

times. Within a few weeks, the COVID-19 global health pandemic exception. After initial steep declines as the impact of COVID hit,

Darren M.Kirk President and CEO **EXCO TECHNOLOGIES**



"We are happy to say that all-in-all 2020 and the start of 2021 have been very good years for Castool. We had one related case of Covid-19, and no infections to date. I would like to thank our staff and make special mention of Jim Bernie for helping us through this difficult time.

Castool is above all our projections for both sales and income so far in 2021, both in the Americas and Asia. I hope you enjoy the newsletter. We will publish future newsletters in March and September. There is a lot going on with new plants on the horizon in Kenitra Morocco, Queretaro Mexico and Newmarket Canada."

ENJOY YOUR READ. AND I HOPE TO BE ABLE TO SEE YOU SOON.

CASIOOL





Paul Robbins VP/General Manager **CASTOOL**













WE WOULD LIKE TO CONGRATULATIONS





PRODUCTION MANAGER
(CASTOOL TOOLING SYSTEMS)
STEVE BOYCE



Steve joined Castool December 1989. He started as lathe operator, moved to the vertical Bullard, then to CNC lathes. He was promoted to Lathe lead hand in 1998, and to Production Supervisor for turning and drilling in 2007.

Steve has been **PRODUCTION MANAGER** since 2018, in charge of all production in Uxbridge. Steve was **AWARD THE PRESIDENT'S AWARD FOR 2020** for outstanding performance for all of Exco Technologies Ltd by Darren Kirk.

"Steve enjoys snow skiing, mainly in Quebec with his family and grandchildren."



SALES MANAGER - (CASTOOL90) ADAM BOONSTRA

Adam graduated as an engineering technologist from Durham College in 1999. He started at Alu Die in 1999 in design, and later in CAM and also sales. He moved to Exco when Alu Die was closed. He left Exco in 2012 to start Automated CAD Solutions offering

design, programming and 3 axis milling services. He joined Castool working in CAM in 2018, and has been very involved with start up operation for CASTOOL90. Adam has accepted the position as SALES MANAGER FOR EUROPE, MIDDLE EAST AND AFRICA. He will be moving to Morocco prior to September 2021. We wish him success in his new job.

"Adam enjoys recreational vehicles, and is looking forward to playing in the desert."



SALES MANAGER - (CASTOOL180)

KEATTIKHUN CHAICHANA (PALM)

MRA International Rusiness Management

MBA International Business Management B.Eng. Chemical Engineering.



Palm joined Castool 180 in 2015 as Product Specialist after spending 10 years in the automotive industry with Toyota and GM. He worked in quality control with both companies focusing on the castings. He was promoted to **SALES MANAGER ASIA** at **CASTOOL180** in 2021.

Palm has been very involved with tooling and equipment installations and successful optimization efforts in Asia. He has very good knowledge and experience in casting and extrusion, and is a very passionate engineer. He has completed all the course work and graduated with a *MBA*, **International Business Management** in 2020 at Stamford International University with the accomplishment of "*DISTINCTION*".

"Palm enjoys travel and photography."

UPDATE WEBSITE AND GOOGLE ADS



We started running updated ad campaigns through Google on January 27. We are targeting prospective customers searching for products and industry-related keywords, such as extrusion, die casting, die ovens, dummy block and the like. In the first four weeks of our campaign, here's what we've seen.

\$1,307

Ad Campaign Performance

WWW.CASTOOL.COM

Overview of your advertising campaign's performance

SUMMARY

Percentages are a

time period

comparison to previous

Impressions 584,573 t 1,176.7%

How many times your ads appeared Clicks 13,623 ± 1,565.4%

clicked on

How many times your ads were

Avg. CPC \$0.25

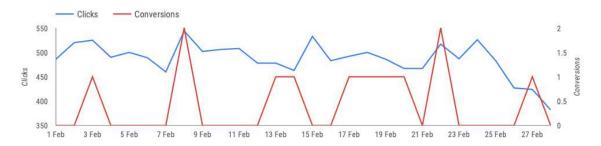
Cost per click

Ad Phone Calls 12 # 1,100.0%

Phone calls directly from your Google Ads

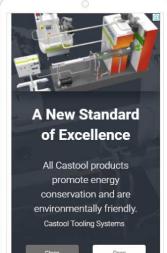
Leads 12 ± 200.0%

Contact Attempts (Email & Phone)









Ad · www.castool.com/plunger-rods

Castool Plunger Rods | Reduce Cost Per Shot | Increase Plunger Life

Extend operation life of shot sleeve and plunger tip, while eliminating contaminates. Castool sets a new standard of excellence in the die cast industry. Lubrication Controller.

