



The Benefits of Membership

AEC.org

Why Join AEC?

The Aluminum Extruders Council (AEC) combines many voices of the industry into one strong, clear voice that promotes and advocates *for* the industry. As an extruder or industry supplier, you're faced with a wide variety of complex challenges and concerns. Whether it's aluminum supply fluctuation, an unpredictable economy, global competition, competing materials eroding your market position, increased environmental, safety and government regulations or management issues, you have many challenges and opportunities that compete for your time. That's why AEC was formed – to work as your partner in solving business and technical challenges.

What Does AEC Do?

In order to serve the aluminum extrusion industry as a whole, AEC extends membership to all those with an active interest in this industry: extruders, aluminum billet producers and suppliers. The Council provides resources and materials to its members that simply cannot be obtained anywhere else, at the most reasonable cost.

AEC informs Members, then gives them a voice and a place to be heard, resulting in measurable rewards that can be applied to business operations and personal growth with increased understanding, connections, and resources. As a member, you and your company will benefit directly from AEC's commitment to the aluminum extrusion industry.

AEC Focus

AEC's focus is simply stated: The AEC will expand the market, defend the market, and teach its members how to become better extruders.

The Council's activities are focused on four main strategic objectives:

- Fair Trade
- Business Excellence
- Workforce Development, and
- Industry Promotion

AEC Leadership

AEC is guided by the Board of Directors, consisting of the Executive Committee and Directors elected to represent their specific industry segment.

For a current roster of the AEC Board of Directors, visit our website at AEC.org.

In addition to the Board of Directors, the activities and programs of the Council are directed by four committees that mirror the four main strategic focus areas of AEC. Each committee is made up of a variety of task-oriented teams and task forces that each report to one of these oversight committees.

- Business Excellence
- Industry Promotion
- Member Engagement
- Workforce Development

The AEC and ET Foundation volunteer structure includes these four committees, plus the AEC Board of Directors and the ET Seminar Committee responsible for developing ET, the premier aluminum extrusion technology conference held every four years.

Learn more about these essential committees on the Committees, Teams and Task Forces page of this packet.

Workforce Development

A core need of the industry is development of the personnel working in the aluminum extrusion industry.

The Workforce Development Initiative encompasses a variety of programs, including safety, academic engagement and human resources.



Academic Engagement & Workforce Development

The Council and its Members reach out to high school, community college, university and trade/technical schools and their design and engineering programs to introduce students and their instructors to the aluminum extrusion process, applications, and the unique design considerations for extrusion. The Council's mission is to:

- Provide students with the basic knowledge about aluminum extrusion that they would not otherwise obtain through their school, and
- Create extrusion-savvy graduates who can become future consumers, designers and employees

AEC Members are active in the academic community sharing information about the industry and their company by:

- Delivering educational presentations about aluminum extrusion
- Providing plant tours
- Offering internships
- Developing an Extrusion kit and Playbook to deploy in schools
- Partnering with university programs, and more.

AEC also offers the **International Aluminum Extrusion Design Competition** for students (yearly) and professionals (periodically). This offers an excellent opportunity to cement the knowledge gained regarding aluminum extrusion design and a chance to win a monetary prize. More information can be found at ETFdesign.org.

AEC Academy

The Aluminum Extruders Council has developed the Learning Management System (LMS) online extrusion education program as a free benefit for AEC members. The AEC Academy LMS series is now available to help members educate and train new hires on the extrusion process, equipment, terminology, safety awareness and best practices at a basic, introductory level.

LMS learning modules are intended to assist members with onboarding training for new employees (or for those who want a refresher), as an introduction to aluminum extrusion and plant safety, and to introduce and enhance the member's own more advanced level training and education programs that are specific to their company. To facilitate even better introductory learning, the LMS Safety-series modules are now offered in Spanish-language versions to assist Spanish-speaking employees.

Think of what it will mean to your business and the industry for the next generation of engineers, specifiers, architects, etc. to actually receive an education about extrusions in their college career!

Apprenticeship Program

The Aluminum Extruders Council is launching Phases 1 and 2 of the AEC Apprenticeship Program for AEC's U.S. Members to help address and overcome the difficulties surrounding today's shortage of skilled manufacturing labor, especially needed in key areas for the U.S. aluminum extrusion workforce.

