



Mold Technologies Division

Division of Society of Plastics Engineers

Volume 41, Issue 2-3, Winter/Spring 2020

Message from the Chair

Hello fellow division members,

With ANTEC 2020 being cancelled as an in person event we are excited to be a part of the first ever ANTEC virtual event. ANTEC will proceed with a virtual event giving even more people a chance to attend online and be a part of this great opportunity to learn about new technologies in the plastics industry. With great topics ranging from new mold steels to submicron texturing we are sure to have a great learning session for those signing on. For more details on how to participate in this first ever virtual ANTEC please visit www.4spe.org.

Our division is also excited to announce that we will once again be on display in June for Amerimold in Novi, Michigan this year. It is during Amerimold that our division presents the Mold Maker and Mold Designer of the year awards. If you haven't nominated your favorite MM or MD yet please check out our website www.mtd4spe.org for more information on the forms for nomination. As stated in the last letter from the editor, our mission is "To be the leading industry resource for technical information to advance plastic mold engineering technologies, while fostering industry growth, education, and leadership". I am pleased to announce that we have few exciting events in the works for this year to fulfill this mission statement. Be on the look out for more details as the spring and summer months approach.



Greg Osborn

SPE Mold Technologies Division Chair

Greg Osborn

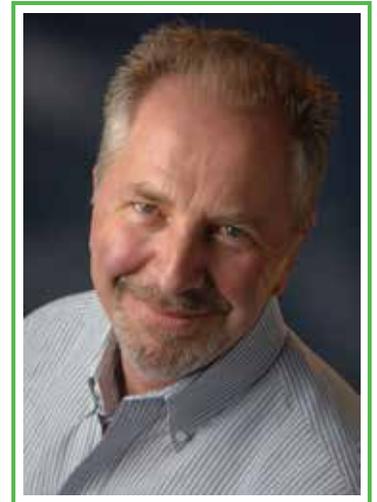
Editor's Commentary - Giving to Grow

What is one of the most long-term impactful things a modern tool shop can do to stimulate interest in manufacturing careers? Direct involvement with your area educational institutions is a popular choice. Participating in career fairs and hosting plant tours for students and teachers should be and likely already is on everyone's to-do list. Sponsoring local robotics club(s) at the middle school and high school level is certainly a commendable action. Scholarships are an obvious consideration – identifying and directly supporting worthy young talent provides a tangible asset to the recipient and their family.

I encourage you to consider an addition to the support mechanisms sited above – one that is more costly at the outset but will provide many years of returns – equipment donations. One of the critical keys to student success, along with a remarkable teacher, is access to appropriate tools and equipment. Have you ever donated a used or a new machine to your local high school or tech school? While costly, few other acts of benevolence carry as much weight. The donation of a machining center creates a learning tool that will be on the job for many years and can potentially help hundreds of young adults seeking to try their hand and minds at the trades. The donation of your shop's time in setting up the equipment and providing best practices for its safe, efficient and effective use helps create a higher level of performance for the teacher and the student.

For educational institutions, when funding is available for additional equipment, making that selection with the benefit of hands-on industry insight is an important factor. Have you and your team established that type of relationship with your local shop teachers? Have they been invited to your facility to discuss current machining technologies, interfaces and integration considerations? You can provide exceptional value to the school by lending an industry insight as they choose where to make their investment.

The ideal scenario for the graduating student and our industry is when that student has a solid understanding of the critical machining/equipment technologies (subtractive and additive) they will use to enable their employers and their customers to make money. If you can be generous, consider a donation of new equipment. If you take meticulous care of your gear (you're a toolmaker, of course, you do), the machines you are replacing will be well appreciated at the local high school and tech college. And your support in situating the equipment and helping the instructors fully understand how you make money using it is a significant investment in our business.



John Berg

SPE Mold Technologies Division
2018/2019 Newsletter Editor



John Berg

Sponsor's Index

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The Value of Social Media

John Berg, Director of Marketing - Alligator Holdings LLC

Does your shop have any active social media pages? If you do not, you are either under the impression that there is little value in them or you simply do not have the resources to successfully manage them. If you believe that there is no benefit, I urge you to reconsider. The appropriate use of social media channels is an effective way of communicating to and through your employees to reach your community and your industry.

