



## The Latest News from the Leading Designer and Producer of Zinc Die Casting Solutions



### China Tariffs – Are We Getting Closer to a Deal?

We were hoping that we might have a breaking news story for you on China tariffs when this issue of the Deco newsletter went to press but that big announcement does not look like it will materialize.

Based on the publications reports we are monitoring, it appears that we are getting closer to a deal with China, but there continues to be uncertainty and future concerns with foreign sourced material (quality and logistics) and the politics involved.

Read more here:

[\*Forbes: China Trade War Update: Does Anybody Know What's Going On?\*](#)

[\*NYT: Lighthizer Casts Doubts on China Trade Talks as 'Major Issues' Go Unresolved\*](#)

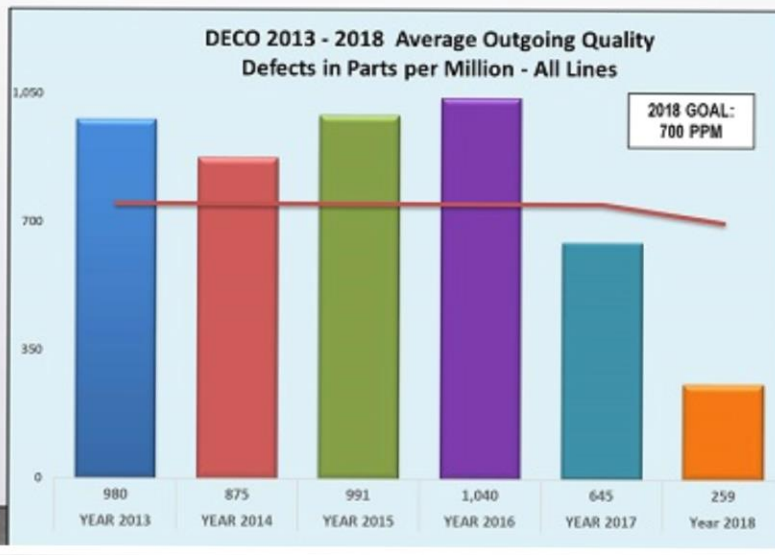
Regardless of the outcome and what the final agreement may look like, the high value Deco Products will always be Proudly Made in the USA!



### Deco Product Quality Keeps Getting Better and Better - and We Can Prove It!

Deco has always been known for the quality of the products it produces for customers. The Founders of our company were and are dedicated to creating a culture and mindset that strives for a “zero” defect goal for every job. This philosophy starts at the top and filters down to every Deco employee.

## Superior Quality



## Superior Quality Does Not Happen by Accident

In the past two years we've re-dedicated ourselves to this founding principle and the results have been more than gratifying. We've brought some new manufacturing capabilities "on line" which has allowed us to take advantage of efficiencies that were not available in the past. We also continue to emphasize how important it is to make sure we are really paying attention to details. As the old saying goes, that's where the "devil" lurks!

Take a look at this chart and you will see just how much positive progress we've made since 2013. Our efforts are paying off for our customers who understand that they can count on Deco Products.

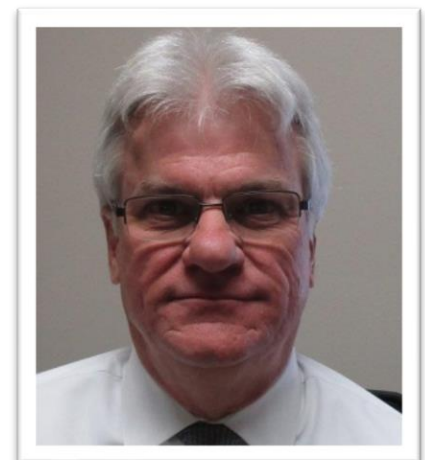
Here's a real eye-opener – ten years ago 10,000 PPM was a desirable goal!

## Introducing Deco's New Remote Sales Manager, Bill Barry

We are pleased to announce the hiring of Bill Barry as our remote Sales Manager.

Bill will office from North Central Illinois and will be responsible for on-site customer visits as well as traveling with and supporting our Manufacturing Representatives.

Bill brings 30 years of die casting sales experience to Deco.



[Connect with Bill and other members of the Deco sales team by visiting our Contact Information Page on our website here!](#)



## Meet Deco at these 2019 Trade Shows!

### Mark your calendars and plan a visit with Deco Experts onsite!

Deco Products is pleased to announce that we will be exhibiting at the following trade shows. We love seeing our friends and customers at these shows so please plan on stopping to say “hello” if you are in attendance.

Prior to each show, we will send more information to you on dates, booth location and what we will be featuring at the show. If you have a project that you would like to discuss, these shows are a great opportunity to review

specifications with skilled Deco personnel.

Looking forward to see some of you at these shows during 2019!

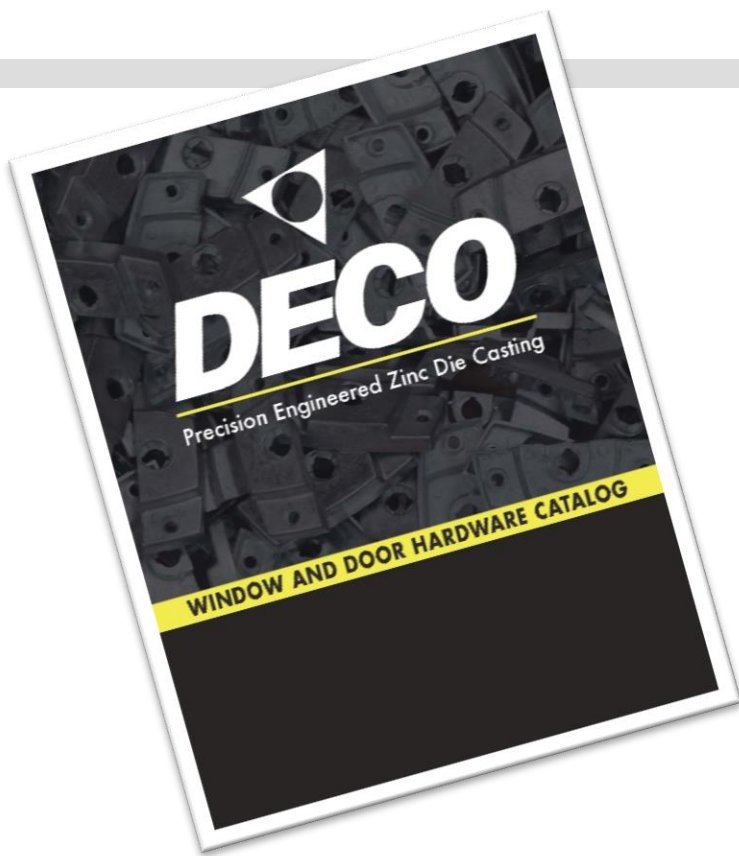
[Amcon-Cleveland, OH. September 17-18. Booth Number 106](#)

[D2P-Minneapolis, MN. June 5-6. Booth Number 123](#)

[D2P-Schaumburg, IL. May 8-9. Booth Number 111](#)

[D2P-Indianapolis, IN. November 6-7. \(Booth Details To Come!\)](#)





Access technical information on Deco products through our variety of catalogs, now available for download on our website.

[Click here to view the full range of publications and find the best option for you and your industry needs.](#)

Sign up to receive our e-newsletter!

Email [sales@decoprod.com](mailto:sales@decoprod.com) and request the latest updates and product information today !



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