



The SPE Press

www.socalspe.org

September 2015

The Southern California Section of the Society of Plastics Engineers
Local information on resources and education available to plastics professionals

**Date: Thursday
September 17, 2015**

Time: 5:00 p.m.

**Meet in main lobby for
check-in**

Tour includes dinner



**Niagra Bottling, LLC
2560 E. Philadelphia St.
Ontario, CA 91761
(909)230-5000**

**PRE-REGISTRATION IS
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only.**

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Plant Tour

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As a producer and supplier of Niagara brand and private label bottled water to many of the nation's leading grocery retailers, Niagara has built our business on 45 years of offering our customers unmatched quality, price, and service.

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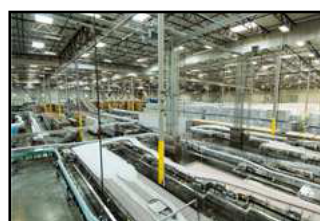
From raw plastic resin to finished goods, Niagara manufactures the preform cap, and bottle through every step of the process. Niagara's position as the most vertically integrated bottling company in the industry allows us to improve quality, lower environmental impact, and

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Event Coordinator: Ashley Price
800-442-4676



Advanced registration is requested. Register online at www.socalspe.org or complete the registration form and send by email registration@socalspe.org or fax 909-625-2847



First name _____ Last name _____
Company _____
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Registration: how many from your company

SPE member	____ x \$25.00	\$ _____.00
Non member	____ x \$35.00	\$ _____.00
Student	____ x \$10.00	\$ _____.00
	Total	\$ _____.00

Payment method: I will mail in a check _____ I will pay at the event _____ I will pay by credit card _____ Circle card type: MC Visa AmEx Discover

Make checks payable to SPE.

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President's Message

Greetings all SoCal SPE members,

I would like to thank the board for putting their trust in nominating me and I am proud to be accepting the role of the President of the SoCal SPE for the upcoming year.



My goals during my two-year term are to improve our section membership and to promote plastic knowledge through science and technologies to serve our local manufacturers and suppliers. Our technical seminars will be updated and upgraded to reflect new trends or technological advances in the plastic industry. We will improve our educational and scholarship program to encourage students who want to have a career in plastics. And I hope our SPE members continue to show support by participating in our meetings, attending our local events like our technical seminars and workshops, golf

outing, plant tour and our annual WPTF.

We just had our Western Plastics Trade Fair (WPTF) last week and I am excited to tell you that it was a successful event. The foods was delicious, the turn-out was excellent and the three technical seminars were well received. Congratulations and many thanks to all of you for making this event a great success. Especially I would like to thank our sponsors and those who donated to our raffle, your support makes WPTF a successful event every year. In the upcoming months we have two exciting events that I would like to invite you to attend: a plant tour at Niagara Bottling in Ontario is scheduled for September 17th and on November 17, the SoCal SPE will partner with Edison (SCE) to host a workshop "Energy Efficient Plastics Manufacturing Operation." Please check with our monthly newsletter for more details.

If you have any feedback or new ideas, please share with us and tell us what you want to see or hear in our programs. Our monthly board meetings are open to all members and you are welcome to attend. Finally I would like to thank Rick Hayes for his leadership and expertise that he has shared with the board and our members in the last two years. I look forward to meeting you at our upcoming events.

Tuan Dao
President, SoCal SPE
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For Your Information

Unlocking Cash Via Working Capital Management

By

David K. Cho

Business Development Officer, AVP

Pacific Midwest Business Banking

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The top public U.S. companies have more than \$1 trillion locked in working capital — equivalent to 7% of the country's gross domestic product.¹

Working capital management has to do with improving your cash conversion cycle — the amount of time your company needs to purchase or develop inventory, pay suppliers, sell goods or services, and collect from customers — to net significant advantages.

At every step in the process, a day shaved or extended has impact. For example, a \$10-billion firm could generate \$23 million in working capital by extending its 24-day accounts payable cycle by just one day. A \$250-million company could generate \$34,000 in working capital by shaving one day from its 46-day days' receivables balance.

