

Member Profile

Eastern Alloys, Inc.

Year founded: 1965

Location: Maybrook, NY

Number of employees: 55

Principle Product: Zinc Alloy

Council Member Since: 1968

Most people may not know just how common zinc alloys are in everyday life. In fact, my first question to John Malmgreen, Vice President of Manufacturing for Eastern Alloys, was “What do you use zinc alloys for?” He patiently explained that the housing on my Kitchen Aide mixer was made with a zinc alloy, as well as the blades on my utility knives and the metal parts holding my ceiling fan together. An alloy occurs when two different metals are combined. Zinc is often used to make alloys because of its resistance to corrosion. Richard J. Bauer founded Eastern Alloys, Inc. in 1965, and chose Maybrook, NY as the location best suited to zinc alloy manufacturing business.

The company is based on the idea that “customer success would provide the energy and impetus to drive the company’s growth.”

To that end Eastern Alloys has put customer relations at the forefront of their business plan. They provide technical service and expertise by having three different metallurgists and a degreed chemist on staff to assist customers. Eastern Alloys also provides technical support in the area of die cast design and engineering. They have even introduced a program called ZinCalc to assist die casters in improving first pass material efficiency.

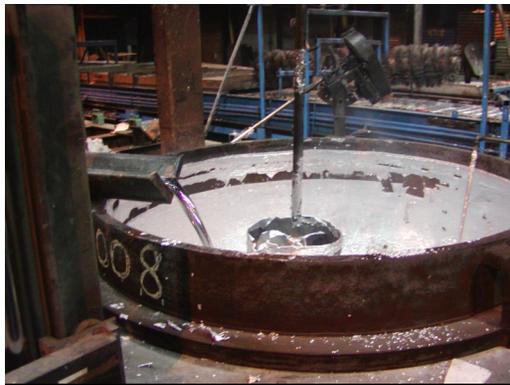
The customer dedication isn’t limited to production alone; Eastern Alloys also developed a formal Price Risk Management facility available to all of its customers because of the financial risk involved in buying and selling zinc alloys. Eastern Alloys is the only North American consumer member of the London Metal Exchange. The company is also a founding member of Interzinc, a zinc-specific mar-



Foreground: High purity Zinc slabs.
Background: The finished product, Zinc alloy ingots.

ketting consortium. Eastern Alloys is also a member of the ILZRO and IZA World Die Casting Committee, and Richard H. Bauer, Eastern Alloys, Inc.’s President, is the United States representative to ILZRO (International Lead Zinc Research Organization). This is a company that is dedicated to improving not just itself but the entire industry as well.

Another aspect of Eastern Alloys’ customer-orientated plan is to provide facilities for recycling zinc alloy. The Maybrook plant is one of the most comprehensive zinc alloy manufacturing and recycling centers in North America, producing more than 90,000 tons a year of zinc alloy. It has the world’s second largest zinc alloy immersion tube furnace, with the largest being located at their newer plant in Kentucky. The recycling operation features purpose engineered systems and technology to insure the highest practical recoveries with full environmental compliance. Eastern provides containers for customers to use for their scrap metal and dross storage, which are then returned to be recycled.



Molten alloy transfer and blending in a kettle furnace.

The future is bright for Eastern Alloys as they are constantly working to improve the die casting process for their customers. Currently engineers are in the process of developing a more creep-resistant alloy. Creep is a gradual deformation of metal

as a result of heat or stress. They are also working on a continuous cast bar for prototyping. This would facilitate the development of prototypes and the testing to find the alloy best suited to that product. These advancements will enhance the bond between Eastern Alloys and its customers just as the zinc enhances the metals with which it is combined.