Facebook, for example, is a great way for your employees to share successes and milestone achievements. For example, work anniversaries, birthdays, family growth, professional certification achievement, training completion, exemplary safety record, lowered scrap rates, process improvements, waste reduction and community involvement. Let's face it, there is likely good news to share or congratulations to bestow or achievements to laud nearly every week—certainly a few times each month. Posting on Facebook lets your immediate community know how good your team is. Posting on LinkedIn lets your industry and peer group know.

If you are on the hunt for fresh young talent, and who isn't, you will be judged in part by your social presence. Celebrate your celebrations on social

media – your success stories are inspiring. Let people know your company culture is more than words on paper. From now on, make certain someone in your shop is snapping a few pictures or capturing the moment on video so you can share it with all of your employees and their families and friends.

30 years ago, it would have been unthinkable for most any business not to be listed in the yellow pages. 20 years ago, a business without a website was considered old-fashioned and out of touch. 10 years ago, LinkedIn already had 70 million users and about 300 million users were regularly accessing Facebook through their smartphones. Social media isn't a fad or just for kids, it is a viable and very effective platform for information exchange.

If a lack of dedicated resources is holding you back, I urge you to designate or create the appropriate resources. That doesn't mean hiring a fulltime Facebook and Instagram guru. You likely have several people on your staff who have existing Facebook accounts. Creating and managing a business page is relatively quick and painless providing you have content. In the next issue of the SPE MTD Newsletter, we'll talk about the time investment required to have an effective social media site.

The Profit of Preventative Maintenance

Tony Demakis, President - Alliance Specialties and Laser Sales

Everything in your life worth something requires a bit of upkeep and maintenance to sustain its value and prevent failures from occurring. It really doesn't matter whether we are talking about relationships, the car you drive, your teeth, or even the garden in your back yard. So it should come as no surprise to realize that your molds need that same kind of attention to detail.

When it comes to molding parts, the belief is that you are only making money when your machines are running and actively producing parts. This fact leads to many companies running below their optimal productivity level. The idea that a slower release (production) time, or a few blank

shots is all right is counterproductive to the end goal and can easily be remedied.

To make sure we are all on the same page and for demonstration purposes, we are going to compare your molds to your teeth. For most people their teeth are extremely precious assets and the thought of replacing them is not an option, they are pretty critical for daily use, and necessary to eat, which means when there is a problem it can cause major issues. Most people know that they need to take care of their teeth if they want to have optimal health and happiness in the long term. They are careful about what they are eating trying not to damage their teeth. They



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brush and clean them at least once but preferably twice a day. Occasionally they floss to get the extra little tiny bits out and for the most part this is what they do on a day-to-day basis and it works, most of the time.

To be sure that you keep your teeth as long as possible, it is recommended by the American Dental Association to schedule a cleaning and a check up every 6 months. But why you may ask, I mean obviously you take care of your teeth on your own. Why is it necessary to take time out of your day, to be inconvenienced and pay money when there is no real problem? I mean, sure, really cold things hurt your teeth occasionally, and sometimes it hurts to chew on one side. You have 32 teeth, so who cares if one or two are not working correctly all the time, its still getting the job done. "Those things are to be expected, everyone has that."you might say. But what happens when it starts as a hidden cavity, then it goes to a root canal, and if untreated eventually you loose your tooth. Now you have a problem that most likely could have been avoided with a small inconvenience, minimal discomfort and a small fee. Instead you are looking at a possible emergency situation meaning multiple days, likely surgery and a very large bill. The same can be said with your molds.

So far we have talked a lot about teeth, but this is not an article about dentistry, so how does this apply to molds and the idea of mold maintenance. Just like your teeth can have corrosion and hidden problems that may be hard to spot, the same can be said for your molds. Molds are complex pieces of equipment, with inner workings that must be thoroughly maintained in order to meet their full potential. This means that all the cavities and cores need to be in good order, the

parting lines need to be sharp and unbroken, waterlines need to be clean and clear, mold maintenance needs to be precise and the mold should be well lubricated and ready to work, otherwise its like tooth with a minor cavity that can turn into a root canal.

