

# WAX MATTERS

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## Approval for New Technical Centre

Blayson directors have approved plans for a major redevelopment of the Technical Centre at its Cambridge UK site. This will involve a complete redesign and refit to further increase the centre's capabilities. Work on the new centre will be completed before the end of the year.

Technical Director Dave Bond said "The additional space will allow the range of services offered to foundries to be extended. New equipment has been introduced with this aim in mind and has already enhanced the wax testing regime to include process related tests". This is the subject of Phil Hancock's presentation in Krakow 'Wax testing – Now and the Future', full details of which are available as a download from the Library page of [www.investmentcastingwax.com](http://www.investmentcastingwax.com)

On-site injection using customers tooling on MPI equipment will remain a key feature of the technical team's work as will the joint collaboration with the Blayson Japan Technical team.

R&D remains at the forefront of Blayson efforts to extend the boundaries of wax capability and exciting new materials are currently in the pipeline.

## Innovative Wax for Aero Engine Blades

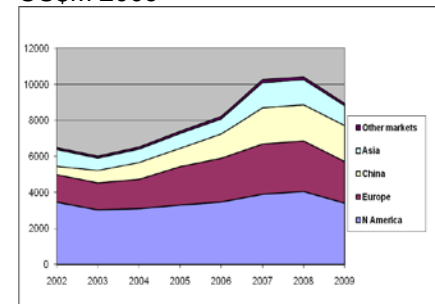
One specific target for Blayson R&D is a new pattern wax for manufacturing aerospace and industrial gas turbine blades. This follows extensive discussion with blade producers across the industry to fully understand their requirements for improved performance. Most importantly to ensure that their needs in terms of wax capabilities for the future are met.

Industrial trials are underway with the innovative product and results are even better than hoped for. For more information contact Technical Manager Phil Hancock [philhancock@blayson.com](mailto:philhancock@blayson.com)

## World Market Review

Ron Williams Managing Director of Blayson gave his customary review of the state of trade for investment casting at the EICF Heritage Conference in Krakow.

World Investment Casting Sales – US\$M 2009



Total World sales are down by 14% overall to US\$8.9 Billion. This comprises -16<20% in N America & Europe, whilst Asia varies from 0% to - 25%.

'High Added Value' castings performed well till mid 2009 when rescheduling of orders reduced sales to the aerospace sector.

Industrial gas turbines remained extremely strong till October 2009 when a sudden and dramatic downturn occurred.

China was notable for maintaining its overall sales with a substantial increase in High Added Value castings offsetting the fall of <50% in commercial casting sales.

### Market Trends

**Aerospace** - Rescheduling has resulted in drop in sales of up to 20% however order books remain strong for Airbus and Boeing and new models are being introduced to the market by both companies. A major development was China entering the commercial jet market.

**Industrial Gas Turbines** - IGT sales remained very strong until the 3<sup>rd</sup> qtr of 2009. Since then rescheduling of orders has resulted in fall in production of some 30% with resulting substantial job losses in USA & Europe.

In the long term the continued demand for power generation is expected to return sales to former levels.

**Automotive** - From mid 2008 the US and European sector suffered many job losses and long shut downs. It appears that the Asian automotive industry was less badly affected and in India for instance sales dipped only slightly and temporarily.

Government scrappage schemes boosted car sales through 2009 and smaller fuel efficient cars are selling well. Turbocharger wheel production is now improving in Japan.

**Medical** - A fall in elective surgery has reduced sales in the West with only essential operations being carried out. Health authorities have reviewed and reduced stocks of prosthetic implants further reducing order books for manufacturers.

**Commercial** - This sector is being forced to be more creative than ever and new opportunities being sought

and found. As a result North American & European sales are steady although some short time working is occurring on occasion.

**Looking to the Future** - Market conditions are beginning to stabilise following global economic difficulties with most countries now officially out of recession.

Opportunities for new investment casting potential are being developed in automotive, medical and commercial sectors. Growth will restart in the industrial gas turbine market as demand for power increases in line with industrial production. Research and development in Aerospace to manufacture more fuel efficient engines is likely to require more complex and possibly larger castings.

**Summary** - World investment casting sales have fallen back towards 2006 levels. The future for investment casting remains good but sales are unlikely to regain 2008 levels for some time.

The full presentation is available as a download from the Library page of [www.investmentcastingwax.com](http://www.investmentcastingwax.com)

## Blayson Japan

With a heavy dependence on the automotive sector for wax sales Blayson Japan faced potentially serious difficulties in the early part of 2009. However, resourceful as ever, Managing Director Masaaki Ozawa refocused efforts into equipment sales. With major investments being made by Korean foundries Blayson Japan was able to weather the storm and return good results for the year. Now with turbocharger production in Japan returning towards former levels of production wax sales are increasing again.

Innovation continues and the Japanese technical team have developed a new filled wax that has proved extremely successful in the high quality end of the market

boosting sales in these difficult times.

## Blayson around the World

To strengthen support for customers in developing regions Blayson has appointed new local sales agents and representative offices:

**Russian Federation & Ukraine – Hewitt Lasso.** This is a Moscow based company with UK connections. Led by Sergei Kasanstev Hewitt Lasso has a strong presence and infrastructure throughout this extensive region.

**Blayson Brasil Ltda** has been formed to facilitate wax sales into the South American market. Alberto Issi manages the Sao Paulo based company and looks forward to an exciting future as the largely automotive based investment casting industry develops.

Talks are continuing with potential representatives in other countries and more information on these developments will be in the next issue of 'Wax Matters' and posted on [www.blayson.com](http://www.blayson.com).

Managing Director Ron Williams said "These are challenging times for manufacturing but I am determined that Blayson positions itself to take full advantage of the opportunities for expansion that exist in a vibrant and growing global investment casting industry. The expansion of sales office facilities is an integral part of Blayson plans".

## QA Personnel Change

Arthur Free has joined Blayson as Quality and Health & Safety Co-ordinator to replace Clare Gibson who is returning to her home town of York. Arthur will handle all quality and H&S related issues for customers and can be contacted at [arthurfree@blayson.com](mailto:arthurfree@blayson.com)