Mold Technologies Division

Division of Society of Plastics Engineers

Volume 40, Issue 1, October 2018

Message from the Chair

Renee Nehls

SPE Mold Technologies Division Chair

Hello, Mold Technologies Division members. Welcome to the 2018-2019 SPE fiscal year. It is an honor to serve as this year's Chair of *your* division. It is going to be a fabulous year as we maintain the forward momentum set forth by all board members and the person who led the charge, Past Chair Brenda Clark. I wish to take this opportunity to thank Brenda for her unending quality leadership this past year. Brenda, a job well done.

As a specific industry, we are very aware of our skilled labor shortage. This hot topic prompts the question: Who will be designing and building the molds of our future? We hear about this issue, we talk about this issue and yet, what are we doing about it? What actions have you yourself and your organization taken? A challenge has been put forth to your board members this year. That challenge is, "How many young people's lives will you impact over the next 12 months?" What will be your involvement and contribution to an annual STEM competition? Will you be the organizer and lead guide of a plant tour? What will your presentation at a middle school and high school career fair be comprised of? I extend this challenge to you fellow division members. I encourage you to share your real-world approach to this nationwide issue. Please forward these approaches to myself, Renee Nehls (renee.nehls@outlook.com), and I will publicize this information within the upcoming newsletters. Talk is cheap; actions speak louder than words. At the end of this SPE year, how many young people's lives will *you* have impacted?

As the 2018-2019 school year is in full swing, your division's grant program is accepting applications. These grants are for programs/projects that will benefit the members of the Society of Plastics Engineers, the plastics industry and/or the general public. Please capitalize on this opportunity to submit a grant request form to be eligible for up to $2,500 to support these programs. Contact Greg Osborn (gosborn@synventive.com) for application specifics.

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Sponsor's Index

Association of German Tool and Moldmakers Tour

The Association of German Tool and Moldmakers (VDWF) was on tour of Canada and the USA while on their way to the IMTS 2018 in Chicago. They landed in Toronto and had visits with molders, mold makers, and stamping companies across Ontario, Canada and Michigan as well as some more relaxing stops at Niagara Falls. During their journey Hasco hosted the group to a tour of Wayne Gretzky Estates Winery & Distillery. David McDonald, Hasco TSE Ontario, and Jay Fidorra, Hasco TSE Northeast US and board member SPE-MTD, met the group and enjoyed the tour and made a presentation on Hasco brand values and provided them with some insights to the Canadian, USA, and Mexican markets.

The group enjoyed and informative tour of the distillery where they were shown and explained the distilling process and some of the finer points of tasting the premium Canadian Whiskey. Next the group enjoyed some of the finer wines of the Estate.

The Association of German Tool and Moldmakers (VDWF) eV was launched in 1992 by committed, pioneering companies in the industry. The reason for forming this association was the conviction that a growing number of tasks are better handled together, rather than by the majority of small and medium-sized enterprises alone, plus you have more fun together.

The main focus of VDWF is the strength of German tool and mold making. Small and medium-sized enterprises have received the most active support since the founding of the association in 1992, and have been strengthened for joint future tasks. VDWF does so by consolidating and representing the many interests of its member companies.

More information about the VDWF can be found at www.vdwf.de.

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- Plastics Environmental/ Sustainability
- Plastics Recycling
- Polymer Analysis
- Polymer Modifiers & Additives
- Product Design & Development
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- Thermoplastics Materials Foams
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- Vinyl Plastics

A full manuscript submission is required and will be due by October 19, 2018. Your paper will be published as part of the ANTEC 2019 proceedings.

FOR MORE INFORMATION PLEASE CONTACT:

Donna S. Davis
donna.s.davis@exxonmobil.com

Mark A. Spalding
maspalding@dow.com

Scott Marco
smarko@4spe.org

submit today at

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The R&D Tax Credit Encourages Innovation for Plastics Processors

By: Michael Devereux II, CPA, CMP

Plastics manufacturing is one of the largest manufacturing industries in the U.S. In this fast-growing market, plastics processors must stay competitive by staying abreast of tax incentives that make them more competitive in the global marketplace, such as the R&D tax credit.

About the R&D Tax Credit

Enacted in 1981 by the Economic Recovery Tax Act, the Credit for Increasing Research Activities [also known as the Research & Experimentation (R&E) or Research & Development (R&D) tax credit] rewards companies for the development or improvement of products, processes, techniques, formulas, inventions or software applications.

The R&D tax credit is a dollar-for-dollar credit against the taxpayer's federal income tax liability. Taxpayers may benefit from both the deduction in the year the expenditure is paid or incurred and by claiming the research tax credit.