A preventative mold maintenance schedule is the equivalent of your annual dental cleanings. It is the understanding that methodically planned minimal downtime to inspect, clean and correct is better than reduced production, inefficiency and potential failure. It has been proven that regularly scheduled maintenance programs, even with down time will boost your bottom line by improving efficiency, limiting waste parts, extending the tool life and shortening cycle times. Many molding plants today are settling with running at 70% part efficiency with shots taking longer than they should, coupled with partial cavitation. Most of these issues can be easily fixed, but because of the common narrative that if you are not running, you are not making money, the thought of being off-line is unacceptable.

A typical maintenance procedure would go like this:

1. A record book is created specifically for that mold. It will be used to document every single thing that happens from this time forward including; the date it came in, the processes that are done, if and any issues that may be found, how they were fixed, necessary replacement parts, and when it was finished. This allows the company to track the life cycle of mold, the individual cavities and to follow if it continually has the same issues and find a solution.
2. The mold is taken apart, deep cleaned and inspected for any problem areas.
3. If there are any broken or damaged compo-

nents, they can be repaired and or replaced per the customers approval to ensure optimal success.

4. Any necessary mold repair can be done, including laser welding, polishing and plating as per the customers approval
5. A complete breakdown and charting of mold components including; leader pins, bushings, side locks, etc. is recorded for periodic replacement.
6. Flushing and cleaning of water lines for improved cooling flow.
7. Grease, rewiring, and assembling for next part run.
8. Complete documentation and reporting complete with a recommended return.

Now looking at that list you may say, "That is a lot of stuff to get done, there is no way my operation can be down that long." You might be surprised to know that the average preventative maintenance service depending on the molding size, number of cavities and complexities can be completed in as little as 72 hours. Worst-case scenario, larger more complex molds with high cavitation can take up to two weeks. The relatively quick turnaround is because a scheduled process typically means that you

are working on molds with only minor issues and requiring minimal upkeep instead of full blown rebuild.

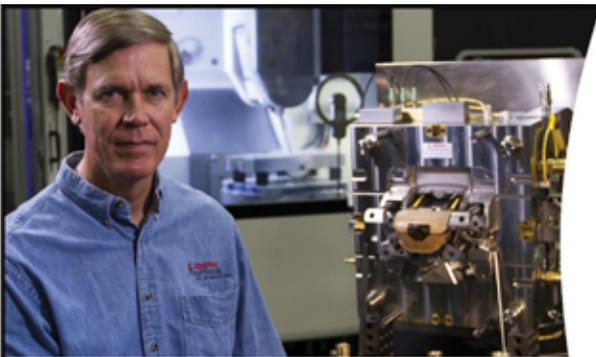
A Real World Example of Profit.

We stated earlier that preventative mold maintenance can increase your part production and ultimately improve your bottom line, which is what we are looking for, but how? In a recent real world example, our customer was running a 32 cavity unscrewing closure mold. It was at the end of its prescribed 4-month molding cycle only running 24 functioning cavities with a cycle time of 21 seconds. After a Preventative Maintenance Service all 32 cavities were running with a cycle time of 11.5 seconds. Now let's look deeper into the numbers.

Let's Run the Numbers.

Before the Preventative Maintenance Program

- 21 second cycles = 171 cycles per hour x 24 cavities = 4114 parts per hour
- 168 hours per week x 16 week production cycle = 2688 job hours
- 2688 run time hours x 4114 parts per hour = 11,058,432 parts per 16 week production cycle.
- \$.05 per piece x 11,058,432 parts per production cycle = \$552,921.6 per 16 week production schedule cycle.



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After the Preventative Maintenance Program

- 11.5 second cycles = 313 cycles per hour x 32 cavities = 10,016 parts per hour
- 168 hours per week x 16 week production cycle = 2688 job hours
- 2688 run time hours x 10,016 parts per hour = 26,923,008 parts per 16 week production cycle.
- \$.05 per piece x 26,923,008 parts per production cycle = \$1,346,150.4 per 16 week production schedule cycle.

