freight rates but also reduced accessorial charges (lift gate, extreme length, etc.). Their in-house developed Transportation Management System, TFWW Connect, allows instant online access to LTL pricing, shipment scheduling, service options, tracking, reporting and more!

Under the NFFS-TFWW partnership, NFFS members receive personalized interactive web training, recorded training and a centralized contact for questions or specialized quotes. TFWW can handle operations on your company's behalf, manage carrier negotiations, and conduct specific RFPs and RFQs activity.

To request login credentials for the TFWW Shipping platform, contact Bill Owen, Director of Business Development, TFWW, at bowen@tfwwi.com or (210) 679-1440.

We encourage you to view the introductory webinar posted on our website at www.nffs.org/TFWW for a full tour of the TFWW Connect platform, as well as detailed information and supporting documents about the services offered to NFFS members.



DISCOUNTS & SPECIAL SERVICES

Yellow Transportation

Lower costs and increase margins when you ship with Yellow (formerly YRC Freight), the original LTL (less-than-truckload) experts. NFFS has negotiated special rates for members on qualifying LTL shipments. Yellow Freight delivers flexibility and reliability to your supply chain through a comprehensive North American network and a broad portfolio of standard, guaranteed, expedited, specialized, and Canada and Mexico cross-border LTL services.

To start saving, visit enrollhere.net. For questions, contact Wayne Valk at wayne.valk@MyYellow.com or call an association specialist at 800.647.3061.

Shipping Discounts with Holland, New Penn & Reddaway now offered through your Association.

Comprehensive shipping capabilities, powered by award-winning services.

- Holland provides industry-leading next-day and second day service across the Midwest, Central & Southeastern U.S. & Eastern Canada
- Reddaway is the premier next-day and second-day service provider in the Western U.S., including Hawaii, Alaska & Canada
- New Penn serves the Northeastern U.S., Eastern Canada & Puerto Rico through a superior next-day network
- YRC Freight is the original LTL expert with comprehensive coverage throughout North America
- HENRY Logistics is a coast-to-coast logistics brokerage company that combines trucks with technology to make things happen

Through your association, access these benefits and more:

- Dedicated Associations Representative
- Discounted LTL rates
- Reduced minimum charges
- Discounted Accessorials - Notify, Single Shipment, etc.
- Guaranteed Delivery Service Options

Your association - and by extension, you and your freight - is in good company with Yellow. To learn more about how the Yellow team works with your shippers association to benefit you, contact us:

MYYELLOW.COM

ASSOCIATIONS@YELLOWCORP.COM

800.647.3061



DISCOUNTS & SPECIAL SERVICES



APPI Energy

NFFS has endorsed APPI Energy to provide data-driven procurement solutions that reduce and manage electricity and natural gas supply costs for members on an ongoing basis. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and utilizes that data to provide NFFS members with the lowest prices available among many vetted, competing suppliers.

APPI Energy Only Works with Trusted Suppliers

APPI ENERGY maintains a working relationship with 41 suppliers whom they trust to meet their clients' energy needs.

- There are 300 possible suppliers in market.
- 117 suppliers were researched by APPI Energy Corporate Counsel.
- 41 suppliers are APPI Energy approved. Less than 12% of suppliers meet this stringent, due diligence evaluation.

APPI's depth of supplier research includes a review of financial stability, billing accuracy, customer service as well as resolution timing, management experience, and contract terms & conditions.

APPI Customer Solutions

- APPI can verify bill accuracy and resolve billing errors and credit issues. During the last year, APPI Energy resolved over 500 customer service cases.
- APPI evaluates local utility and government policies for financial incentives and reimbursements that save you money.
- APPI assists with account adjustments, including adding or dropping meters, to ensure a smooth transition.
- APPI interacts on your behalf with utilities and suppliers.
- APPI can determine if you qualify for energy sales tax exemptions and manage reimbursements at no cost to you.

To learn more about this program, contact Carrie Shepard at APPI Energy at 667-330-1167.



DISCOUNTS & SPECIAL SERVICES

NFFS Shipping through TFWW

NFFS has partnered with shipping logistics provider **TForce Worldwide (TFWW)** to provide NFFS members with discounted rates on domestic and international shipping, a wide selection of carriers, and personalized service and assistance with shipments, all through one convenient platform. This valuable program has the ability to improve your company's supply chain efficiency using TFWW's single-source logistics program that offers the following services:



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Freight Discounts through Yellow

Lower costs and increase margins when you ship with YRC Freight, the original LTL (less-than-truckload) experts. NFFS has negotiated special rates for members on qualifying LTL shipments. YRC Freight delivers flexibility and reliability to your supply chain through a comprehensive North American network and a broad portfolio of standard, guaranteed, expedited, specialized, and Canada and Mexico cross-border LTL services. YRC Freight invented LTL, bringing you more than 85 years of innovation – that's Confidence Delivered.



To start saving, visit enrollhere.net. For questions, contact Sundee Coin at sundee.coin@MyYellow.com or call an association specialist at 800.647.3061.