

Anything underlined in the body may be clicked to a direct hyperlink for more info
Close the hyperlinked box to exit the window and return to this newsletter

Discussed topics are boxed to reduce the need to scroll pages - read each box as a section.

MetaLife NEWS ThermalLife™



Alliances



Volume #006-09-02

Badger Metal Tech, Inc.

September Letter 2002

IN THIS ISSUE CHOICES:

Quick Link

1. [Contact your Congressmen](#)

Tooling Related

2. [Badger Metal Links](#)
3. [Die Tooling Source](#)
4. [Requesting Tooling Quote](#)

Solder Removal Equipment

5. [Removing Soldering](#)
6. [Ultrasonic Cleaning](#)

Investors Business Daily 09/13/02 Trade Gap Reaches Record in Q2

The current account deficit hit \$130 bil as a recovering economy gobbled up foreign cars and other goods. The previous record was \$112.5 bil, set in Q1. The current account measures not just trade in goods and services, but also investment flow. The U.S. ran a \$122.6 bil deficit in goods, up from \$106.4 bil in Q1.

After reading this article, and after seeing the excellent letter in the September issue of "Die Casting Engineer" magazine from the Chairman of the Board for NADCA, it confirms to us what most already know: Foreign competition will nail the coffin lid on manufacturing in the U.S. unless we begin to take a proactive approach to the

products we are selling. We also [need to better inform our government officials](#) about the situation and our discontentment. By forming alliances with other US suppliers in our industry, we can offer products and services that are not available in China or other foreign countries.

In our previous issue we emphasized the importance of being Proactive instead of Reactive. One way to be more proactive is to form solid alliances with tool shops, die lube suppliers, and other companies that provide products and/or services that are common to our industry. By working together, we can compound our efforts that will benefit us as a country.



Badger is doing this on our [links page](#) at our web site along with helping other smaller companies that previously never saw any need to market their services or products. The new web site for [Vobeda Tool Co. in Racine, Wisconsin](#) demonstrates this. Vobeda has postured themselves to be competitive in a global market. One can even receive quotes via their website by filling in a [special quote form request](#) and emailing it along with their CAD prints. Receiving guaranteed pricing has never been easier.

We all know how much unnecessary cost and reduced bottom line profits are involved with tooling that solders. Even though you may take proactive measures to prevent this, the truth is soldering still occurs. Many in the US are not aware of the fact that there are machines designed to remove this malady

[FISA](#) is one such company that manufactures such equipment and is used in most large die casting plants in Germany. You will also find a link to their product and services on our web site. They recently opened operations in Richmond, VA in the United States. Early next year they will move this facility to Chicago.

FISA offers ultrasonic cleaning equipment utilizing [special nickel magnetostrictive ultrasonic transducers](#) in combination with an EPA approved caustic environment. This combination removes solder and also breaks up, into smaller removable particles, the calcium build up in water lines. The FISA equipment, which has been used for years in Germany's die casting and mold shops, is just being introduced in the US.

without being EPA problematic.

introduced in the US.



One other company, D.A. Stuart, that has long been supplying die lubes to the global Drawing Forming and Stamping industry is now actively pursuing the Die Casting Industry. They can be reached by going to their website www.dastuart.com or by calling Peter Bielik at 313-273-7374 x230. Midwest customers can contact Scott Bialas at 847-420-8793.

So how does Badger Metal fit into this equation? We offer a US value added service by providing life extending and performance improvement characteristics to die tooling. Our **Metallife®** and **Thermalife®** processes have been used by the die casting and other metal forming community in the USA since 1983.

We continue to keep our technology secure to remain in the USA. Our commitment is to keep manufacturing strong in the United States.

Alliances with our friends in the die casting, drawing/forming/stamping, and other mold makers industry is important to us.

We will continue to nurture such alliances and encourage others to do so. Scratching each others back is not a bad idea considering how foreign competition is itching to take away our customers.

Let our government officials know how you feel. We have included a **quick link** in our side bar (at the top) that will allow you to quickly send an email to them to let them know our concerns. If everyone who receives this newsletter would take just a minute to do so, it could get our politicians to wake up and address the issue.

Meanwhile, Badger Metal will continue to be a US source for your die casting needs regarding tooling and enhanced die performance with extended tool life. We thank you for your continued support in keeping American Manufacturing strong.

Watch for our continuing newsletters. **Our next issue will address some of the frequently asked questions we get regarding our processes.**



Badger Metal Tech, Inc.

N60 W15088 Bobolink Ave. Menomonee Falls, Wisconsin 53051
Phone: 262-252-3804 Toll Free 800-366-1973 Fax: 262-252-3956

Email: news@badgermetal.com
URL: <http://www.badgermetal.com>

© 2002. All Rights Reserved

If you wish to be removed from our email Newsletter please reply with [REMOVE](#) as the subject. We will delete your record from our database.

last modified - 11 May 2003