The common fear is that if you are not running you are losing money. In this instance, complete mold downtime, including pick up and delivery, inspection, correction, repair and reassembly was 8 days or 192 hours. How does this affect the bottom line numbers? Lets break it down.

- 2688 run time hours – 192 PM hours = 2496 available run time hours.
- 2496 run time hours x 10,016 parts per hour = 24,999,936 parts per 16 week production cycle.
- \$.05 per piece x 24,999,936 parts per production cycle = \$1,249,996.8 per 16 week production schedule cycle.
- \$1,249,996.8 - \$13,440 (Total cost of this PM Service) = \$1,236,556.8 per 16 week production schedule cycle.

A Look at the Bottom-Line Numbers.

- **Before PM:** 24 cavity / 21 sec cycle time /16 weeks = \$552,921.60
- **After PM:** 32 cavity / 11.5 sec cycle time /16 weeks = \$1,249,996.80
- \$1,249,996.80 (32 cavity) - \$552,921.60 (24 cavity) = \$697,075.5 profit
- \$697,075.5 - \$13,440 Total PM costs = **\$683,635.50 total profit over 16 weeks.**

Once you break it all the way down in this way, it becomes very easy to see that any time you are running your mold at less than capacity, you are



The value of a well-staffed and properly trained and resourced Preventive Maintenance department cannot be over-sold. A formal procedure for the continuous monitoring, evaluation, cleaning and refurbishment (when required) is one of the soundest investments in the injection molding industry. The documentation of these activities is also a considerable benefit to future mold builds because the time a mold spends in the PM shop is secondary in value only to the time it spends in the injection molding machine. Photo courtesy of MOLDTRAX

losing money fast. By taking a proactive approach and purposefully limiting your down time, you are increasing productivity and putting more dollars in your pocket. Even better, you are able to maintain control of your timeline, manage expectations, keep your customer happy, surpass product demands, extend your tooling life and increase your profits. In the end isn't this what we are all looking for?

The Newsletter Editor 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 john.berg@alligatorcompanies.com. Thank you!

Diverting element for cooling mould inserts - compact and leakproof

The diverting element [Z9642/d1xa1](#), exclusively offered by HASCO, is intended for use primarily in injection moulds with assembled mould inserts and allows cost-efficient cooling circuits.

With its particularly flat and robust design, the diverting element is used especially where space is limited. It can be fitted in considerably thinner plates.

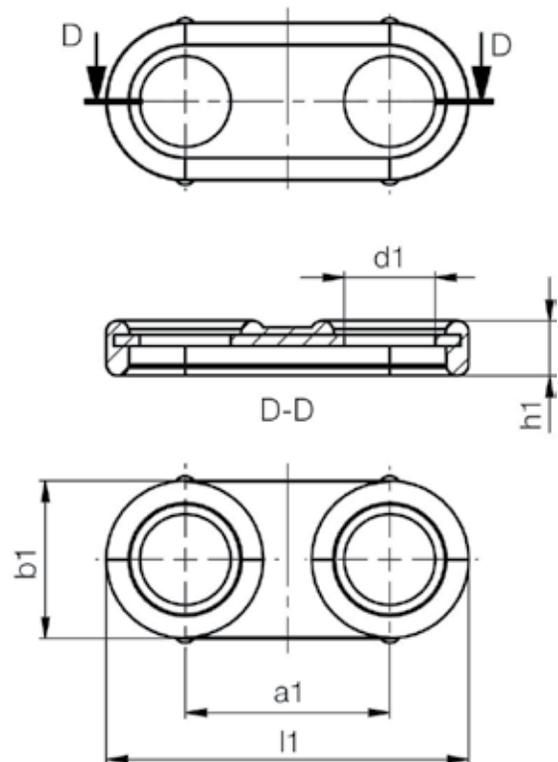
The special clamping-rib design stops the diverting element from becoming unintentionally loose. The sealing element, encapsulated in Viton, ensures a tight connection.

