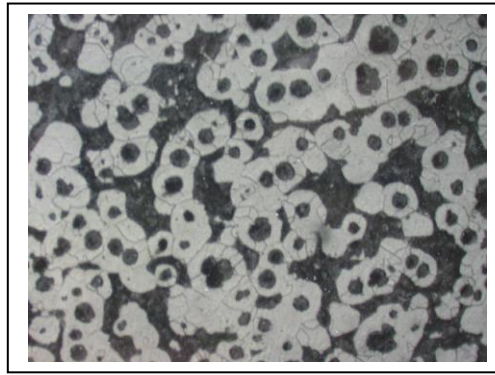


# Dotson Dispatch



This is the first ductile iron casting poured at Dotson foundry in 1967. The micro shows that it is great ductile. Since this first ductile iron casting, Dotson has produced more than 30,000,000 ductile castings from over 4,000 different patterns for more than 300 different customers. **Experience counts** – our first quarter 2001 ductile iron PPM rejects from customers were under 400 PPM (.04%).

## Dotson Capabilities:

- Gray Iron
- Ductile Iron
- Austempered Ductile Iron
- Carbide ADI
- 1 to 75 Pounds
- Machining
- Painting
- Plating
- Assembly

## Tooling Cost

Patterns for iron castings range in price from a few hundred dollars to over \$20,000. The main cost drivers for patterns are:

- Annual pieces required
- Lead time available
- Electronic files
- Tolerances & design
- Cores and core complexity
- Parting line location
- Off-set plate
- Internal soundness
- Grinding requirements
- Pressure cast plate
- Fully machined plate
- Core processes
- Tooling vs. piece price
- Design maturity

When comparing pattern tooling prices on a RFQ it is important to understand just what kind of tooling is being quoted. At Dotson, our bias is to have excellent tooling. Our 125 years of foundry experience tells us that in the long term, better tooling always produces lower costs.

## Free Tooling

It is no secret that the industrial economy has slowed. There is tremendous pressure to reduce prices and improve quality. To eliminate the temptation to purchase cheaper tooling and potentially sacrifice long term casting quality and low piece price, Dotson has a tooling rebate program.

For a limited time, Dotson will rebate to the customer up to the full price of the tooling based on the following schedule:

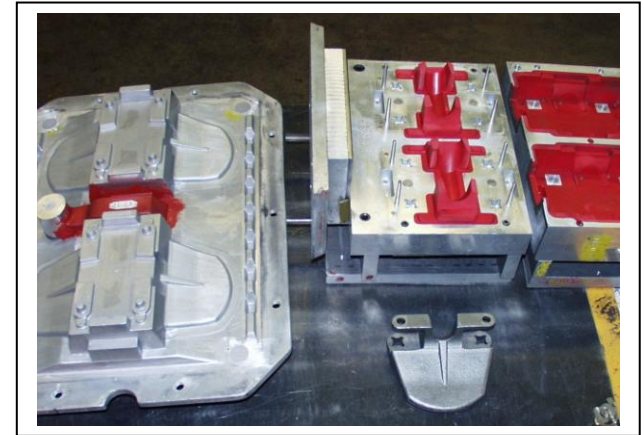
**20%** of the casting sales for the first 13 weeks.

**15%** of the casting sales for the second 13 weeks.

**10%** of the casting sales for the third 13 weeks.

**5%** of the casting sales for the fourth 13 weeks.

This means that with \$10,000 of sales each quarter on a part, the tooling rebate will be \$5,000.



Your account manager will provide you with all the details on the tooling rebate program.

As always, we appreciate your business. In these difficult times, we appreciate even more the opportunity to quote on your new casting and machining requirements and any iron products that are not currently made at Dotson.

**Denny Dotson**  
President, The Dotson Company  
[ddotson@dotson.com](mailto:ddotson@dotson.com)



In 1607, three ships carrying 105 settlers landed on a small island along the James River to establish the first permanent English settlement called Jamestown. The three ships were the Susan Constant, Godspeed, and Discovery. These are the ships depicted on the Virginia State Quarter. Virginia's strong influence on America existed since the beginning and still continues today. Besides being the birthplace for America, Virginia is also the birthplace of eight U.S.A. presidents.

## VIRGINIA

### THE OLD DOMINION

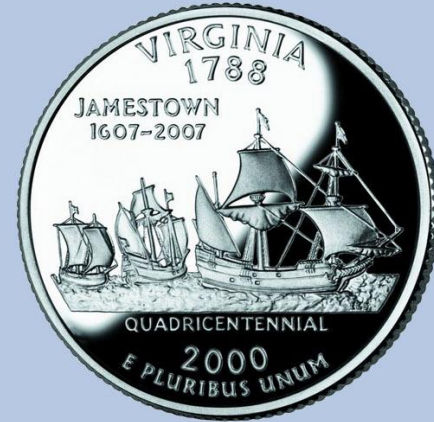
Statehood Date:  
June 25, 1788

Motto: Thus Ever To Tyrants  
Nickname: Old Dominion State  
Flower: Blossom of Dogwood  
Tree: Dogwood  
Bird: Cardinal  
Population: 6.7 Million

10th in a Series of 50 from...

**Dotson**  
**COMPANY, INC.**

Mankato, MN 56002-1270  
Iron Castings & Machining  
[www.dotson.com](http://www.dotson.com)



DENVER MINT

PHILADELPHIA MINT