66% of all people who clicked on the ads were between 18 and 34. Men clicked on the ads 202% more often than women.

- Website Traffic from the Ad Campaign:
 The ads generated over 7,506 visits to the website, which is 54% of all website visits.
 We tracked 265 conversion events, which is 34% of all events.
- We are seeing an average session duration of 27 seconds, which is respectable
- The most popular pages were: Home, Die Casting, Extrusion, Shear Blades, and Contact. 82% of the ad traffic is coming from India, as are 63% of the conversions.

Compared to the 70 leads we saw in January, our lead activity was down significantly (66%). There were 12 call attempts directly from the Google Ads, and a further 12 tracked on the website. All but 1 of our leads were generated form our Search ads.

Our costs per click are very low, which is excellent: \$0.52 for search ads, and \$0.04 for display ads.

Overall Website Traffic:

- 46% of the ad traffic is coming from India, as are 26% of the conversions.

 The most popular pages were: Home, a non-English blog post, Die Casting, Extrusion, and Contact.
- We see a more even distribution of website traffic by gender, as compared to the visitors from the ad campaign.

- As India is using up most of our budget, we may want to consider breaking out the campaign into multiple campaigns by Passing the privace of our budget, we may want to consider breaking out the campaign into multiple can geographic region (e.g. Asia, Europe, North America). This would allow us to distribute the spend more evenly.

 - Continue optimizing the campaign as data on the new campaigns comes through.

 - Implement new landing pages and additional content on the website to support the ad campaign.

"We've already seen substantial savings in our average costs per click (33%) so we're off to a great start. As we bring on additional website pages we will start running ads for the following topics/products:

- Software VOS
- **Tooling**
- **Optical Pyrometers**
- **Heat Felts**
- **Pressure Testing**
- Additive Manufacturing

OCCUPATIONAL HEALTH AND SAFETY



In 2020, the impact Covid-19 had was felt internationally. At Castool, we acknowledged the virus and government legislation to protect workers and business to create a policy in March with procedures to stop the spread of the virus. Throughout the year, changes were made and revised according to legislative requirements.



from October through December 2020. The safety draw for the incentive program for 3 consecutive months ending

The prize is \$200 each for 8 winners.

Congratulations!

December 31,2020.

The collective effort workers have made is much appreciated and is rewarding to all Castool employees.

2021 MEDICAL ACCIDENT INCENTIVE PLAN

Castool has achieved the target of medical accident free

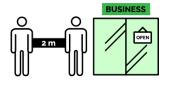
SAFE WORK DURING THE COVID-19 PANDEMIC

Castool created a Covid-19 policy since March 2020 and is edited or updated as per changes in provincial legislation. Daily temperatures and screening for all employees including visitors/contractors are followed as per requirements. Postings and signage both physically and electronically have been placed at entrances and bulletin boards throughout the facility. We have added a 24-page power point presentation which runs on our safety monitor beside the employee entrance.



THE 8 WINNERS ARE:

- 1. Oleg Zemriga
- 2. Scott Kelly
- 3. Deodat Jaipersaud
- 4. Andrew Mavec
- 5. Rob Morrison
- 6. Eduard Kostelac
- 7. Paul Shiwram
- 8. Tommy Stampolidis



Jim Birnie Health & Safety Coordinator



















CASTOOL GROUP UPDATE



Castool never stops developing products and services to increase extrusion and die cast production efficiencies, and provide greener products whenever possible. We also promote safety within Castool and our customers' facilities.









GUN GRILL



Castool has continued to increase sales during the pandamic. We have added capacity and capabilities in areas of turning, drilling, multi axis turning and also multi axis milling.

The plant expansion completed in December 2019 is now completely utilized.