No pockets are necessary in the mould plates,



because the shallow recesses can be milled directly into the mould inserts.

Numerous sizes are available in the HASCO range, making it even easier for customers to implement their individual applications.



HASCO Linear needle guide unit Z073/b1xl2xl1

The new HASCO linear needle guide unit [Z073/b1xl2xl1](#) is used when maximum precision is required in the flat guiding of plates in injection moulding units and die-casting moulds.

A tight-fitting tolerance between the square centring guide and the circulating needle rolling ele-

ments in the guide retainer permits reliable and highly precise centring. HASCO is thus setting completely new standards in precision and rolling friction.

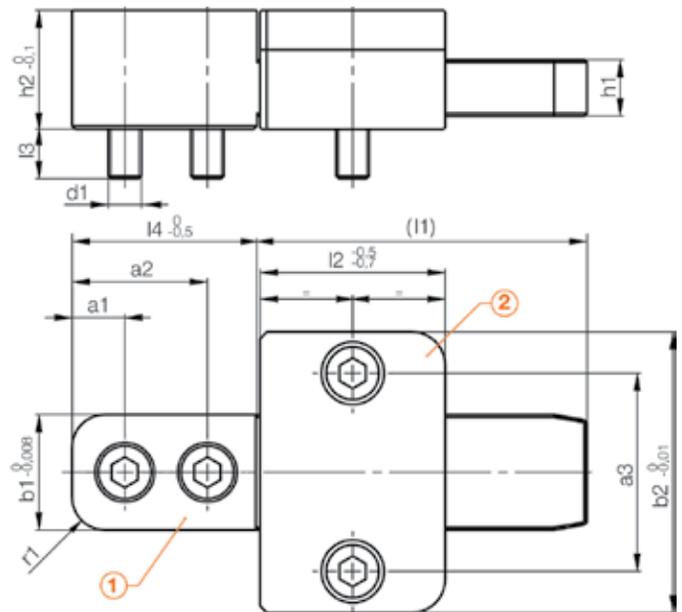
High-precision, flat guidance of injection moulding tools

This system, which is virtually free of play, en-

sures highly precise, flat guidance of components and is designed specifically for stripper plates. Circulating needles enable an unlimited stroke.

The guides are exceedingly low-wear on account of the rolling friction and the large contact surface of the needles with service temperatures of up to 200°C. The resulting long service life can be extended still further by using the high-performance lubricating spray Z261/n1.

In addition to the complete sub-assembly [Z073/b1x12x11](#), the square centring guide [Z073/b1x11](#) and linear needle guide unit [Z0732/b1x12](#) can be supplied separately.



