

# RELY IntraCast

“Our strength will be working for you.”

The directors of Pamodzi Industrials (Pty) Ltd (formerly API, Allied Production Industries), and IntraCast Precision Castings, are pleased to announce the acquisition of IntraCast by Pamodzi Industrials and the merger of two of the most respected names in investment casting, Rely Precision Castings and IntraCast Precision Castings.

The new company, to be known as Rely IntraCast, will be headed by Peter Goode as Managing Director, previously the Managing Director of IntraCast, and he will be supported by the excellence of the combined technical management teams of the two companies.

The two foundries will form the precision castings division of Pamodzi Industrials, and this results in Rely IntraCast becoming the only BEE compliant precision casting enterprise in the country.

Rely Precision Castings has been producing lost wax investment castings for almost 25 years and is the largest investment foundry in South Africa.

IntraCast Precision Castings was formed in 1995 and rapidly created a reputation for innovation and service.

Both companies specialises in the manufacture of investment castings to individual customers requirements in all air melted alloys including stainless steels, speciality heat and wear resistant alloys and non ferrous alloys.

The companies supply, among others, the automotive, steel making, mining, valve and pump, power generation and glass making industries with precision castings for car door hinges, tap hole drills, hose couplings, valve bodies, impellers, boiler spacers, baffles and guide plates etc.

“The formation of the new company will benefit the customers of both of the foundries.” explained Peter Goode. “Firstly, access to the extensive production capacities of Rely will reduce the lead times that IntraCast customers have been faced with. Secondly, the unmatched technical capabilities of the two organisations, when brought together, will ensure that customers benefit from the advances in methoding and process automation developed in the separate companies.”

Goode stated that the new company will operate from both manufacturing sites for the foreseeable future to ensure the smooth integration of the two companies and to guarantee that there will be no interruption of supplies.

“The two manufacturing sites are only 3 kilometres apart, both of them being in Boksburg in Gauteng, and we have excellent management teams within both companies. We are confident that no customer will experience any interruption in supplies and we consider this commitment as vital.” said Peter Goode. “Both companies have supply contracts in place, including those for automotive components, and we will be making contingency stocks over and above the scheduled requirements to cover any eventuality.” he added.

As well as meeting the high volume needs of, for example, the automotive industry, where IntraCast currently supply quantities of 30,000 per item per month, both companies supply in low quantities, particularly for research and development programs.

Both companies have a strong R&D base involving product development. IntraCast has over 10 years experience in Rapid Prototype (RP) Casting manufacture and has been the technical development partner in many university and research institute joint programs.

Recent RP activities in the two companies have included the thin wall stainless steel manifold development programme, the manufacture of prototype industrial meat processing equipment and the manufacture of impellers.

Peter Goode detailed one of the targets of the company.

“We will be focussing the company on the technical needs of the market and will pursue the development of new applications for investment castings. We see the need to support new and existing clients in growing the market and here we see our combined strength as benefiting industry in general and investment casting in particular.” he explained.

“We are a service industry and exist only by meeting the needs of customers.” stated Peter Goode. “We have to be experts in our field to support clients that are experts in theirs. If we simply see ourselves as casting manufacturers then we undersell the benefits to manufacturers that our industry can offer.”

The combined manufacturing base of the new company includes 16 wax injection stations, one robotic and two manual dipping lines, three autoclaves, 6 induction melting furnaces and all the down stream materials handling required to complete the manufacture of the castings.

A significant strength of the combined company is the strength of the order book, and indeed the success of IntraCast in this regard has been something of a problem.

“The IntraCast site has been running 24 hours per day and 6 or 7 days per week for the past year and it was obvious that this demand was not reducing” said Peter Goode.

“The majority of the IntraCast order book has been scheduled work where we had established the customer’s requirements; those customers were not affected by any capacity constraints.” explained Goode. “It was only the “extra” orders that they had to place, or those orders from a client who ordered once or twice a year where IntraCast simply could not offer short lead times. All of our competitors were in a position to offer shorter lead times, with some offering zero queuing as they could commence manufacture on receipt of an order.”

“We are pleased to record that this merger creates a manufacturing base that is not only adequate to cope with the combined order book, but will provide for the projected growth over the next three years.” concluded Goode.