Further, with the passage of the Protecting Americans from Tax Hikes Act of 2015 ("PATH Act"), plastics processors will be able to utilize their credits faster. The PATH Act allows eligible small businesses, defined as companies with average gross receipts of less than $50 million, to offset both regular and alternative minimum tax (AMT) liabilities in tax years beginning in 2016 and thereafter. Further, certain start-up companies, defined as qualified small businesses, are now able to offset the employer's portion of FICA payroll tax liabilities with research credits generated in tax years beginning in 2016 and thereafter. These two provisions have significantly expanded the number of companies able to monetize R&D tax credits.

In addition, approximately 35 states also have incentives for research and development, typically based upon the federal definition of research. The various state R&D tax incentives range from 1 percent to 24 percent of the eligible research expenditures, with some states requiring taxable income as a prerequisite for utilizing the credit and others refunding any unused credit to the taxpayer irrespective of the existence of taxable income. Each

state has its own requirements, and state credits are only eligible for research conducted within each respective state.

We have found that plastics processors consistently perform qualified research and development activities to further their business. This may include the development of new molds, attempts to reduce cycle time, investments in automation and experimentation related to the expansion of the technological means for processing and improving products.

How Can the Credit Benefit Plastics processors?

The credit is activity-based, and there are four basic requirements for an activity to qualify for the research tax credit. The following overview discusses the four requirements and how these activities apply to plastics processors.

1.) Development or improvement of a business component

For an activity to qualify, taxpayers must be developing a new business component or improving an existing business component that is held for sale, lease, or license, or used by the taxpayer in its trade or business. Business components are defined as products, processes, techniques, formulas, inventions or software applications. For plastics processors, common business components include the development of new molds, part-specific manufacturing processes and automation techniques – such as end-of-arm tooling.

2.) Eliminating uncertainty which is technological in nature

For an activity to qualify, the research must be undertaken for the purpose of eliminating technological uncertainty concerning the development or improvement of a business component. This uncertainty exists if the taxpayer is unsure about the capability, method or design of the business component. We have found that plastics processors regularly rely upon the engineering disciplines to eliminate uncertainty related to the appropriate design of the above-listed business components.

3.) Qualified purpose of research

For a research activity to qualify, the research must relate to new or improved functionality, performance, reliability or quality. We have found that plastics processors evaluate and experiment with all four qualified purposes on a regular basis.

4.) Process of experimentation

For an activity to qualify, a taxpayer must eliminate technological uncertainty by engaging in a process of experimentation. A process of experimentation is an evaluative process and should be capable of evaluating more than one alternative. Treasury regulations define a process of experimentation as modeling, simulation or systematic trial and error. This includes modeling new tooling or parts, moldflow analysis, and warpage/cooling experimentation.

Activities that may qualify for plastics processors include, but are not limited to:

- Development of alternative part designs to improve manufacturability
- Experimentation with wall thickness and rigidity
- Development of new injection molds
- Development of new pre-form or blow mold designs
- Development of processing alternatives with an emphasis on the following:
- Plastic Temperature

– Flow Rates
– Pressure
– Cooling Rate/Time
– Improving processes with gas injection technology
– Developing new automation techniques
– Improving production processes through new technology
– Qualifying Expenditures

While there are numerous expenditures that meet the definition of research, only three types of expenditures are allowed in calculating the R&D tax credit. These include wages paid for qualified services, supplies used in the conduct of research and contract research.

Wages paid for qualified services include wages paid for three types of activities performed by employees of the processor. These include engaging in qualified research, directly supporting qualified research and directly supervising qualified research. Therefore, qualified services are not limited to those services performed by the engineering department, but also include the services performed by the production and quality departments prior to the elimination of design uncertainty, as well as management oversight of the research efforts.

Moreover, plastics processors may also include supplies used in the conduct of research. Generally, taxpayers may include the costs of supplies and materials that are used in the conduct of research, regardless of whether the materials are part of the finished product. These expenditures are typically significant for plastics processors, as many times the first (and perhaps only) prototype or production mold the processor is producing is unique, novel, and involves numerous design alternatives. That is, the design uncertainty is still being eliminated at the time the tooling is being trialed.

Finally, taxpayers may include 65% of the amounts paid for contract research, which includes any amounts paid to third parties for research performed on the processor's behalf. Generally, these amounts may include expenditures related to moldflow analysis, cooling analysis or outside testing.

Taxpayer Favorable Treasury Regulations

Recent treasury regulations have helped clarify the nature and type of expenditures that may be classified as research expenditures. These treasury regulations, which were finalized in 2014, made two very important clarifications for plastics processors.

First, the new regulations clarified that it is irrelevant whether the results of a processor's research are sold to a customer or used in the business. That is, in the development of prototypes or new tools, a processor may eliminate design uncertainty through the production of a fully-functional pilot model/prototype/mold. Thus, the "prototype" used in experimentation may be the finished, fully-functional product or tool.