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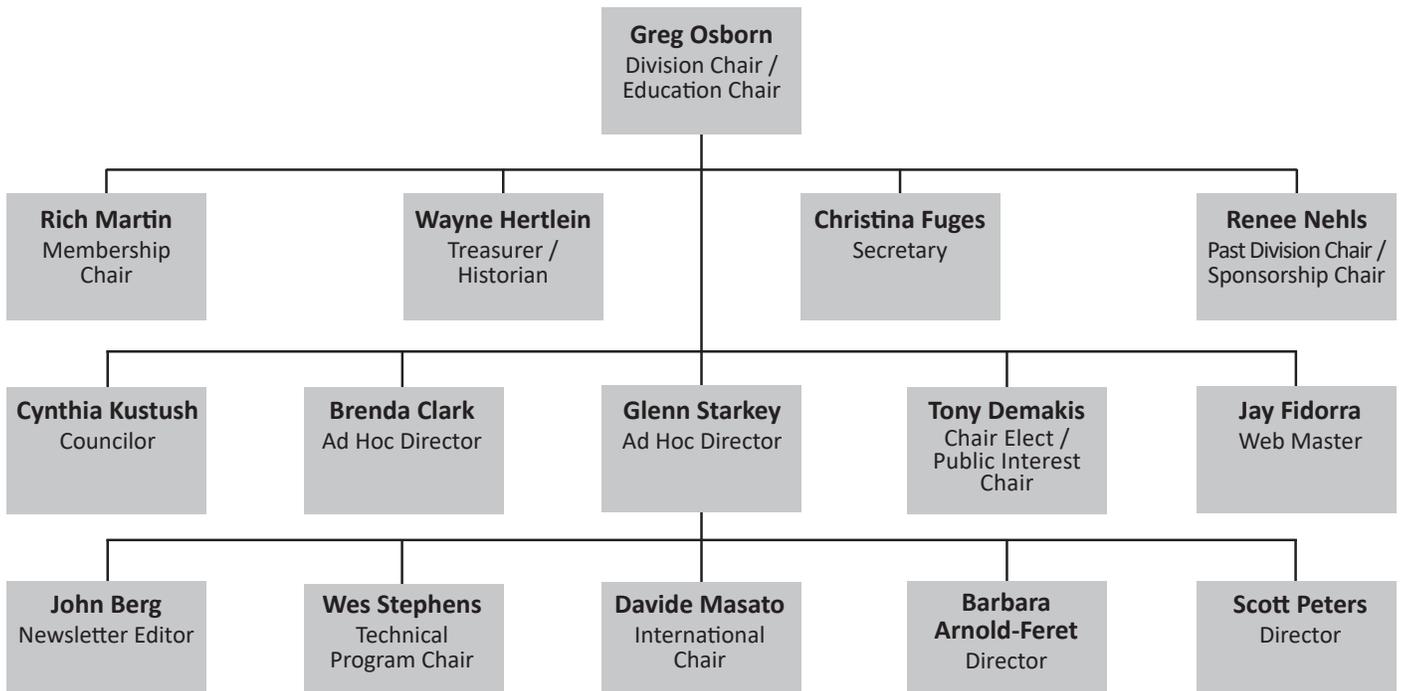
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Mold Technologies Division

2019 / 2020 BOARD OF DIRECTORS



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			Wes Stephens <i>Technical Program Chair</i> Fairway Injection Molds wes.stephens4@gmail.com

Board of Directors

SPE Mold Technologies Division

December 18, 2019

	Present	Absent	Excused		Present	Absent	Excused
Greg Osborn, Chair	X			Renee Nehls	X		
Scott Peters			X	Cyndi Kustush			X
Wayne Hertlein	X			Brenda Clark	X		
Tony Demakis	X			Christina Fuges	X		
Barbara Arnold-Feret			X	Wes Stephens	X		
Glenn Starkey	X			Davide Masato	X		
Jay Fiddora	X			John Berg	X		
Rich Martin			X	John Evans			X

3:06PM CST Greg made call motion to begin meeting and introduced new board members, Wes Stephens and Davide Masato.

Division Chair Report – Greg Osborn

- 2020 Initiatives
 - Division survey revealed interest in getting more exposure. For example, Greg and Tony revisited Tech Days on hot runners
- Chair Elect Report – Tony Demakis
No report

Division Secretary Report – Christina Fuges

- No minutes to approve.

Treasurer’s Report – Wayne Hertlein

- Checking: \$65,813.01
- Investment Accounts Total: \$90,346.06
- MTD Total: \$156,159.07
- MI Dept of Treasury Total: \$536.99
- ITQ Foundation Total: \$536.99
 - This is last year we are filing with IRS
- MTD Net Worth: \$156,696.06

Division Councilor Report – Scott Peters

- Greg confirming position status with Cyndi
- Summary of “Meeting of Society of Plastics Engineers Council and Council of the Whole 14 – 15 Nov 2019”

- The majority of the presentation focused on re-working SPE Governance to allow for a faster reaction to the market, to changes within the society and toward adding new Student Sections and/or Divisions, whether they be Special Interest Groups (SIGs) Divisions in Formation (DIFs) or full Divisions of the Society.
- Membership in decline
- 2020 plan: Plastics for Life competition with an International Award; Divisions/Sections need to provide additional revenue through Topical Conferencing – Regional Conferencing; Using the facilities at SPE Headquarters for Mini-Tech Conferences
- The SPE Foundation report was presented by Eve Vitale. The report highlighted the increase



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in the number of schools visited by the Plasti-Van, the number of students impacted by the program and the increases in Applications for Grants

- ANTEC:
 - Only the Technical Program Chair and Councilor will receive complimentary admission to ANTEC.
 - Board Members and Paper Reviewers will be able to register at a reduced rate of \$195.00 through 16-Dec-19. After that date there is a significant pricing increase.
 - Council will meet on Saturday and Sunday prior to the start of ANTEC and will complete in time for Sunday afternoon events.