AEC's Apprenticeship Program aims to provide Member Sponsors with extensive support and Department of Labor (DOL)-approved on-the-job training outlines and related technical instruction resources to satisfy their State's DOL Apprenticeship Program requirements and help identify grant opportunities to facilitate successful apprenticeships at their facilities. AEC is poised to assist participating



Members with identifying and applying for Federal and State DOL and local grant apprenticeship funding that helps subsidize the costs of members' investments in education and training for new or existing employees who wish to embark on a long-term career path. This effort has exciting potential as AEC seeks to assist and support Members to align their apprenticeships with the specialized education and training (in-person and/or online) for the skill sets needed in specific trades related to the aluminum extrusion industry. The AEC Apprenticeship Program includes training in Industrial Maintenance Technician, and is expanding in Phase 2 to include the Aluminum Extrusion Press Operator and Aluminum Extrusion Die Technician trades, to build and retain a highly skilled workforce and create the next generation of advanced manufacturing workers. The program is open to members' new hires, and to those already employed at a member company who want to build a career and become certified in a skilled trade.

Heroes MAKE America Program

The Aluminum Extruders Council (AEC) has become an Association Sponsor Partner of the Manufacturing Institute's **Heroes MAKE America program**, which builds connections between the military community and manufacturing community. The partnership with Heroes MAKE America assists AEC's participating U.S. members with manufacturing operations across the country to hire skilled and qualified personnel to fill open positions for management and skilled technicians that are sorely needed.



Through a variety of initiatives, Heroes MAKE America (HMA), run by the Manufacturing Institute under the National Association of Manufacturers, provides participants with the skills and certifications they need to build a rewarding career in manufacturing. The program targets transitioning service members, National Guard members, reservists, veterans, and active-duty military spouses. Currently, the training program is in force onsite at four military bases, including Ft. Cavazos, Texas; Ft. Liberty, North Carolina; Ft. Riley, Kansas; and Ft. Stewart/Hunter Army Air Field (HAAF), Georgia. Training pathways include Certified Production Technician (CPT)[®], Smart Automation Certification Alliance (SACA), and Certified Logistics Technician (CLT)[®], with virtual training offered in the CPT and CLT pathways.

In addition, to ensure a high rate of successful transitions, given the unique needs of military personnel, HMA put in place educational programs for employers focused on awareness and integration of transitioning military veterans making it a fully multi-dimensional approach.

Safety

An alliance of extruders, suppliers and billet producers work to improve safety, occupational health, and environmental compliance in the aluminum industry. AEC's Safety Team facilitates the collecting and maintaining of confidential safety statistics, sharing of best safety practices, developing introductory level safety education resources through AEC's LMS Safety Videos, and hosting safety-related events and webinars for AEC Member companies.

Industry Promotion

The Aluminum Extruders Council is dedicated to advancing the effective use of aluminum extrusion in North America. AEC is committed to bringing comprehensive information about extrusion's characteristics, applications, environmental benefits, design and technology to users, product designers, engineers and the academic community. The Council's goal is to expand aluminum extrusion demand for the entire North American aluminum extrusion industry with a philosophy that "a rising tide floats all ships".



Think of what it would mean to your business to net just one new account per year as a result of these IP efforts!

The AEC Industry Promotion Initiative focuses on raising awareness of the Council as well as educating and informing potential aluminum extrusion customers through:

- Market studies
- Trade shows and events
- Educational webinars and more.

Currently, the Industry Promotion program focuses on three different application areas for extrusions:

- Automotive
- Building & Construction
- General Design for Horizontal and Vertical Markets

Automotive

The AEC Automotive Industry Promotion Team promotes the use of extrusion in the auto market, and the value of qualified North American extruders in supporting the lightweighting initiatives of the auto industry. Further, the Team strives to build understanding among AEC members of the automotive opportunity and of those capabilities needed to provide the level of support envisioned above. Through webinars, trade shows, technical data and marketing collateral, the Team provides information about aluminum extrusion sought by automotive design engineers, OEMs and Tier 1 suppliers.



Building & Construction

The B&C Industry Promotion Team serves the interests of the Aluminum Extruders Council and its membership through a variety of outreach initiatives designed to inform trade professionals on the benefits of aluminum extruded products in building and construction. The Team promotes aluminum products and applications, and provides educational content and events to trade constituents on the advantages of aluminum products through all aspects of the residential and commercial architectural building and construction industry.