UXBRIDGE, CANADA

5 AXIS MILLING MACHINE





Castool 180 has maintained sales and is servicing customers without any interuption during the pandemic.

They have recently added a powerful 2 axis lathe to assist with boring and turning.

CHONBURI, THAILAND





2 AXIS MANUAL LATHE







KENITRA, MOROCCO



We have been busy building Castool 90's plant in Kenitra during the pandemic. We plan to be in production in September, latest October 2021. Most of the equipment has been purchased and will be installed during the summer.

We have also hired the key personnel for accounting, plant and sales.

We will be making and servicing our European, Middle East and African customers from Morocco in the next 6 months. Be assured that Castool will maintain 100% control over quality. Our material sources and other key supplies will remain 100% same as Castool Canada. Most consumable products will continue to be made in Canada, such as dummy blocks and plunger tips.





HEAT TREAT





QUERETARO, MEXICO

Castool has purchased land in Queretaro, Mexico and will start construction of a 5th facilty in 2022.

Castool-25 will make containers. relines, stems and shot sleeve for Latin America. We plan to be in operation early 2023.

- Construction begins Sept 2021
- Equipment arrives December 2021
- Operation starting January 2022

Castool's in-house heat treatment will enable us to reduce delivery times and enhance our products to further increase performance and longevity.

NEWMARKET, CANADA

TRAINING AND SUPPORT



Castool is currently using Microsoft Teams for online meetings and training seminars. This new interactive technology will continue to play a signficant role during and after the COVID-19 pandemic.





We have had 4 virtual sales meetings with our international team (North America, South America, Europe, Asia and Australia) each attended by 40 to 50 persons for 2 to 3 hours.

Information was shared by many people from Castool, InterGuss, Exco and Exco Engineering. We hope to also include our steel and other material partners as well as lubricant, heating element, heat treat and others in the future.

We are taking a break for March and will start again with 1 to 1.5 hours sessions in the spring.





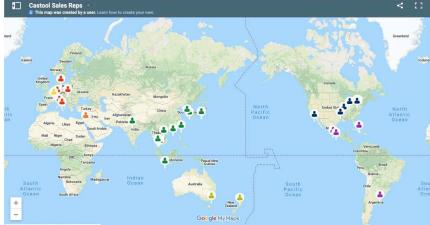














RESEARCH CORNER LABORATORY

MARTENSITE TEMPERED 500X



BY YAHYA

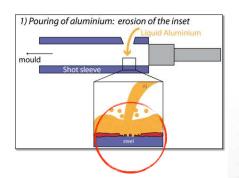
GRAIN STRUCTURE 500X

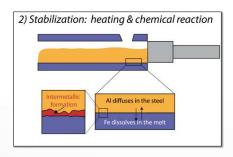
SHOT SLEEVE WEAR MECHANISMS

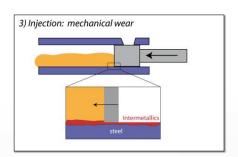
We are constantly sutdying the modes of failure of each of our products. Every die caster wants long life and uninterrupted production with less scrap. The shot sleeve and insert can be a major cause of unscheduled downtime and scrap.

SHOT SLEEVES FAIL:

- Thermal: Pour temperatures are up to 700°C and can last up to 20 seconds
- Mechanical: Friction between the plunger and the sleeve or insert
- Chemical: Molten aluminum attacks the steel, especially sturctural alloys
- Erosion: Velocity and angle of attack of the pour



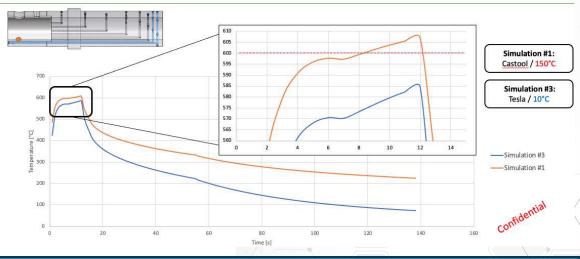




INSERT

HISTORY

TEMPERATURE



MARCH 2021 :PAGE 7

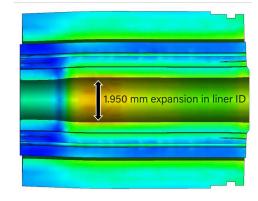
EXTRUSION SIMULATION



SEVERAL SERVICES ARE AVAILABLE THROUGH CASTOOL LAB INCLUDING BUT NOT LIMITED TO:

