



You are always within 20' of a Casting!



May Foundry and Machine Company isn't your typical foundry. For one, it is still a thriving business today. Founded more than 90 years ago by Rubin May, today the company is owned by grandson Mark May. "There were approximately 6000 foundries in the United States 15 years ago", Mark said, "and today there are 2130."

What's given May Foundry and Machine its staying power? There are a number of reasons why May Foundry and Machine, located in Salt Lake City, Utah, continues to survive as a successful business, including:

- Casting and machining are in the May family's blood. Scrolled prominently on the walls of Mark's office is the verbiage "You are always within 20 feet of a casting". Mark and family members elaborate, "Nearly everything you touch and use in life originates from a casting". Passion exists for manufacturing at May Foundry and Machine.

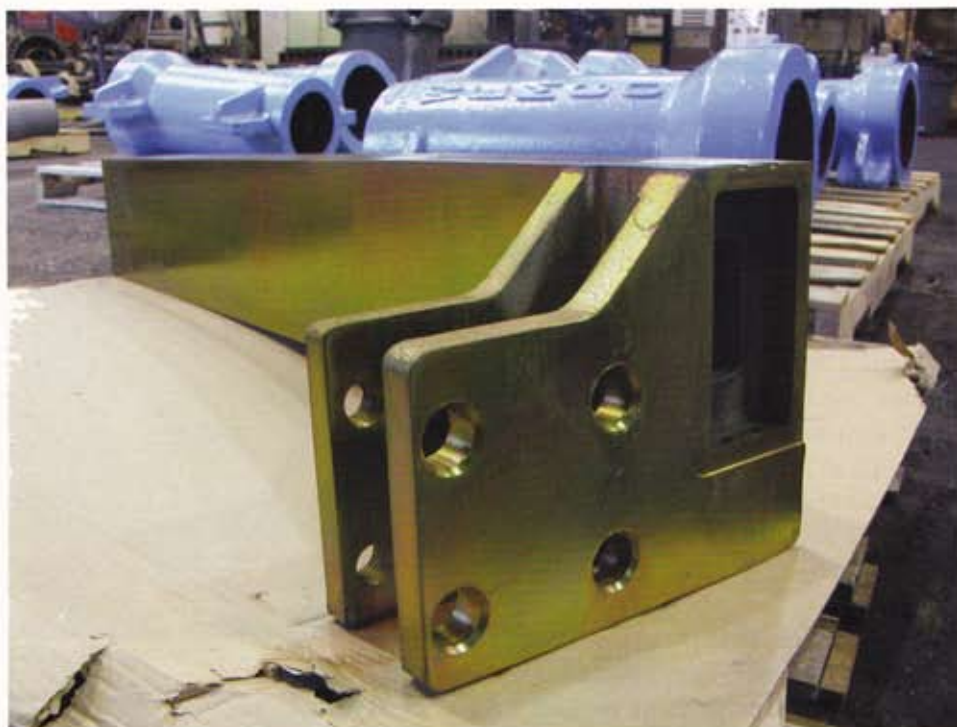
- The firm's customer base is diversified and it is international. May Foundry and Machine builds products for companies that manufacture pumps, material processing companies, industrial furnace OEMs, heavy military manufacturers, the mining industry, and even sugar processing mills. Only 5% of their business comes from Utah, and a substantial number of their customers are located in the Midwest, California and on the east coast. In fact, May Foundry and Machine actually exports products overseas.

- The company, a family-owned and run business, brings team members who each possess unique and valuable skills sets to the company, allowing May Foundry and Machine to continually evolve. The company was founded as a family business and it remains family owned today. The family believes firmly in formal education – Mark is a degreed industrial engineer, and son Mike

and daughter Danielle, who are active core members of the company, bring their educational experience in business/environmental studies, and Public Relations/ communications, respectively. "Mike and Danielle bring a fresh, young outlook to the company, and they are enabling May Foundry to capitalize on new technologies to improve our business", Mark said. Son Mike is passionate about skiing, and aspired to participate in the Olympics. "This didn't happen", Mike said, "but it really taught me all about teamwork, working together with your peers – with the end result being an even better performing team than an individual could contribute on his/her own. We have adopted this thinking in May Foundry and Machine".

- The company is financially sound, and poised for longevity. "We are fortunate that we continue to grow our business with new customers and new products for existing customers even in this economic downturn", Mark said. The company owns its 40,000 square foot facility and the machines and tools required to support its customers. "We're not going anywhere", Mike said.

- The May Foundry has three coreless electric induction furnaces and personnel skilled in the production of no-bake green sand molds, and it has a maximum production capability of molding, melting and pouring up to 10,000 pound castings. Through spectrographic analysis, they can determine the chemical composition of existing castings and duplicate the material for new castings. They additionally have the metallurgical expertise to recommend alternate materials that can be more economical. Typical metal compositions poured at the company include: low allow steel; ductile



iron; stainless steel; Ni-Hard; Ni-Resist; heat resistant iron and stainless steel; and abrasion resistant iron and steel.

- May Foundry and Machine recently purchased software to improve their efficiencies, and to ultimately, produce even better products for their customers. Their most recent acquisition is the MAGMASOFT® software suite. In essence, it is a comprehensive simulation tool for the technological and quality focused production of castings worldwide. Its simulation capabilities provide a better understanding of mold filling, solidification, mechanical properties, thermal stresses and distortions, and much more. Mike says, This simulation software will decrease our scrap, and improve our process optimization. In the short time since we've been using the software, we had a customer ask us to do simulations on parts we don't even make for them today".