Marketing

The Marketing Industry Promotion Team develops the marketing strategy, tactics and goals for the Industry Promotion activities in order to monitor and advise the AEC IP Teams in their marketing needs, platforms and results. A pipeline of opportunities is maintained with marketing actions outlined to increase and/or defend growth in the consumption of aluminum extrusions.

Business Excellence

AEC is focused on enhancing the ability of its members to meet the emerging demands of the market through sharing knowledge and best practices. Educational content offered through AEC provides resources for Members to continuously improve and excel in their profession, as well expand their operations and promote the industry. AEC is a training resource for you and your colleagues - from the Executive Suite to the extrusion plant floor and everywhere in between.

Available only to AEC Members, the AEC Academy Program incorporates all technical webinars and in-person meetings/workshops that provide crucial knowledge-sharing from the very best source: Your peers who, like you, are experts in their field and freely share their knowledge for the betterment of the entire industry.

Think of what it would mean to your bottom-line to take just \$.01/lb out of your production costs!



In-person learning opportunities include:

- **Annual Meeting & Leadership Conference** held every spring, the program focuses on providing leadership and motivational content for extrusion industry executives.
- **Management Conference** held every fall featuring technical, managerial and marketing information focused on the extrusion industry.
- **International Aluminum Extrusion Technology Seminar & Expo (ET)**, the premier technical conference held once every four years for the global aluminum extrusion industry to share new ideas, technology and products.
- **Die Performance Improvement Clinic**, AEC's most popular training event for die professionals.
- **Extrusion Excellence Course**, a one-day intensive educational course that takes a practical, engineering approach to the fundamentals of aluminum; great for novices and those who never received formal training in engineering and metallurgy.

- **Press Maintenance Workshop**, a two-day educational event for extruders who want to keep their presses running at peak efficiency.
- **Press Optimization Workshop**, a two-day program that marries scientific concepts with practical interpretation of optimization and troubleshooting the extrusion process, which goes beyond the Die Clinic and Extrusion Excellence Course material.
- **Finishing Workshop**, a two-day workshop that offers ideas and problem-solving techniques for extrusion finishing personnel.
- **Sales & Marketing Workshop**, an event that offers proven techniques and best practices covering a range of issues important to your sales and marketing personnel.
- **Safety Seminar**, an industry-focused event examining best practices in safety covering a range of issues—from general to topics unique to the challenging aluminum manufacturing environment.

Technical Webinars

AEC also offers Members a convenient and **free** method for training and educating personnel through **AEC Tech Webinars**. The educational opportunities further develop Members' knowledge in specific procedures and processes used within the aluminum extrusion industry. Here is just a sample of the webinar topics:

- Metal Flow through the Container
- Recruiting and Training in a Mature Industry
- Exit Temperature and its Role in Process Optimization
- Environmental Compliance 101
- What to do if the Press Breaks
- Anodizing 201: An In-depth Look at the Anodizing Process
- OSHA Walking and Working Surface Training

Visit AECmeets.org for the current list of upcoming events.

AEC Business Surveys

AEC Members maintain their success – in part – through access to timely data trends. The Council, working through an independent survey research firm to ensure confidentiality, collects data and distributes results to participating members throughout the year. Surveys are available at no cost to members and results are only available to participating extruders. Surveys currently include:

- **End Use Shipments Survey** – An analysis of the annual shipments of extrusions compared by end-use markets, including building and construction, transportation, consumer durables, electrical and machinery, and equipment.
- **Press Performance Benchmarking Study** is an annual press production survey that will give members an accurate tool to compare their press productivity and efficiency with the aluminum extrusion industry as a whole. Also includes press production statistics and safety data.
- **Operating Ratio Survey** is an analysis of the costs of doing business in the extrusion industry. The annual survey includes data on net sales figures, manufacturing costs, selling costs, general and administrative expenses.

- **Benefits & Compensation Survey**, provides an overview of management compensation and hourly employee wages. This survey also focuses on employee benefits, including overtime and shift premiums, paid lunch periods, jury duty pay, holiday pay, vacation pay, and insurance and medical benefits.

This helpful tool reports wages by position and is broken down by company sales volume, employee count, and by geographic region.