- ► Extrusion process simulation : simulation of temperatures, stresses and deflections in workpiece and tooling (container, dummy block and die) during the extrusion process.
- ▶ Die cast process simulation: thermal and mechanical simulation as well as fluid flow and solidification during casting.
- ► Extrusion die simulation: with capabilities for flow simulation through the die, nose tip formation, charge weld and seam weld tracking, billet skin tracking and die deflection.
- ▶ Microstructure analysis: metallography techniques are used to look at the microstructure of received raw material, heat treated material or used material.
- ► Chemical composition: Optical Emission Spectroscopy is used to determine the chemical composition of different alloys.
- Numerical and Analytical Process Simulation: to help with design optimization, product development, problem solving, research, publication, and educating the industry about the process.
- ▶ Material Characterization: verify/certify received materials, study the failures, research and development on material selection/processing.

QR CONTAINER STRESS AND DEFORMATION

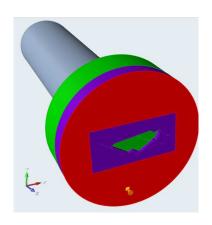


- Deflections are magnified by 30 times more than true values.
- QR results in less stress on the liner ID and then less liner deformation.
- In QR container liner ID expands about 0.1 mm less than the container with elements further away from liner. This value can be even higher in reality because the material model is assumed to be fully elastic.

TOOL DEFLECTION AND LONGITUDINAL WELDS

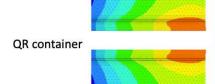
Boundary and Simulation conditions

- The red area is assumed as rigid support.
- Die material (H13) is considered fully elastic.



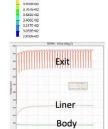
TEMPERATURE DISTRIBUTION

Preheated and idle (Before first billet)



After 30 billets





MATERIAL CHARACTERIZATION







Optical Emission Spectrometer (OES)



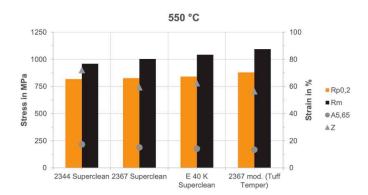
Metallography Microscope

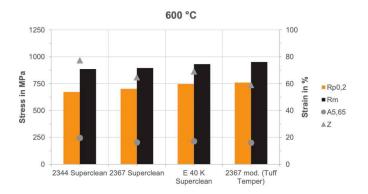
TUFF - TEMPER



Member of Swiss Steel Group







EXTRUSION DUMMY BLOCK:

Tuff Temper is recommended for dummy blocks in high pressure extrusion (>95 ksi face pressure) because it has higher yield strength than H-I3 and it allows this material to undergo larger elastic deformation before it plastically deform, which extends time to failure.

SHOT SLEEVE INSERT:

TuffTemper has better hot wear resistance and hot strength than H-13. Tempering temperature for TuffTemper is about 20°C higher than H-13 for the same hardness level. This makes it retain hardness in severe applications, which extends time to failure.



600 °C 50 -2344 Superclean -2367 Superclean 45 E 40 K Superclean Hardness in HRC 2367 mod. (Tuff Temper) 40 30 25 20 0 10 20 50 60 80 100 Tempering time in h

H13 versus Mo Corrosion in Al Corrosion test at 750°C for 24hr · Nitrided H13 37 mg/hr Molybdenum 2mg/hr Higher Moly content · better resistance against molten Al

TOOLING SELECTION



We are constantly working to understand time to failure, and cause of failure in all of our tooling and equipment. The goal is to reduce cost and eliminate unscheduled downtime. A recipe chart for aluminum extrusion and many of the materials used at Castool are listed below. These resources are constantly evolving.