There's also a competitive advantage. On average, top-performing companies have 49% less working capital tied up in operations, collect from customers nearly 18 days sooner, pay suppliers 11 days later, and hold less than half the inventory of median companies.¹ · There are three major ways to free-up cash:

- Reduce inventory levels
- Speed payment collection
- Carefully manage payables

Working capital programs focus on accounts payable, accounts receivable, and inventory. Use the following key metrics to track and measure your performance in each of those areas:

- **Days Payables Outstanding (DPO).**

This measures how fast your firm is paying vendors. Increases in DPO improve working capital.

- **Days Sales**

- **Outstanding (DSO).** This

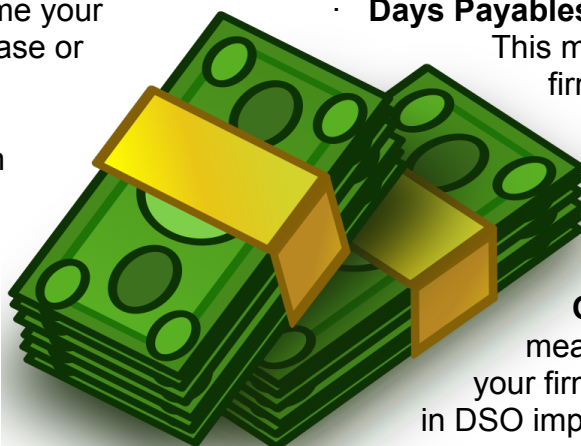
measures how long it's taking your firm to get paid. Decreases in DSO improve working capital.

- **Days Inventory Outstanding (DIO).**

This measures how much inventory you have relative to sales. Decreases in DIO improve working capital.

Effective working capital management requires not only measuring the process but also improving it. Here are some ways:

- **DPO** - Work with the procurement departments to establish longer payment terms with suppliers. Companies that efficiently manage working capital encourage suppliers to accept card payments. Purchasing cards are one of the increasingly popular solutions used to extend DPO.



Continued on page 4

Continued from page 3

· **DSO** - Work with sales and customer credit departments to establish shorter credit terms to accelerate operating cash flow and reduce DSO. Beyond this conventional practice, many companies are increasingly adopting payment automation solutions. Efficient receivables management integrates customer payment information with the AR system. For example, you can enhance collection procedures by enabling ACH and other automatic payment methods, thereby accelerating cash flow.

· **DIO** - Work with the production side of the organization to track and measure your cost-to-carry and inventory-to-sales ratios. You can drive down costs and improve production efficiency by understanding the level of inventory required to meet sales needs while keeping inventory low.



So here's where to begin to manage your cash conversion cycle:

- Articulate key drivers to get buy-in from senior management, who are ultimately responsible for the bottom-line
- Carefully examine current processes. Look at how information and funds flow across groups and assign time spent on each activity in each function
- Set realistic, measurable goals
- Track key metrics across every affected department
- Leverage technology to automate manual processes wherever possible
- Reengineer or enhance processes as needed
- Get everyone from treasury, accounting, AP, even internal audit, to look at how you're accomplishing the activities across any given working capital function, because they may all have suggestions for improvements

CFO publishes the CFO/REL Working Capital Scorecard annually tracking the best and worst companies in terms of working capital performance in 20 industries. The 2014 scorecard shows a wide gulf between top-performing companies and median performers. When compared with median performers, top performers, on average:

- Operated with half the working capital.
- Collected from customers more than three weeks faster.
- Paid suppliers just under 11 days more slowly.
- Held less than half the inventory.²

When working capital is managed efficiently, companies can fund growth strategies without taking on additional debt, gain access to credit at more favorable rates and terms, align performance with industry peers, maintain a strong balance sheet, and grow earnings.

1. 2013 U.S. Working Capital Survey, REL, page 1
2. Running in place: The 2014 CFO/REL scorecard, CFO Magazine, July 22, 2014.