- **Business Trends Report** is an opinion-based monthly snapshot of industry business conditions. Members are surveyed on total orders, shipments, backlogs, raw material costs, number of days of outstanding sales, etc.
- **Safety Survey** – Accurate and anonymously reported safety data from North American Extruder Members can help point to likely causes and risk factors that must be addressed to improve incident reduction and helps EHS leaders to identify weaknesses and plan how to best invest resources in safety education, hazard awareness, serious injury and fatality prevention.

Think of how you can use data to improve your processes and benchmark your operations compared to the industry!

Supplier Member Benefits

As a supplier to the aluminum extrusion industry, you have unique needs and challenges. Along with the overall benefits outlined in this packet, the Aluminum Extruders Council provides unique opportunities and benefits to your company as an AEC Supplier Member.

By becoming a member you can:

- Connect directly with extruders at conferences and events to grow your business
- Provide education through the AEC's webinars, conferences, workshops and events
- Improve your company's visibility through sponsorships, website and print ads, etc. at an affordable cost
- Develop and solidify professional relationships via networking opportunities
- Participate in committees, teams and task forces to help direct activities and initiatives while ensuring your voice is heard.

Our industry has been under attack from everything from foreign imports to replacement materials. Standing together as one industry to connect and overcome these challenges is critical to our overall success. AEC members know and appreciate the support they are given by suppliers that recognize the opportunities we have together, as one Council and industry, to address these challenges and continue to grow our industry.

Recent analysis from the AEC has indicated that the impact of Chinese imports would have grown to 30% of our market this year. That is over 1.3 billion pounds of extrusions which would have cost all of us tremendous amounts of business. The support received over the years by AEC Supplier Members have returned millions of dollars in sales every year since the trade orders went into effect.

Furthermore, efforts made in our Industry Promotion Teams have translated into a growth rate for extrusions much higher than other forms of aluminum, and better than the national GDP. Supplier support has helped the AEC grow the industry, thus returning even more sales to suppliers.

Come join us! ***Be a part of the solution***, and watch your investment in the Aluminum Extruders Council translate into sales for your business!

AEC Communications

The Aluminum Extruders Council regularly communicates to its constituents, including members, extrusion users/designers/engineers, government/regulatory/code officials, academia and others through a variety of methods.






Website

The AEC website at **AEC.org** is intended to inform and educate visitors about aluminum extrusion applications, the extrusion process, technical details, resources, and more. The site is focused on sharing this information mainly with potential extrusion designers and users; however, it is also a portal for important resources and information for AEC members. AEC members are provided with special members-only access that keeps them informed on the programs, initiatives and information available as a benefit of membership.

Social Media

AEC is active on social media sites that keep both members and those interested in aluminum extrusion informed.

Connect with AEC on:

-  aluminumextruderscouncil.blogspot.com
-  [AluminumExtrudersCouncilAEC](https://www.facebook.com/AluminumExtrudersCouncilAEC)
[AExtDesign Competition](#)
-  [Aluminum Extruders Council \(AEC\)](https://www.linkedin.com/company/aluminum-extruders-council)
[ET Foundation](#)
-  [AEC_org](#)
[ET Seminar](#)
-  [AECorg](#)

Member Communications



The Council communicates with members through the regular member newsletter, **essentiALs**. The emailed newsletter contains original and collected Council, industry, applications and member news which is distributed 10 times per year.

Other communications include **Fair Trade Alerts**, which communicates important information related to the Chinese aluminum extrusion imports trade case, **Member Alerts**, and the **Safety Dispatch**, which keeps members up to date on essential safety information for the extrusion industry.

Marketing Opportunities

A number of cost-effective marketing opportunities are available exclusively to AEC members.

Publications and Resources

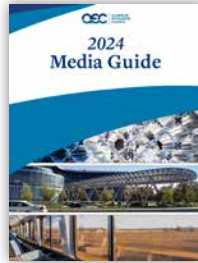
AEC releases a yearly *Buyers' Guide*. The publication provides a comprehensive directory of AEC Extruder Members and includes such information as company headquarters, plant locations, contact names, press sizes, types of services offered, and more. For convenience, the *Guide* is arranged alphabetically, geographically, and includes an extensive capabilities chart. The *Guide* serves as a member directory and also contains the complete listing of AEC Supplier and Producer Members. The *Buyers' Guide*, an essential aluminum extrusion industry resource, is available at no cost. The Council offers members an exclusive advertising opportunity with both the print and electronic version of the *Buyers' Guide*.