Second, the regulations clarified that only expenditures paid or incurred prior to the elimination of design uncertainty may qualify as research expenditures, putting the determination of whether an expenditure qualifies as research more on the timing of the expenditure, as opposed to the nature of the expenditure. That is, if the plastics processor is paying wages and incurring the cost of material in the production of prototype samples or the development of new tooling to eliminate the design uncertainty, those underlying expenditures may qualify for the research tax credit.

Conclusion

The R&D tax credit is one of the most beneficial tax incentives that U.S.-based plastics processors may utilize to reduce their income tax liabilities. Both quantitative and qualitative documentation is necessary to support these research credit claims, so plastics processors are best served by creating and maintaining the proper documentation to support such claims. Further, with the PATH Act and recent changes to treasury regulations, plastics processors are able to monetize greater research credits, thus allowing plastics processors to be more competitive in the global marketplace.

About the Author

Michael Devereux II, CPA, CMP is a partner and director of manufacturing, distribution and plastics industry services at Mueller Prost CPAs + Business Advisors. To find out if you qualify for the R&D credit or any other available incentives, contact Mike at mdevereux@muellerprost.com.

Standardization of Mold Base and Components

Through the years there have been many companies offering standardization of mold base assemblies and certain mold action components. The true standardization of mold bases and components began at HASCO in 1924. Hugo Hasenclever, a goldsmith and engraver, was forming tools that were each unique and with his son, Rolf started to think about efficiency and simplicity. This uniqueness did not take into consideration the need for ease of serviceability. Standardization – it is all around us now in every aspect of life with these innovations bring simplicity into mold manufacturing. The beginning in 1930 was to produce a line of moldmaking standards for the plastics industry. Mold plate assemblies that fit between the molding machine tie bars or Euromap sizing was patent worldwide in 1960. HASCO is the leading global supplier for metric mold base plates and components.

What are the advantages of mold base and component standardization?

Standardization of mold base plates and assemblies' one advantage is in ordering quickly off the shelf items. Mold designers and mold builders can use this concept further the same way with the many mold action components required to make the mold design function. Standardization of mold components will also make it easier to order quickly off the shelf for initial build and into the future with maintenance and repairs. Standard mold components also have standard available spare parts. Your supplier will have on hand a spare parts catalog, or at least a product break up showing available spare parts on the shelf.

What should a mold design specification document contain? Why should we have one?

When designing any cold runner, hot runner, 3-plate, or combination mold assembly specifications are important for clarity. This documentation starts in the hands of the plant owner, OEM and mold designer to create a plan together. For items required in each mold assembly, from the top clamp down through to the bottom clamp plate and everything in between, required to produce the final molded article. Items such as sprue bushings, ejector pins, guided

Mold design specification check list document.

ejection, plate guidance like side locks and latch sequences, to special actions like slides, collapsible or threaded cores, lifters, and 2 stage ejection, the standards will help to save time and money. Having an in house mold design specification check list document will assist your mold designers, mold builders as well as your suppliers. This documentation should highlight all sections for the mold design from injection to ejection. It can even go as far as to state how certain size molds are to be designed for certain repeat customer requirements. Standardization is key for every step of the process and every location required to have a hand at making the project go as smoothly as planned. These documents are to be considered “live” documents and should be checked and updated frequently. New products are coming to the market every day in all aspects of mold build and molding. Keeping your specification documentation up to date will help keep your mold assemblies up to date as well. The documentation when first created will be the guideline for all projects and keep as the corporate standard for projects. The documentation will also be tailored for each individual project and keep with that project portfolio. The document should be tailored by the mold builder and customer and should be maintained where the mold is finally in process or stored. The mold can also hold a copy of this documentation along with process information, and a bill of materials on the newest mold component the mold memory USB stick that is easily mounted in a plate or rail within the mold. The documentation can be updated at any maintenance or repair schedule, while the main corporate documentation should be reviewed either yearly or bi-yearly.

Why use a mold design specification document?

HASCO has such a check list document to assist with this standardization for mold deign and mold build that even extends into processing. The “Specifications for Injection Molds” allows the user to “check” off standard requirements for every aspect of the mold design and mold build right down to the specific material and coating for each component used in the mold build.

In mold design and build today the metric mold plates and metric mold components are 99% of the supplied mold assemblies in the world. This amount of product use in the industry has allowed the metric parts to be much lower in cost than the imperial or inch equivalent parts while allowing the quality to remain at the highest standard. This is why HASCO made the change over to mostly metric mold plate and metric mold components back in 2008.