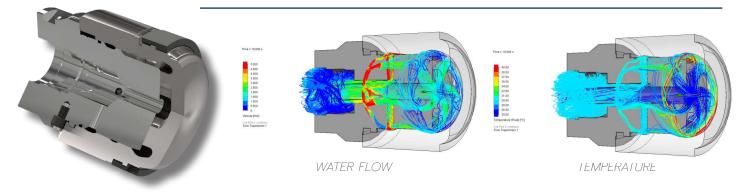
EXTRUSION RECIPES

EVEDLICION		OORDED				
EXTRUSION	SOFT	MEDIUM	HARD	EXTRA HARD	COPPER	
Aluminum Alloy		6063/6005A/6061/	6082/HS65/7003/	7075/7B04/7178//2011/201 4/2024/5083/5086/		
Container	3 pc	2 pc	3 pc	3 pc (H13 Sub-Liner)	3 Piece (4340 body-H13 Subliner Inconel Liner)	
Dummy Block	H13 Marathon	H13 RRB	H13 Marathon	Tuff Temper Marathon	Inconel	
Extrusion exit speed	high (>100 ft/min)	medium to high (30-250 ft/min)	medium (15-70 ft/min)	slow (3-7 ft/min)		
Ram speed	8-20 in/min	15-40 in/min	8-20 in/min	2-8 in/min	>20 ipm	
Exit temperature window	Large	medium (6061:small)	small (7003:medium)	small		
Load	Low	Medium	High	Extra High	High	
Extrusion Ratio	High	Medium	Medium	Low	Low	
Profile complexity	Thin walled (micro-tube,)	Medium to High	Medium	Low	Low	
Container taper (°F/cm)	0.5	1	0.5	No Taper	No Taper	
Container Air Cooling	Free air with fins	Forced air through fins	Free air with fins	No cooling	Forced air throungh fins	

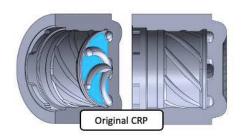
MATERIAL SELECTION

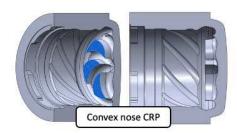
Allay		1	Chemical composition										Tempering/Ageing		Thermal	Cost		
		Fe C Si		Mn	Cr	NI	Mo	٧	Nb	U	Strength	n Toughness	temperature [°C]		conductivity [W/mK]	factor	Application	
Low Alloy Steel	4340	Bal.	0.4	0.25	0.7	0.8	1.9	0.3						Tempered	540 (38 HRC) 600 (34 HRC) 630 (32 HRC)	42	75	Container body/subliner (34-38 HRC) Plunger tip (32-36 HRC)
Hot Work Tool Steel	L6 (1.2714)	Bal.	0.55	0.3	0.9	1.1	1.7	0.5	0.1			•••	•••	Tempered	530 (42 HRC) 570 (38 HRC)	35	75	Container body (38-42 HRC)
	H11 (1.2343)	Bal.	0.4	1	0.4	5		1.3	0.4			•••		Tempered	630 (42 HRC) 650 (38 HRC)	26	100	Container subliner (38-42 HRC)
	H13 (1.2344)	8al.	0.4	1	0.4	5		1.5	1			•••	•••	Tempered	620 (48 HRC) 630 (46 HRC) 650 (42 HRC) 660 (38 HRC)	24	100	Container liner (46-48 HRC) Container subliner (38-42 HRC) Shot sleeve / insert (46-48 HRC) Plunger rod
	DieVar	Bal.	0.35	0.2	0.5	5		2.3	0.6			•••		Tempered	595 (48 HRC) 605 (46 HRC) 620 (42 HRC) 640 (38 HRC)	30	200	Shot sleeve (46-48 HRC) Plunger tip (38-42 HRC)
	E40K	Bal.	0.35	0.3	0.3	5		1.8	0.8			••••	••••	Tempered	600 (48 HRC) 620 (46 HRC)	30	200	Container liner (46-48 HRC)
	1.2367	Bal.	0.37	0.3	0.4	5		3.0	0.6			••••		Tempered	630 (48 HRC) 640 (46 HRC)	30	200	Shot sleeve insert (46-48 HRC) Bore welding
	Tuff Temper	Bal.	0.36	0.3	0.4	5		3.8	0.8					Tempered	640 (48 HRC) 650 (46 HRC)	30	200	Shot sleeve insert (46-48 HRC)
	Q10	Bal.	0.36	0.25	0.6	5		1.9	0.55			••••		Tempered	610 (48 HRC) 620 (46 HRC)	30	200	Container liner (46-48 HRC)
	DAC3	Bal.	0.4	0.3	0.3	5		1.6	0.7			••••		Tempered	600 (48 HRC) 620 (46 HRC)	30	200	Container liner (46-48 HRC)
Super Alloys	IN718	~20				19	52	3		5		•••	••••	Aged	720 (44 HRC)	13	1500	Copper extrusion liner (40-44 HRC)
	A286	~50				15	25	1.3			2.3	••	*****	Aged	720 (34 HRC)	15	750	Copper extrusion liner
tainles s Steel	M303	Bal.	0.27	0.3	0.65	14.5	0.9	1				••		Tempered	540 (40 HRC) 570 (35 HRC)	23	300	Plunger holder
	A25	1.5 Be, 0.15 Co, 0.15 Ni												Aged	320 (280 HB)	120	2400	Plunger tip
Copper Alloys	A45	2.5 Ni, 0.65 Si										•	••••	Aged	480 (190 HB)	220	1300	Plunger tip body
Alloys	A52	0.55 Be, 1 Co, 1 Ni											••••	Aged	480 (260 HB)	240	1800	Plunger tip