The print edition of the *Guide* is distributed by mail to the thousands of AEC contacts collected from Industry Promotion events, such as webinars, trade shows, and website inquiries. In addition, the *Guide* is distributed at trade shows in which AEC participates. This allows the Council to put member information in front of those who need it most: potential extrusion customers.

Media Guide

AEC publishes the *AEC Media Guide* that provides a variety of ways in which AEC Extruder, Supplier and Producer Members can raise their profile by reaching prospective customers. From website ads and event sponsorships to print ads and webinars, AEC has a host of ways to get your company in front of your target audience at an affordable cost. Again, this is an exclusive members-only opportunity.



Fair Trade

Every extruder in North America must (or should) know the work that AEC has achieved on Fair Trade. AEC has led the U.S. aluminum extrusion industry in achieving tariff protection that offsets unfair trade practices of extruders/importers of aluminum profiles produced in China. Our efforts have been of enormous value to domestic extruders and suppliers, providing level competition. The tariffs may have saved the industry. Conservatively, **AEC now estimates 1.2 billion pounds per year of extrusions are being produced in the U. S.** that would have otherwise been lost to China.



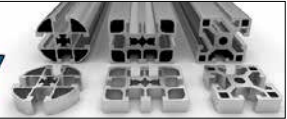
Think of what it would mean to your business to lose 20% of your current volume!

More details at www.AECFairTrade.org.

For additional resources, including current news and FAQs, visit www.AECfairtrade.org or contact us for further information at mail@aec.org.



~FAIR TRADE~ It Matters!



AEC Committees

One of the principal reasons for the continued success and growth of the Aluminum Extruders Council, and its significant value to members, has been the meaningful contributions made by committees, teams and task forces.

Committee and team meetings are where tough issues that affect the industry are discussed and resolved on behalf of every member. Having direct input to these issues gives committee volunteers real influence over some important matters. Beyond giving members a common voice in wrestling with the business problems facing the industry, the committees are an excellent proving ground for individuals to hone their leadership skills, increase their professional contacts, and offer ideas in a team setting.

Countless AEC volunteers provide their time, talent and passion to the Aluminum Extruders Council, its committees, and the industry; they are the lifeblood and moral compass of AEC.

AEC member companies, through their membership, support the Council's efforts to help propel the products, markets, processes and personnel of our industry forward for the benefit of all members.

The main governing body of the Aluminum Extruders Council is the Board of Directors comprised of the Executive Committee, Extruder, Supplier and Producer Directors and At-large Directors.

Each of the four main strategic focus areas of AEC has an oversight committee:

Business Excellence – this committee reports to the Board and oversees the teams and task forces working on Business Excellence initiatives such as member education, technical and business issues.



Industry Promotion – this committee reports to the Board and oversees the teams and task forces working on Industry Promotion initiatives such as specific extrusion end-use markets and marketing initiatives. This committee and its teams are responsible for providing educational information and materials to inform designers, specifiers and users about the many advantages of aluminum extrusions.

Member Engagement – since this area includes initiatives which are especially crucial, the oversight function belongs to the Executive Committee. Key initiatives include fair trade action and enforcement, plus the traditional areas of member services and recruiting.

Workforce Development – recently added as a new and crucial strategic focus, this committee oversees the initiatives and activities of the Safety, Human Resources and Academic Engagement Teams and also reports to the Board. Their work focuses on developing tools and opportunities for members in the areas of worker safety, recruitment, retention and training, and educational outreach and engagement.

ET Seminar Committee

The ET Seminar Committee is made up of aluminum extrusion industry volunteers that are recruited for their knowledge and expertise in various aspects of the industry. The job of the committee is to organize, develop and direct the overall ET Seminar program. Most of the committee's work centers around recruiting authors, reviewing original technical papers and creating the ET Seminar program to help advance the aluminum extrusion industry's growth through the dissemination of knowledge, innovative technology, modern equipment capability and industry best practices. The committee also directs the ancillary components of the program, like the ET Expo and Extrusion Showcase, both of which highlight the latest aluminum extrusion technology and promote the value of aluminum and aluminum extrusion. The International Aluminum Extrusion Seminar and Exposition (ET Seminar) is held periodically, approximately every three-to-four years.