For example you are designing a standard 4 cavity mold for one customer and another customer contacts you with a similar 4 cavity design. Both mold bases will have the same size, standard components, but the cavity and core will change. You can save valuable time and effort by designing the first mold, creating a specification check list, and only making cavity and core changes between the two individual mold builds. The specification list will assist with future mold designs and builds, with another advantage of making the bill of materials and ordering a breeze.

How can standardizations and design flexibility work together?

Designing a standard mold base for instance, you have an A-series mold. A-series molds have top clamp plate, A plate, B plate, support plate, ejector plates, ejector rails and bottom clamp plate. Your first standardization! This is the HASCO way of thinking for mold base plate assembly. HASCO takes this to a higher level. With HASCO mold plates you can specify from the top clamp plate to the bottom clamp plate in an A-series, B-series, stripper series, single floating and multiple floating plate assemblies with ease. Basically any mold plate combination is easier build up to specify from the beginning of your project. This is why there are some items not included as a standard from the start. These are the return pins, guided ejection and some center holes and parts. These items when left out of the original standard, allow designers much more flexibility of design. Design flexibility for water-line inlet and outlets, return pins with spring pockets fully enclosed into the mold plates (no more springs breaking through the side of the mold base) to name just a few. You see where I'm going with this now.

From there you start to add in what you need to have the mold function to properly manufacture the current molded product design. Will it need clean room coatings? guided ejection? side locks? date stamps? ejector pins or blades? etc. Your second, third, fourth and so on standardizations! Any component within your design can be standardized. Even down to the ejector pin anti rotation or keyed feature as a standard item. With standards the end user will also not have to worry about "special" items at mold preventative maintenance or mold repair intervals. This will allow the end user to get back to production faster, easier and more economically.

Remember this standardization is also not limited to only one customer, or one mold design. The standards can be tailored to your specific company requirements across the board and kept as a guide for future employees and projects. Small and large projects can be covered within the same standards.

While not every mold can be fully standardized should "special" items be required they can also be documented so the end user is fully aware of any extra lead time requirements that will have to be scheduled with special manufacturing time. The thinking and concept is still also possible with the proper documentation specification including "special" notes. This allows for standardizations while still having design flexibility.

Message from the Chair

(continued from page 1)

I wish to take another opportunity to thank our Mold Technologies Division newsletter editor, Clare Goldsberry, for her years of service on the board and her wearisome efforts fabricating the division's newsletter. Clare, your charm and wit will be missed by all. All division members please note, the division is actively seeking a newsletter editor. Interested parties please contact myself, Renee Nehls (renee.nehls@outlook.com), by November 15th. I look forward to an overwhelming amount of responses!

Detroit SPE Names Outstanding Member of 2018

On Monday, September 10, at a special ceremony held during IMTS in Chicago, the Society of Plastics Engineers (SPE) Detroit Section named my friend, Wayne Hertlein, as its Outstanding Member of 2018. When he heard that he was to receive the honor, he asked me to assist him by writing his biography for the awards program. Having known Wayne for many years and as I currently serve on the board of directors of the SPE Mold Technologies Division with him, I felt privileged to oblige. I am honored to have the opportunity to share it here today and would welcome comments, anecdotes and congratulations for Wayne from his colleagues.

Wayne M. Hertlein has been an active and dedicated SPE & SME member since 1981. He currently serves on the boards of directors of the SPE Mold Technologies Division (formerly the Mold Making and Mold Design Division) as its treasurer and historian and the SPE Detroit Section of which he is Immediate Past President. In fact, in the Section's history, he is only the second person to hold the position of president for two years. In addition, he served as Chair of the Mold Technologies Division in 2003 and from 2010 to 2012. Wayne was named an Honored Service Member of SPE in 2006. Other leadership positions include chairmanship of the SME's Plastics Tooling and Mold Design Tech Group, SME Senior Member since 1987, Advisor to the Plastics Industrial Advisory Committee at Ferris State University since 2005 and serving as an editorial advisory board member for MoldMaking Technology Magazine from 2005 to 2008 and from 2012 to 2016.

A native Chicagoan, you could say Wayne was born destined to work in the manufacturing industry. In his own words, he describes early signs of the career he would later pursue: "From an early age I enjoyed making things and taking things apart to see what made them work. My uncle made me a tool box with carpenter tools when I was about six years old. He would give me wood when we went to visit him, and I would sit there and saw, cut and hammer all day long. My father was a machinist and we always had tools around the house. When I was nine he gave me my first micrometer and

taught me how to read it."