DIE CASTING UPDATES



CRP-R CON-DUCT PLUNGER





THE CRP PLUNGER TIP HAS BEEN EVOLVING QUICKLY INTO A COMMERCIAL SUCCESS STORY.

Die Casters have wanted a less expensive plunger, without beryllium copper that is easy to use with long life. The present design is delivering very good results in many die casting applications.

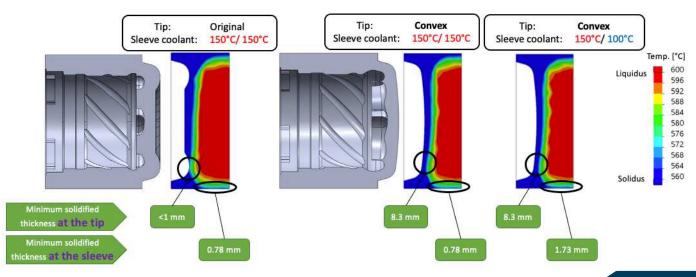
The CRP plunger is One Piece, body is Con-Duct material and ring is 40% wider.

- Same sleeve is used for all the simulation.
- The temperature of the Thermal regulator is set to 150°C
- The temperature of the last two channels (highlighted) is set to 100°C for the last sumulation #3

SIMULATION	TIP	COOLANT TEMP IN GREY CHANNELS	COOLANT TEMP IN BLUE CHANNELS
1	Original	150°C	150°C
2	Convex	150°C	150°C
3	Convex	150°C	100°C

BISCUIT TEMPERATURE PROFILE

- Temp distribution at the end of dwell time.
- · Red colour represents molten alumininum and blue is solidified.
- Material under 570°C is considered solidified.
- The new design with convex nose results in a better and more uniform solidified profile.
- 50°C lower temperature at the final two regulator channels in the sleeve More than double the solidified wall
- Note: the heat transfer to the die is ignored in these simulations.



NEW **DIE CASTING** DATA SHEETS NOW! AVAILABLE





















BETTER CASTINGS FASTER
BROCHURES AND DATA SHEETS OF OUR PRODUCT
AVAILABLE

www.castool.com

Scan me through your smart phone camera!



NEW **EXTRUSION** DATA SHEETS NOW! AVAILABLE























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UPCOMING E V E N T S



DIE CASTING & EXTRUSION

17 10 VIRTUAL ANNUAL MEETING & LEADERSHIP

17-18 MARCH 2021 VIRTUAL ANNUAL MEETING & LEADERSHIP CONFERENCE
LIVE VIRTUAL EVENT





BOOTH 629

1-2SEPTEMBER
2021

ALUMINUM USA 2021

Kentucky International Convention Center Louisville ,USA

BOOTH 724

4-6OCTOBER
2021

DIE CASTING CONGRESS & EXPOSITION

Indiana Convention Center Indianapolis, USA



OCTOBER 4-6 INDIANAPOLIS, INDIANA USA



METAL WORKING INDUSTRIES MACHINES-TOOLS, INDUSTRIAL ENGINEERING, TRADE SHOW BY INDUSTRY BOOTH BA-40 18-21 NOVEMBER 2021 **METALEX THAILAND 2021**