For more information: Contact David Cho
David.Cho@wellsfargo.com

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Trade Fair Recap

This year's Trade Fair was held at Phoenix Club in Anaheim. Every year the Trade Fair attracts first time exhibitors and attendees. This year was no exception. Following the three excellent seminars, attendees enjoyed walking around and networking. Dinner was promptly served at 5:30 PM. Following the dinner, a short presentation about the happenings and activities at both national and local level was made. Outgoing president Rick Hays recognized Ashley Price, one of the hard working, young board members for her contribution to the New Generation Advisory Board. Rick introduced and welcomed the newly elected president Tuan Dao. The technical presentations were given high marks from all the attendees.

We want to thank the exhibitors who participated to exhibit their products and services. Their fees help offset our expenses and allows us to raise several thousand dollars to fund the educational activities for next year. From this money, we are able to provide our scholarship grants and the prizes given to the high school essay competition. This includes cash awards to the students and schools who participate, Student discounts for our technical labs and dinner meetings. Our expenses for the Newsletter also are born by our fund raising efforts.

If you missed the presentations, you can view them in the entirety on our website at www.socalspe.org



Photos from the Trade Fair





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Plastic Engineering Technology Certificate Program

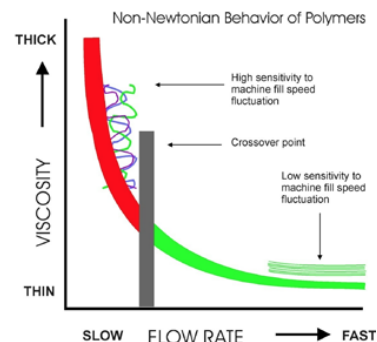
Scientific Injection Molding - Fall 2015

The course emphasis is on scientific approach to a somewhat complex injection molding process in order to simplify and eliminate basic misunderstanding about processing techniques employed today throughout the industry. Students will learn the importance of understanding polymer basics, material flow properties, viscosity-shear rate curve, and major plastics variables in molding, decoupled molding techniques, data analysis and interpretation. The course will cover fundamental and scientific approaches to material drying, venting, cooling, use of regrind, how to prepare universal set-up sheet, cycle time optimization, tooling considerations, etc. Use of modern tools and techniques such as mold flow analysis, cavity pressure transducers, and data acquisition tools along with troubleshooting techniques will also be covered.



Course Content:

- Polymer Basics, Plastics Materials and Flow Characteristics
- Part Design Fundamentals
- Overview of Basic Injection Molding Process
- Drying, Material Mixing, Coloring, Regrind Usage
- Major Process Variables
- Decoupled Molding, Universal Set Up Sheet
- Tooling Considerations, Venting, Cooling, Ejection
- Cycle Time Optimization and Troubleshooting Techniques
- Mold Flow Analysis
- How to Improve Productivity
- Modern Injection Molding Operation



Dates: Saturday, September 19 & 26, 2015 **Time:** 8:00 AM to 5:00 PM

Location: Cal Poly Pomona

Instructor: Vishu H. Shah, Consultek Consulting Group www.consulteksa.com

Fee: \$375 non-credit

Registration by Telephone Students may call the College of the Extended University at **909.869.2288**

to be placed on the class roster; fees must be paid to guarantee a seat in any class. Students may register by

telephone with MASTERCARD or VISA. **Registration by Internet:** www.ceu.csupomona.edu