Wayne began his career in 1976 at Armin Tool & Mfg. Co. (Elgin, Illinois) as an apprentice moldmaker and trained at the Tool and Die Institute in Park Ridge, Illinois. From then on, he demonstrated a passion for the industry and a desire to learn and lead. Upon receiving his journeyman moldmaker and mold designer certificates in 1979, he was also named Apprentice Moldmaker of the Year by the Institute and the perfect attendance award. He then worked full-time at Armin and part-time as an instructor assisting Henry Tschappat, then head of the Plastics Department at Elgin Community Col-

SPE MOLD TECHNOLOGIES

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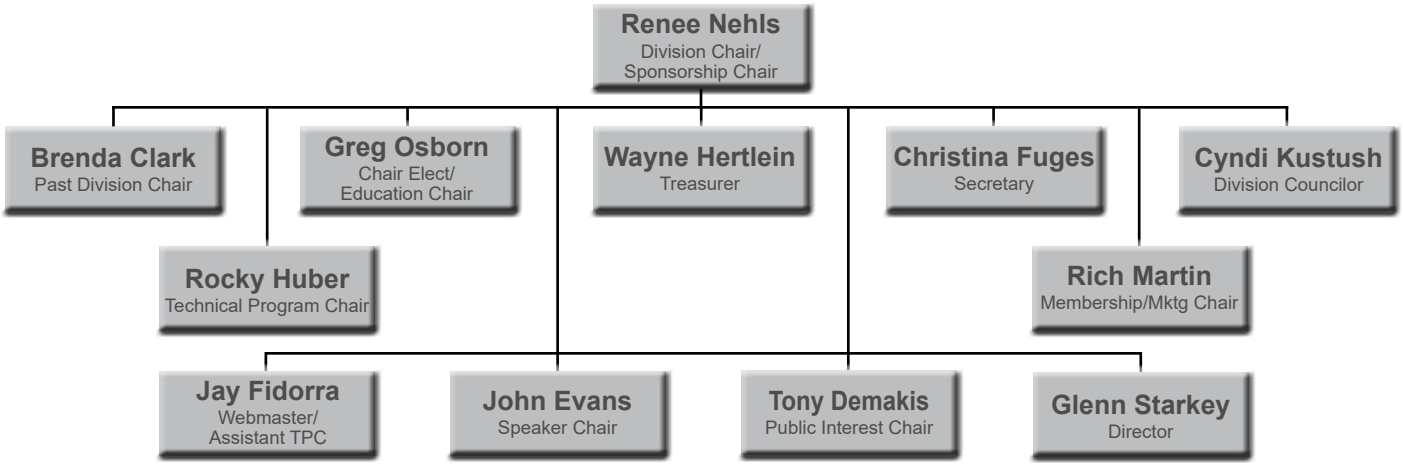

OUR MISSION

"To be the leading industry resource for technical information to advance plastic mold engineering technologies, while fostering industry growth, education and leadership."

CONTACT INFORMATION

Renee Nehls
Division Chair
Sponsorship Chair
renee.nehls@outlook.com

Brenda Clark
Past Division Chair
HASCO
bclark@hasco.com

Greg Osborn
Chair Elect/Education Chair
Synventive Molding Solutions
gosborn@synventive.com

Wayne Hertlein
Treasurer
Letica Corporation
whertlein@letica.com

Christina Fuges
Secretary
MoldMaking Technology Magazine
cfuges@gardnerweb.com

Cynthia Kustush
Division Councilor
MoldMaking Technology Magazine
CKustush@gardnerweb.com

Rocky Huber
Technical Program Chair
Ivanhoe Tool & Die
rocky.huber@dzynsource.com

Rich Martin
Membership/Marketing Chair
Eimo Technologies
rich.martin@eimotech.com

Jay Fidorra
Webmaster/Assistant Technical Program Chair
HASCO
fidorrajc@aol.com

John Evans
Speaker Chair
Prism Plastics
jevans@prismplastics.com

Tony Demakis
Public Interest Chair
Alliance Laser Sales
Tony@AllianceLaserSales.com

Glenn Starkey
Director
Progressive Components
Glenn.Starkey@procomps.com

lege in Elgin, Illinois, until 1982. There, he helped set up and operate plastics laboratory equipment, lectured in Moldmaking and toolmaking, and tutored handicapped and international students in plastics. Later, he also led the establishment of the Henry Tschappat Memorial Leadership Award Endowment at Ferris State University in 2004, followed by the Frank Marra Memorial Endowment in 2005.

In 1987, Wayne earned an Associates in Applied Sciences, Plastics, degree with honors from the Kalamazoo Valley Community College in Kalamazoo, Michigan. Even today, Wayne continues his pursuit of plastics industry knowledge. He is a senior earning a Bachelor of Science in Engineering Technology, with a plastics emphasis, at Lawrence Technological University in Southfield, Michigan, and currently works as Tooling Manager at RPC/Superfos, Letica Corporation in Rochester Michigan. The previous roles Wayne has held at various leading manufacturing companies are many, but in every case he has enjoyed the opportunity to apply his knowledge of plastics materials, steel and mold construction materials, processing and engineering and also product design and development. A rich career indeed.