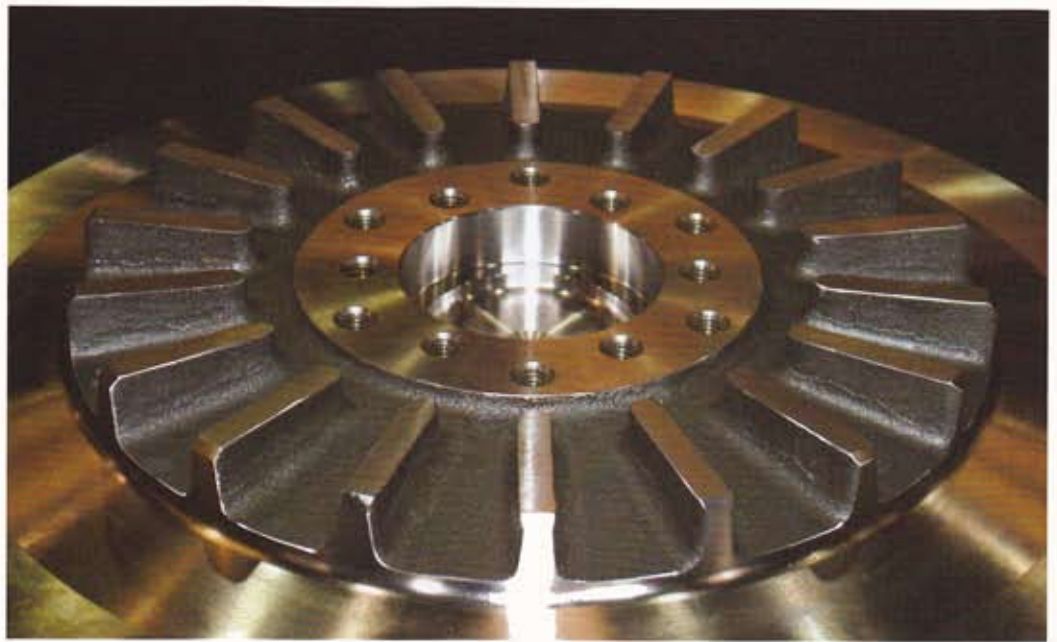
- May Foundry and Machine is comprised of seasoned "machining artists/ experts". The company employs approximately 60 people, 20% of whom have been with the company for more than 10 years. "Our team stays with May Foundry because we are a good company to work for", Mike says, "but also because these are artists/craftsmen and their heart is in their work. Our team loves what they do here, and it shows in the finished product". National Public Radio recently interviewed Dave Tomlin, a long term May Foundry and Machining employee. "Dave really told the story about manufacturing in America", Mark said. "He was passionate about our customers, he loves his trade, and he spoke to the benefits it brought to his family – a good living, a good trade, and the ability to support his family. Manufacturing is still a great industry to be involved in." The team additionally credits Steve Larson, Plant Manager, as an integral team member



contributing to May Foundry and Machine's success.

▪ May Foundry added a machine shop to its business many years ago. The team at May Foundry and Machine agree that it is not the norm to have a machine shop and foundry under one company, but they feel that this has helped them to better support their customers – since they can furnish a finished product. The two act as separate entities but work together to support their customers.

For more information on May Foundry and Machine Company, go to www.mayfoundry.com or call 801.531.8931.



"May Foundry & Machine has been making furnace parts, machined and as cast for more than 25 years now. They are made in stainless steel, cast iron and ductile iron.

They are a value added foundry, in the sense that everything can be done in one location, under one roof. They can supply the patterns, castings, machining, heat treating, painting, assembly, etc. Many other foundries may offer a few of these services in house, but most of the services are jobbed out, like the pattern making, machining, painting, etc. which raises the cost of the part.

I have been price shopping for 20 years now and historically, May Foundry has always been competitive in the sense that they are within 5% of other shops. They will bend over backwards to get a customer out of trouble. Typically they quote 10 to 12 week delivery on most orders. However, if I ask them to rush something, they might get it out in 2 or 3 days to two or three weeks depending on the size and complexity of the job. They are not perfect when it comes to quality. That's simply human. No one is perfect. But they stand behind every part made and jump through hoops to correct any problem. Overall, I would say about 1% or 2% of the castings that leave their foundry may have minor problems. I came out of the foundry business. I can assure you that anything under 2% is very good."

Tom, Industrial Furnace Manufacturer

"Our company has been using May Foundry and Machine for more than 40 years now. The best thing about them is their expertise in the type of casting we require. We also like the fact that May Foundry & Machine has a machine shop and a heat treating facility, so that we can get everything we need from one supplier.

May Foundry does work for all of our internal castings, our cast iron, and our requirements for heat resistant stainless upwards of 2000 degrees in their furnaces.

The quality at May Foundry is very good, and their pricing is very competitive. We don't go price shopping once we have an outstanding supplier like May Foundry. May delivers products on time, and if there is ever an issue that prevents them from delivering our parts on time, we always get a heads up. I would absolutely recommend May Foundry & Machine to anyone!"

Lori, Thermal Manufacturer