Mini Tech Report/TPC Report – Wes Stephens ANTEC

- 6 papers; schedule to be determined
- Greg, Wes, Brenda, Renee and Davide are registered to attend.
- Joint program with Injection Molding Division TBD
- SPE MTD Booth
 - Greg connecting with (Chris Barry; headquarters) to get a complimentary booth
 - Need to schedule manning the booth
 - Renee made a motion to look into sponsoring the Injection Molding Division Reception co-sponsorship for \$500; Wayne seconded the motion; all said Aye
 - Sponsorship gets us:
 - ~ Specialty drink named after SPE MTD
 - ~ 3-month web banner on Injection Molding Division website

Membership Chair – Rich Martin

- No report

Sponsorship Chair Report – Renee Nehls

- *Received:* Hasco Gold \$1250; Boride Silver

\$625; Prism Bronze \$250; Total: \$2,125

- *Invoiced:* DME Platinum \$2500; Progressive Gold \$1250; Synventive Silver \$625; WI Engraving \$250; Total: \$4,625
- *Annual Invoice:* DME (2019 Moldmaker of the Year) \$500; Progressive (2019 Mold Designer of the Year) \$500; Total: \$1000
- Jay will work with John Berg to add sponsors with logos to Division website
- Add Glenn Beall's business to website
- Greg will follow up on payment due for 2019 MM and MD of the Year

Newsletter Editor Report – John Berg

- Greg will work with John to change publication schedule (current schedule is January, March,

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June, October) and will send out to board for approval

- John will submit next newsletter content to Eileen by third week of January. John's responsibility to submit to National Office
- Greg, John and Renee to meet offline about submission procedure
- Theme for next newsletter will be insight on how instructors across the country work with the community, shops, educational institutions
 - John will send an email to board asking for leads (colleges, HS, etc.):
 - Greg shared A1 Tool and PM Mold as leads for content
 - Brenda shared Blue Ridge Technical College and Clemson as leads
 - Tony recommended Cornel from Flex

Education Chair Report – Greg Osborn

- Continuing with three \$2,500 grants for the 2019-2020 school year
- Greg sending Glenn updated Grant letter for promotions

Web and Public Interest – Jay Fidorra/ Tony Demakis

- Jay need to correct "Industry" misspelling on website
- Twitter ([@mtd4spe](#)) account now has 61 followers; this account is open to all board members for posting tweets
- LinkedIn (1326 members): Barbara owns that group and controls content, so Greg will reach out to Barbara to approve John, Tony and Christina to be able to add content, rename Division LinkedIn page name, add logo, image, etc.

New Business

- Ideas for more exposure
 - Tony and Christina will organize MFG Alliance Podcasts at MDM West/PlastecWest

and Molding

- Greg will work with individual board members to get their term dates and years of service to add in newsletter and on SPE MTD website by first quarter of 2020
- Greg would like to capitalize on Davide's interest in heading up an International Chair position, so he will work with Wayne and Davide to change bylaw to do so
- Brenda should proceed in getting more information about a complimentary SPE MTD booth at NPE 2021 and board needs to commit to man
- Next Meeting: February 2020
- Jay made a motion to end the meeting at 4:26PM. Renee made a second motion

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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:

Greg Osborn, Division Chair & Education Chair, DME
mldmkr@yahoo.com

Publication Release Dates

Fall Issue
October 2019

Winter Issue
January 2020

Spring Issue
March 2020

Summer Issue
June 2020

SPONSORSHIP INFO 2019-2020

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