Wayne resides in Mount Clemens, Michigan, with his wife Elizabeth. In keeping with his quest for knowledge, a hobby he enjoys is collecting, updating and maintaining his library, which comprises more than 8,000 textbooks and other documents relevant to the plastics engineering industry. He also spends his free time enjoying new experiences like supporting youth programs to get young people interested in manufacturing, engineering and moldmaking. He attends the Makers Faire every year and the Future City Competition hosted by the Engineering Society of Detroit (for the past eight years as a judge). He says he is still a kid at heart, visiting aerospace museums, the Henry Ford Museum, art museums and so on, whenever he has the chance.

Speaking of kids, one of Wayne's favorite experiences as an SPE Detroit Section member has been his participation in the annual Christmas Toy Distribution project which, for each of its 18 years, has provided between 60,000 to 80,000 plastic toys to needy children in partnership with American Plastic

Wayne Hertlein accepting the 2018 Outstanding Member Award–SPE Detroit Section from Eve Vitale, President, SPE Detroit.

Toys Inc. As the Section's 75th president, he says he was privileged to see the millionth toy donated.

I asked Wayne how it feels to be honored by his fellow SPE Detroit Section members and he replied, "It was truly an honor to be recognized as the 2018 Outstanding Member. The past two years were very rewarding and one of the highlights of my career. I could not have done this without the help and support of my Detroit Section board of directors." And then he added: "It is still hard to believe that 42 years have passed from when I started my apprenticeship at Armin Tool."

Eve Vitale is co-owner of Series One LLC, a engineering consulting firm specializing in serving the plastics industry, and now president of SPE Detroit. She presented Wayne with the award. I asked Eve to share her thoughts about Wayne and without hesitation, this is what she told me: "The Detroit Section is the birthplace of SPE. It started 76 years ago in response to the changes foreseen in the automotive industry relating to polymeric materials, also known as plastics. Detroit SPE is a hardworking and driven bunch. Through our efforts we have contributed over $1,200,000 for plastics education, scholarships, and grants in the last 20 years. Our efforts to support the plastics industry, which is the third largest manufacturing sector in the U.S., drives us to excellence in conference planning and execution as well as community service. Which brings me to Wayne Hertlein.

"Wayne Hertlein is a gentle and wise leader and Detroit SPE flourished under his direction. I believe his two-year term was a first in our 76 years and there wasn't a moment's hesitation in appointing him for a second term when the president-elect was unable to fulfill his duties. I inadvertently was put on the leadership path at Detroit SPE, but that's another story. I needed advice, mentoring, and a strong shoulder as I prepared for my presidency. Wayne's depth of experience in our industry as well as societies that promote our industry was invaluable to me personally and to our membership at large. I could go on and on about his professional and volunteer experience that has made him the man he is, but what I would like to share with your readers is that not only is he a subject matter expert, volunteer, and leader, he is also a kind gentleman—something you don't encounter every day. I appreciate that the most!"

I guess it is true that when you genuinely love what you do in your career, time passes enjoyably and you never really "work" a day in your life. That is Wayne's gift—to himself and to our industry. Congratulations, Wayne.

SPE Mold Technologies Division
August 16, 2018 Meeting Minutes

	Present	Absent		Present	Absent
Renee Nehls, Chair	X		**Rocky Huber**	X	
Brenda Clark	X		**Cyndi Kustush**		X
Tony Demakis	X		**Richard Martin**	X	
John Evans	X		**Greg Osborn**	X	
Jay Fidorra		X	**Glenn Starkey**	X	
Christina Fuges	X		**Kathy Schacht-SPEHQ**	X	
Wayne Hertlein	X				

Chair Report – Renee Nehls

- Called to order at 3:06pm CST and welcome comments
- Stefan Hauke of Messe Stuttgart presented about the Moulding Expo May 2019 (he is located in the U.S.) and a possible partnership with MTD
  - Stuttgart Germany is the cradle of automotive with Daimler, Porsche and Bosch
  - 2018 event had 760 exhibitors in 4 halls; 39% exhibitors are moldmakers; 27% international exhibitors; 29% of attendees from mold and tool making
  - Target for 2019: 800 exhibitors and 15,000 attendees;11 “country pavilions” including USA, which is being developed by Messe Stuttgart (not AMBA); there will also be several co-located automotive events
  - He noted that CAMM is a partner association
- Messe will provide SPE MTD with a booth in the USA Pavilion in exchange for promotion. No monetary sponsorships.
- Need to define promotion expectation and determine if Messe Stuttgart is looking for SPE National or SPE MTD support.
- For example, Messe Stuttgart uses SPE or SPE MTD logo to show its support; SPE MTD does eblasts, ads, etc.
- Brenda is putting together a plan with interested parties, and will distribute to Board for feedback. Then she will present it to the Board for a vote.
- By next board meeting board members to identify what they each will to do in the next 12 months with regards to impacting the next generation.
- Rocky is planning to do a plant tour with a local school; Hasco is working with a local SPE chapter and local community colleges this fall;