Bangkok International Trade & Exhibition Centre (BITEC), Bangkok, Thailand

BOOTH 509

10-13 MAY 2022 TWELFTH INTERNATIONAL ALUMINUM EXTRUSION
TECHNOLOGY SEMINAR & EXPOSITION

Hyatt Regency, Orlando, Floria, USA





"We are ready and willing to help you with your tooling systems when the time is right!"

INTERNATIONAL TEAM

CASTOOL

Dan Dunn Krystean Rose Keattikhun Chaichana Adam Boontra Sales Director Sales Manager Americas Sales Manager Asia Sales Manager Europe

Glenn Titmuss Sales Coordinator APAC Andre Iulianetti Product Specialist North America Jean Dembowski Commercial Manager Tanmanun Tiantip Commercial Supervisor Christine Kaschuba Customer Service Sue Lotton Customer Service Sue Su Customer Service Keona Kirwan Customer Service Phudis Phollawan Customer Service Ploy Robbins Marketing Director

NORTH AMERICA

Jon Veenstra
Sebastien Deroy
Ron Steininger
Sam Durbin
Tom Boyd

JW Index
Sea Bas
R-Bet St
R-Bet St
Boyd So

JW Industries LLC
Sea Bass Outdoors
R-Bet Sales Inc
R-Bet Sales Inc
Boyd Screenprinting Technologies,Inc

David Holder DEH Consulting LLC

LATIN AMERICA

Valentin Meneses Osvaldo Lomas Alberto Forcato Kautec America Casmet

Forcato Technologia

Carlos Alberto Maciel Garciduenas

EUROPE

Carlos Maciel

Emmanuel Bach Comexale
Olivier Druhen Comexale
Bertrand Schnell Comexale
Emmanuel Mandrelli Comexale
Pascal Schorung Comexale

Sascha Padovan HPDC Technology GmbH

Jakub Jasiewicz KDO Komponenty Dla Odlewnictwa

Edgar Seufert Schemlzmetall Jurgen Barz Schemlzmetall

UNITED ARAB EMIRATES

Emmannuel Mandrelli Comexale

ISRAEL

Tuvia Kornfield NTK Plant Management

TURKEY

Tuvia Kornfield NTK Plant Management

SOUTH AFRICA

Olivier Druhen

Comexale

ASIA

JAPAN

Shigeyoshi Takagi Techno Consul Benchmarks
Tetsuya Ishida Tandem Technologies
Yasunori Ito KBS Kubo Manufacturing Co
Nami Ito KBS Kubo Manufacturing Co

KOREA

JH Song ANK Ltd SW Song ANK Ltd

TAIWAN

Jack Lee Shiny Lee

CHINA

Daniel Cheng OEA Bridge Link
Long Shun Cheng OEA Bridge Link
Tony Chein OEA Bridge Link

THAILAND

Manu Mekdhanasarn Siam Anglo Alloy Co.Ltd Siam Anglo Alloy Co.Ltd

VIETNAM

Manu Mekdhanasarn Patcharee Parkong Tran Thi Thanh Thuy Mike Luu Siam Anglo Alloy Co.Ltd Siam Anglo Alloy Co.Ltd Thang Long Mechanics Equipment Co Carbon Group

INDONESIA

Yovinus Krisananto PT Willisindomas Indahmakmur

MALAYSIA

Manu Mekdhanasarn Siam Anglo Alloy Co.Ltd Patcharee Parkong Siam Anglo Alloy Co.Ltd

SINGAPORE

Manu Mekdhanasarn Siam Anglo Alloy Co.Ltd Patcharee Parkong Siam Anglo Alloy Co.Ltd

INDIA

Sachin Kumar

AUSTRALIA/NEW ZEALAND

Doug Loader Glenn Titmuss Extrusion Machine Co New Zeland GT/Ex-Press Pty.Ltd