For more information call: College of the Extended University **909-869-2288**

Or Instructor: Vishu Shah **909-465-6699**

UPCOMING COURSES

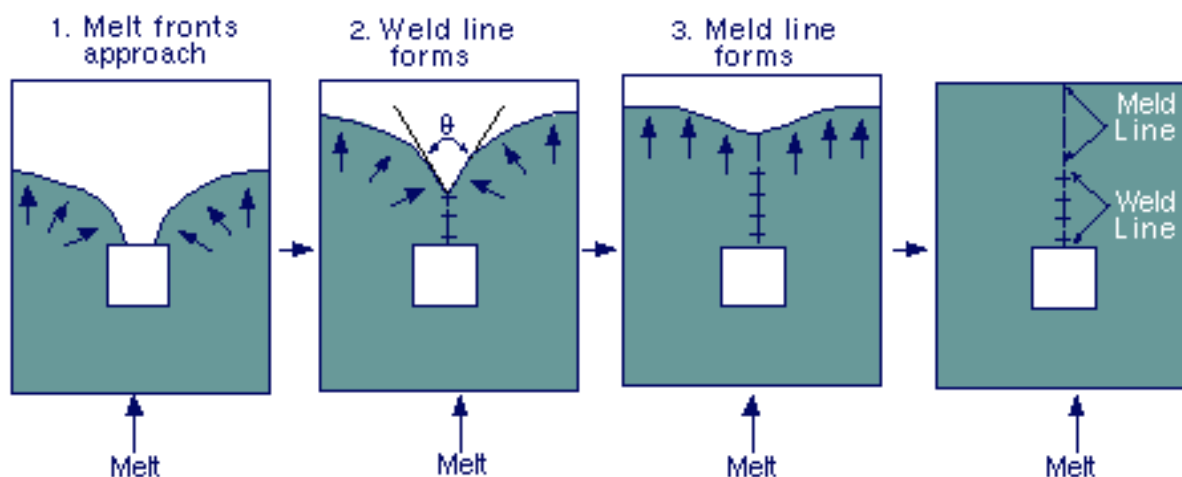


Winter 2016 **Plastics: Theory and Practice**

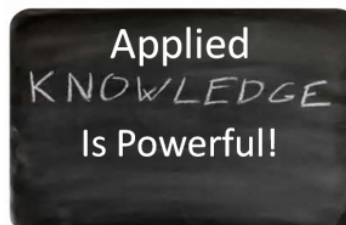
Spring 2016 **Plastics Product Design and Tooling For Injection Molding**

Comments Provided by Students

- *Great course, very instructional...love the PowerPoint notes*
- *The instructor uses examples that are relevant to my industry/field*
- *The overall explanation of the basics of Plastics was very clear and concise, explained in plain English without having to use big and sophisticated words to explain theory or function*
- *The course's major strength was instructor's ability to relate to real life experience*
- *Very Practical – I highly recommend to anyone new to plastics industry*
- *Hand-outs are great, I refer to them on regular basis*



Over one thousand industry professionals have taken advantage of this career advancement opportunity!



Promote Your Business: Advertise

Dear Plastics Professional,

The Southern California Society of Plastics Engineers has been publishing its Newsletter for over 40 years. Our newsletter reaches over 2,000 Plastics Industry Professionals on a monthly basis to educate, inform and assist.

Many companies have taken advantage of this opportunity to connect with potential customers and have received value for their marketing dollars.

An all new colorful digital edition of the newsletter has been well received and well read. To increase the reach and value we have added many new features including Technical articles of practical value written by experts, review and listing of useful software, book reviews, local and national news,

upcoming events, member spotlight, etc. Local educational opportunities and scholarship activities are also highlighted.

To give more exposure to all the sponsors and advertisers, we are adding a new section 'Know Your Sponsors.' This section will allow advertisers to showcase their company and services.

Your advertisement also helps offset the cost of preparing and distributing the newsletter and raise much needed funds to support educational activities, scholarships and low cost technical programing.

Please contact Director of advertisement Michael Espinosa at michael@trianglesalesinc.com

The Southern California SPE Section's Newsletter "*The SPE Press*" is published 12 times per year. See below for ad sizes and rates for 2015-2016. Rates are shown per issue.

Your ad can begin at any time and you may change your artwork at any time. Ads should be to size and sent via email or disk in .jpg, .pdf, .tif, .gif or .bmp formats. Original artwork, i.e., business cards, copies also can be sent.

Color ads are best as the newsletter is posted on the web. Mailed copies are printed black and white. To view current newsletters you can visit the section website at www.socalspe.org

SPE is a non-profit organization. Your sponsorship ad may be tax deductible (consult your tax advisor).