Chair Elect Report – Richard Martin

- Pinnacle Awards: https://www.4spe.org/i4a/pages/index.cfm?pageID=3582
- All board members to participate and are encouraged to take a look at requirements at this link.

Secretary Report – Christina Fuges

- June19, 2018 minutes were approved on July 6, 2018.

Treasurer Report – Wayne Hertlein

Accounts

- Checking
  - 07/31/18 Balance $25,547.25
  - 08/12/18 ITQ Deposit $39,975.59
  - Total: $65,522.84
- Investment Accounts
  - Acc # Renewal Amount Maturity
  - 8347 09/18/18 $10,356.89 13 Months
  - 3592 10/18/18 $10,328.38 11 Months
  - 3600 02/18/20 $10,565.37 18 Months
  - 3618 04/18/21 $27,337.27 35 Months
  - 3626 10/18/18 $31,132.05 4 Years
  - Total: $89,719.96
  - Mold Technologies Div Total $155,242.80
- ITQ Foundation Summary
  - *Michigan Department of Treasury*
  - 09/02/15 Balance $536.99 Total: $ 536.99
- Investment Account
  - Acc # Renewal Amount Maturity
  - 6529 Account Closed – Unable to renew CD; Money transferred to MTD account

  ITQ Foundation Total $536.99
  - Mold Technologies Div Net Worth $155,779.79

Proposed 2019 Budget

- Running a negative budget.
  - Total Income: $7,000
  - Total Funds Available: $7,000
  - Total Expenses: $24,3000
  - Ending Balance: $17,300
  - Savings account: $89,719.96
- Brenda requested $500-$1000 for line item 21, Educational Programs SPE Foundation
- Renee noted line item 9, Newsletter Ads/Sponsorship needs to be adjusted to $6000.
- Board must review budget and provide comment to Wayne by August 30, 2018.

Mini Tech / TPC Chair Report – Rocky Huber & Jay Fidorra

- IMTech (Akron, OH November 6-8, 2018) was cancelled, so Division participation cancelled.
- Donna Davis passed lead to Rocky from Refrac Systems on a 3D printing paper for ANTEC.
- Brenda will pass all IMTech presenters to Rocky for ANTEC consideration.

Technical Tour – Greg & Glenn

- Greg is running an idea by Glenn before presenting to the Board.

Councilor Report – Cyndi Kustush

- Cyndi is attending the next Council Meeting in South Carolina September 21-23, 2018.
- SPE HQ liability insurance – Cyndi reported that SPE HQ has personal liability insurance on people that work for SPE HQ as volunteers or staff. Covered members include those that serve on SIG Boards, EB, Councilors (in their roles as Councilors), Society Committee members etc. In 2015 or so, Sections/Divisions were told that volunteers for Sections and Divisions, including Section and Division Boards, are covered on the same HQ policy, that statement is NOT true. In other words, section and division boards of directors and those that work or volunteer for sections and divisions

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are NOT covered by SPEs HQ personal liability insurance policy. The fundamental reason is that Sections/Divisions are separate legal entities vs. HQ. SPE HQ is looking into this further, hoping to find some solution that will be affordable and appropriate for all sections and divisions. Cyndi recommends waiting until after Council in September on the chance there would be an update or solution offered.

Membership Chair Report – Richard Martin

- 576 current members globally (399 U.S.; 174 international).
- Rich will provide a full update when his computer is functioning.

Sponsorship Chair Report – Renee Nehls

Sponsorship 2018-2019 Status

- Received
  - Hasco Gold $1,250
  - Progressive Gold $1,250
  - Progressive (Mold Designer of the Year) $500
  - Boride (New) Silver $625
  - Total = $3,625
- Invoiced
  - DME (New) Platinum $2,500
  - DME (Moldmaker of the Year) $500
  - Prism Bronze $250
  - WI Engraving Bronze $250
  - Total = $3,500

Newsletter Editor Report – Open Position

- Deadline is December 1st to fill position.
- Editorial content needed for next newsletter by mid-September.
- Renee, Brenda and Rocky will organize content for this edition.
- Ideas:
  - Publish ANTEC presentations in upcoming newsletters depending on length.
  - Rocky will approach speakers for papers for approval and/or to shorten the paper or turn PPTs into short papers
  - Renee and Rocky will work together to get copy/graphics to Eileen.
  - Need to get ad copy to Eileen also.

