

► During the past year, we once again focused strongly on our engineered casting solutions at Proferro. Thereby we also invested heavily in our foundry and in our mechanical finishing department. In the spring of 2013, we put a new Laempe core shooter into use, which will significantly increase the productivity of our core-making workshop. A more recent investment was the purchase of 102 additional molding boxes, which will allow us to greatly increase the capacity of our HWS molding line. In this newsletter we will also introduce you to our customer Dana Spicer Off-Highway. With our HWS molding line we supply parts for the renowned Spicer transmissions that are used in a wide range of off-highway vehicles. Finally, we will introduce you to the Proferro sales team, which recently welcomed some new employees.



Cathy Defoor
VP Proferro

► PHASE 2 OF THE INVESTMENT IN THE HWS MOLDING LINE

In 2010, Proferro successfully put a new molding line with larger molding boxes and automated cast iron transport into service. Thanks to this investment, Proferro now has an ultra-modern Seitsu molding machine EFA-SD7 (HWS), which works with box dimensions of 1600x1200x400x400+60. This year, Proferro invested in the further expansion of its HWS molding line. "The new investment includes the purchase of 102 additional molding boxes and the installation of three additional cooling lines for castings, which will enable us to further increase our capacity. An additional Luhr air filter that is connected to the extensive cooling zone ensures zero emissions" explained Eric Page (Operations Manager). The new boxes and the new cooling line were installed during the summer vacation, and be put into production as of mid-August. In the spring of 2013, Proferro also invested in a new grafting system, which together with the optical temperature monitoring ensures a significant improvement in the reproducibility of both lamellar and nodular castings.



► NEW LAEMPE CORE SHOOTER



In the spring of 2013, Proferro put a new Laempe core shooter into use. In its production process, Proferro uses cores from chemically bonded sand to make hollow castings or a non-moldable recess on the outside of a casting (or a combination of both). Due to increased demand for large, bulky castings, which all required increasingly large, heavy cores, Proferro was looking for a solution to produce larger volumes of large cores in an industrial way. After a thorough analysis, whereby automation, quality, speed and durability were decisive criteria, Proferro decided to invest in a new core shooter of the renowned German brand

Laempe. The new core shooter has a capacity of 130 liters for core boxes with horizontal and vertical partitions.



CASTINGS FOR TRANSMISSIONS OF DANA SPICER OFF-HIGHWAY

Dana Spicer Off-Highway Belgium, which is located in Sint-Michiels-Brugge, is part of the Dana Holding Corporation. Dana Corporation, the parent company, manufactures, among other things, axles and drive systems for cars, buses and trucks, off-highway transmissions, seals and thermal management products such as heat exchangers. Dana Corporation is a publicly traded American multinational corporation headquartered in Ohio (USA) with worldwide sales of \$10 billion and 22,000 employees. Approximately 550 employees work in Bruges and they are responsible for the development, production and sale of torque converters and power shift transmissions.

"Within the global group, Bruges represents the competence center for the development of heavy transmissions for off-highway products for the world market. We manufacture transmissions for heavy mechanical vehicles such as construction vehicles or industrial machinery in the mining, forestry and construction industries. In Bruges, we have a modern R&D test center with a corresponding test track, where we can test both parts and completely finished products" said Filip Vandepitte (Buyer at Dana Spicer Off-Highway). Obviously, Proferro is very proud to contribute as a supplier to the growing success of the renowned Spicer transmissions. Sales Development Manager Christian Cornillie: *"The cooperation for finished castings between Proferro and Dana Spicer Off-Highway dates back to 2002, but it received a boost with the successful launch of the HWS molding line. At present, Proferro supplies Dana Spicer Off-Highway with fully finished transmission parts such as the converter housing, the transmission case and the rear cover. These parts are used for four models of powershift transmissions that are assembled at the plant in Bruges."*



REINFORCEMENT OF THE PROFERRO SALES TEAM

In line with our ambition to focus strongly on a broader presence in the market, Proferro has also strengthened its sales team in the past year. The sales team at our headquarters is led by Karel Detienne, and is made up of Christian Cornillie, Dominique Dupont, Herman D'hoedt, Patrick Salenbien and Nicolas Couckuyt. The team in Ypres receives additional support from a team of agents of SFF (Franck Altenbourger, Philippe Altenbourger, Patrice Gabelli and Anders Ottosson), which co-represents Proferro on the German, French and Scandinavian markets.



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