



MAXIMIZING
COST-EFFICIENT
MOLDS

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SES MAKES BOLD MOVES

Out of Mold Moves

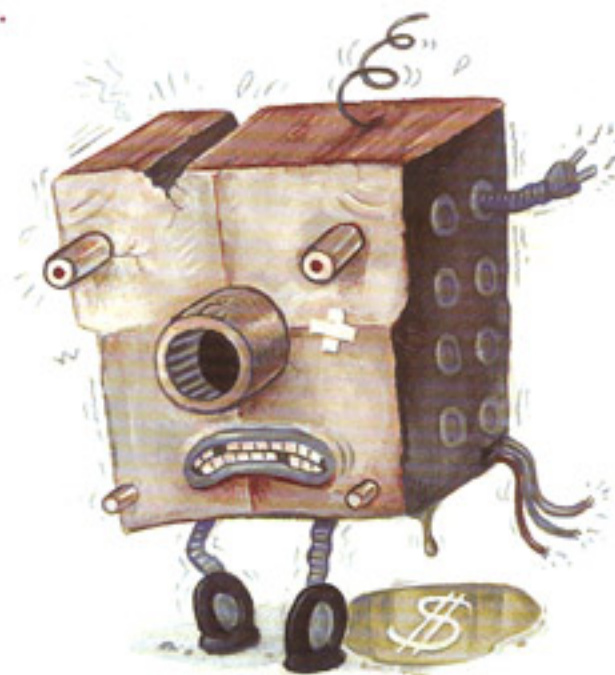
Changing plastics molding suppliers is a risky undertaking. It's common to find that plastic molds have difficulty producing an acceptable part after the move.

The list of reasons why this seemingly simple activity often goes wrong is short:

- Making sourcing decisions before the critical elements of success are known
- Failure to understand the process from the point of view of the plastic
- Relying on the "fits in the press" standard of technical evaluation
- Failure to consider the impact of plant infrastructure on success

LOOK BEFORE YOU LEAP

Sourcing decisions regarding mold moves are often made after a limited evaluation. In-depth evaluations of both receiving and potentially losing suppliers should be made before the sourcing decision. This energizes the cooperation of the current supplier to share information, making it less likely you will leave. The potential new supplier is energized to provide adequate detail about facilities, equipment, and plans. This "beyond sales talk" knowledge allows you to develop a



technical and economic basis for success before making a final decision.

UNDERSTANDING THE PLASTIC'S POINT OF VIEW

Key process elements such as times, temperatures, and pressures on the plastic are what's important in moving molds... not the visible machine settings. Suppliers losing business aren't going to

be overly helpful, but skilled eyes and knowledgeable questioning can find many of the critical details during an in-person visit. It is equally important to understand the flow rate, pressure, and plumbing details that deliver cooling water to the press. If these details cannot be readily determined, some reasonable assessment can be made using a full-series of flow, cool, and shrink/warp analysis to reverse engineer the conditions leading to the current parts.

EVALUATING A PROPOSED NEW LOCATION

With a solid understanding of the current process, a new location can be evaluated for its ability to replicate in every respect the specific conditions the plastic experiences. This involves on-site visits, but may also include process modeling to determine product sensitivity to the new situation. Modeling is particularly helpful if an important capability such as injection or hold pressure profiling cannot be precisely replicated in the new molding machine. Conducting this kind of evaluation helps ensure final success by identi-

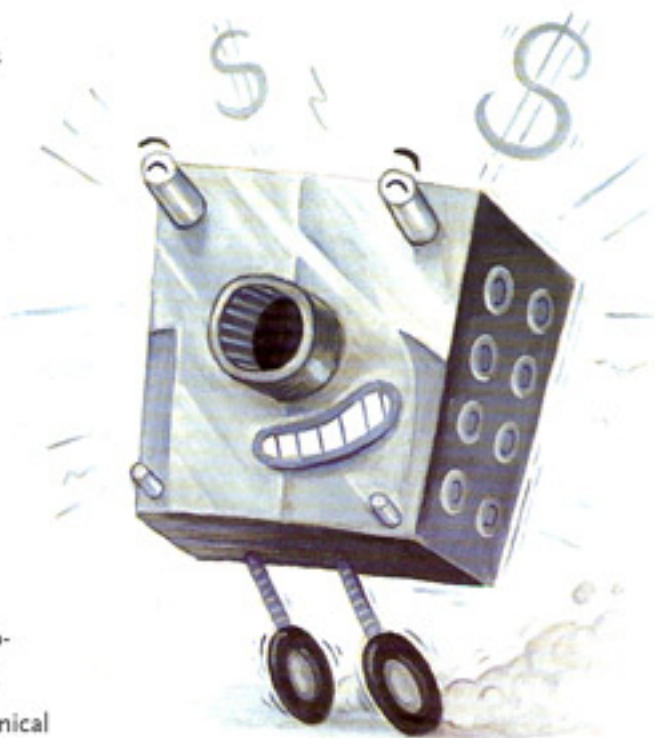
fying and managing risk areas before a move is made.

MAKING SURE THE SAVINGS ARE REAL

Sometimes new suppliers have a sudden change of heart about their proposed economics due to the mold being "different" than they expected. In these situations cost modeling of proposals not only helps ensure the economics being offered are "real", but it also gives an economic dimension to risks, so that the cost of potential technical failures can be understood in advance. Cost modeling also provides buyers with valuable knowledge to improve the effectiveness of negotiations.

SES PROVIDES COMPREHENSIVE MOLD MOVING SUPPORT

- Evaluation of proposed new molding locations and machinery
- Computer modeling of proposed new processes



- Management and execution of assessment and mold movement activity
- Start and validation of molds at new locations
- Cost modeling of supplier proposals

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