Awards Chair Report – Wayne Hertlein

- Forward any Mold Maker of the Year and Mold Designer of the Year candidates to Wayne.
- Wayne working with Glenn Starkey to identify eligible people for Fellows and HSM.

- Wayne and Glenn Beall are working on history update, which coincides with 40th anniversary of division.

Education Chair Report – Greg Osborn

Grants

- Last year we had a hard time getting colleges interested, so Greg suggests targeting high schools too with a few $500 scholarships (up to $2500)
- Schools would then have a mold shop speak to the students along with showing the MoldMaking Matters Video produced by MMT.
- Wayne also suggests extending grants to trade schools that are teaching moldmaking.
- As per Brenda, Clemson and Blue Ridge College are interested in grant money and will reach out to them again.
- Greg is drafting 2018-2019 school year grant letter in September, which he'll send to the board for them to push out and promote.

Memorial Scholarship

- Do we want to do a memorial scholarship again for someone deceased or retired (does not have to be SPE member, but just needs to give back to the industry). Renee suggests Glenn Beall.
- Deadline for submissions for Memorial Scholarship to get name added to grant letter is September 21st.

Marketing Chair Report – Tony Demakis & Jay Fidorra

- The quote for MTD booth display update to the new 2018 logos is $839.79, which was submitted to Sue Wojnicki. Sue is awaiting official artwork from Rich to grant final approval.
- SPE national will cover cost. Rich will talk to Sue about invoicing national directly (not SPE MTD).

New Business

- Renee brought up memorial donations regarding Clare's mother and Glenn's father. Brenda recommended $100 each, and Rich made a motion, Greg seconded the motion to donate $100.00 in Clare's mother's name (to Education Foundation) and Glenn's father's name (TBD-Renee to contact Glenn). All in favor.
- Brenda and Renee will send an email to Wayne on how to make out checks and where to send them, respectively.
- Renee asked John Evans, new board member attending his first board meeting, to think about membership or newsletter positions or other ways to participate on board.

Next Meeting

10-18-2018

Adjournment

- Wayne made motion to adjourn, Christina seconded, all in favor; meeting adjourned at 4:44 pm CST

ATTENTION
MEMBERS OF SPE MTD

The Division Chair is asking that you send your news about new products, your company news, and anything that would be of interest to the members of our Mold Technologies Division. Please forward these news items at any time to renee.nehls@outlook.com. Thank you!

Newsletter Sponsorship

The SPE Mold Technologies Division Newsletter is now issued four times a year, with readership composed of individuals involved in all aspects of the mold making industry. These issues are made possible through the support of sponsors shown in this Newsletter. SPE Mold Technologies Division thanks these sponsors for their generosity and encouragement in the publishing of our Newsletter.
For information on sponsorship of future issues, please contact:

Renee Nehls, Division Chair & Sponsorship Chair
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Publication Release Dates

Fall Issue
October 2018

Winter Issue
January 2019

Spring Issue
March 2019

Summer Issue
June 2019

SPONSORSHIP INFO 2018-2019

Platinum ($2500/year) — Ad Specs: 9.75" H x 7.25" W

- Full page color ad in quarterly newsletter for one year circulated to members and distributed at SPE MTD events
- First right of refusal to a tabletop at Technical Tours to educate participants on new technologies/strategies
- Opportunity to submit a technical article for publication in newsletter
- Company logo on signage in MTD booth at AmeriMold
- Company logo on signage at ANTEC
- Company logo displayed at SPE events

Gold ($1250/year) — Ad Specs: 4.75" H x 7.25" W

- Half page color ad in quarterly newsletter for one year circulated to members and distributed at SPE MTD events
- First right of refusal to a tabletop at Technical Tours to educate participants on new technologies/strategies
- Opportunity to submit a technical article for publication in newsletter
- Company logo on signage in MTD booth at AmeriMold
- Company logo on signage at ANTEC
- Company logo displayed at SPE events

Silver ($625/year) — Ad Specs: 4.75" H x 3.5" W

- Quarter page color ad in quarterly newsletter for one year circulated to members and distributed at SPE MTD events
- First right of refusal to a tabletop at Technical Tours to educate participants on new technologies/strategies
- Opportunity to submit a technical article for publication in newsletter
- Company logo displayed at SPE events

Bronze ($250/year) — Ad Specs: 2" H x 3.5" W

- Business card size ad in quarterly newsletter for one year circulated to members and distributed at SPE MTD events
- Company logo displayed at SPE events

Preferred File Format: Electronic (PDF, TIFF, BMP or PNG)