Ad size	Orientation	Size (inches)	Cost/Issue
Business Card	Landscape	2 (h) x 3.5 (w)	\$45
Business Card	Portrait	3.5 (w) x 2 (h)	\$45
Double	Landscape	2 (h) x 7 (w)	\$90
Double	Portrait	7 (h) x 2 (w)	\$90
Triple	Portrait	2 (w) x 10 (h)	\$135
Half page	Landscape	7 (w) x 5 (h)	\$150
Full page		7 (w) x 10 (h)	\$300

SPI West Regional Workshop and Plant Tour

Date: Thursday, Sept. 10, 2:30 - 7:00 PM (PT)



Location: Techmer PM
18420 S, Laurel Park Rd.
Rancho Dominguez, CA



WHAT IS MANUFACTURING DAY?

Manufacturing DaySM is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Although Manufacturing Day officially occurs on the first Friday in October—this year it is on **October 2, 2015**.



Facility Tour
10:00am - 3:00pm
2700 E Imperial Hwy
Brea, CA 92821
Contact: Geri Anderson geri@mrmold.com



9:30am - 12:00pm
Invitation-Only Event
1100 E Citrus St
Riverside, CA 92507
Contact: Katie Eckles
k.eckles@amaplastics.com



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Presentation 1:00pm - 3:30pm 1943
Diamond St.
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Contact: Scotty Oliver
scotty.oliver@hunterindustries.com



Facility Tour / Presentation
9:00am - 2:00pm
17332 Von Karman Ave
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Contact: Zody Huynh
zody.huynh@purpleplatypus.com

So Cal People

This is a feature for our news letter where we will note changes of positions, opening of new companies, interesting facts about our plastics community and humorous stories told in good taste about our members.

Tom Tudor: The past editor of the SPE Newsletter and a long time Board member will be celebrating the marriage of his daughter Blake at the end of the month. Best wishes.

Clarence Smith: A long time SPE board member and past president just underwent his last session of Chemotherapy last week. He is well, strong and relieved. I will keep you updated with his progress.

ProPlas Technology has just purchased a new Borche molding machine. It is good to see custom molding companies increasing their capacity.

TNT Plastics have also increased their molding capability with a couple of new

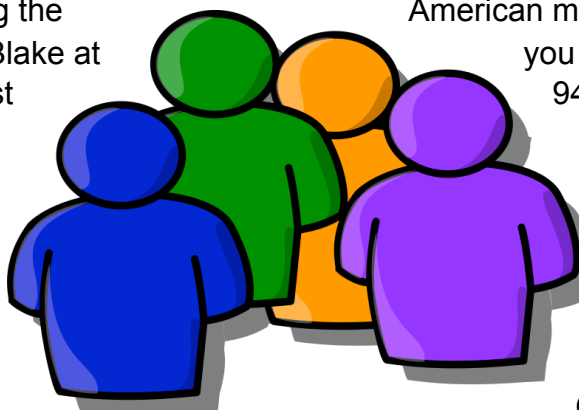
machines. Great work guys. Mark Polson (951) 808-9700 X205

Michael Smith: A long time fixture in the Southern California Molding community has joined LS molding machines as their VP of sales and marketing. Formally with Husky Molding machines servicing the North American market. It is good to have you back in SoCal.
949-373-0585

Jim Morgan of DME has announced the merger with Milacron. More details to come from Milacron.
800-626-6653

Chris Robinson has recently taken over a SoCal territory for Branson Ultrasonic's Corp. He will be continuing his skills as a sales engineer.
909-305-2080 Ext.15

Please forward all of your updates and gossip to me, Kerry Kanbara,
kerry.kanbara@gmail.com



Tuesday, November 17th

**Energy Efficient Plastics
Manufacturing Operation**

**Southern California Edison
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SPE Southern California Leadership



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Membership Types (please check one)

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Dues include a 1year subscription to *Plastics Engineering* magazine-\$38.00 value (non-deductible). SPE membership is valid for twelve months from the date your membership is processed.**Payment Information: PAYMENT MUST ACCOMPANY APPLICATION-NO PURCHASE ORDERS ACCEPTED**

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Name On Credit Card _____ Amount _____

By signing below I agree to be governed by the Bylaws of the Society and to promote the objectives of the Society. I certify that the statements made in the application

are correct and I authorize SPE and its affiliates to use my phone, fax, address and email to contact me.

Signature _____ Date _____

Recommended by _____ ID# _____

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_____ Group# _____ Group #

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