



01/12/2006

Newsletter No. 001

One month has passed since we launched our new business and we are happy to inform you about the first developments.

We have been awarded very interesting projects to work on, some most probably influencing the future direction of our business.

The main topic of our customers was to how fulfil the market demands regarding quality and price under the increased energy and raw material costs.

This task can be approached in different directions:

Technology sector:

First step: Determining the Status quo of the production; starting with an efficiency analysis of the energy supply systems (steam, compressed air, cooling water) and the energy users (production machines and auxiliary equipment).

We suggest a parallel investigation of the production processes of the machines to relate general energy consumptions to the individual machine or production order.

This information can be transformed into a cost model for each machine or order. (On request)

We will highlight this topic in one of the next newsletters.

In most cases, a remarkable potential can be found, which schloms + partner can help you to realize - please contact us for an individual offer for your specific needs.

Know-How/ Training sector:

Many companies, even those with a good and efficient technical infrastructure and moulding equipment, have problems to maintain a consistent high efficiency production level due to lack of know-how of their staff. In some cases, we even found dropping productivity rates due to overloaded personnel not having the time and ability to properly set the machines. With today's time pressure, we often see people not investigating problems, but instead set the machines in a way to cure the symptoms and not the origins of the problem. These settings usually lead to long cycle times and increased energy consumption; both eating up the little profit margins left.

These problems can and have to be solved with regular and thorough training of the operating personnel, as described in the ISO quality definitions as well – we have 20 years of experience in EPS and EPP foam processing and training on all levels from press operators, maintenance personnel or individual know-how transfer in specific areas.

The content of these trainings will be discussed with you both in content and target; we will realize this in theory and practical work with your staff.

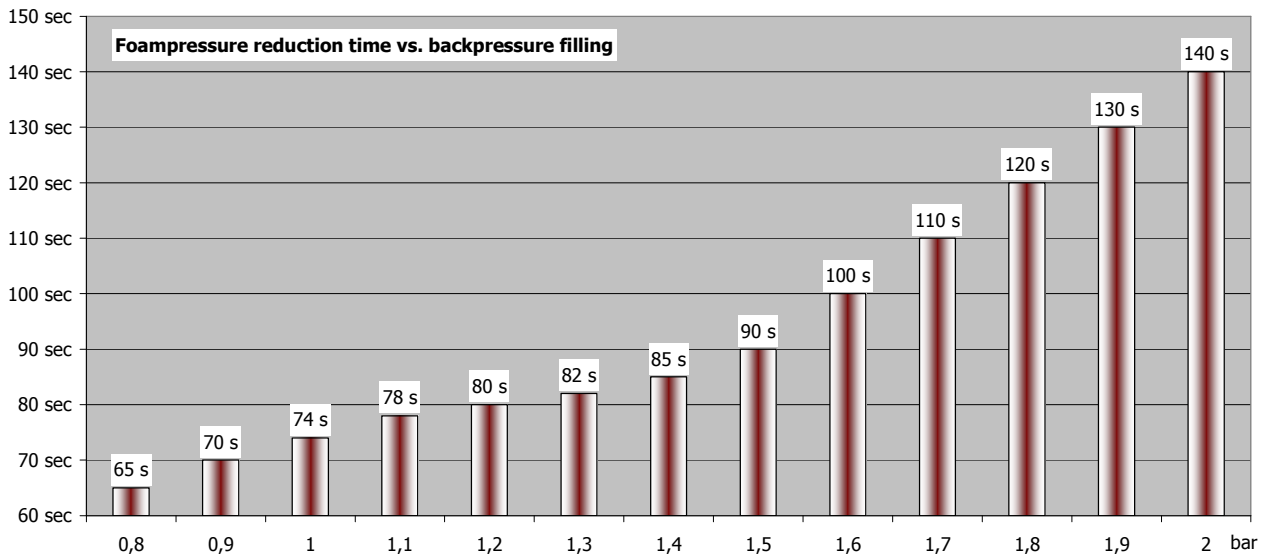
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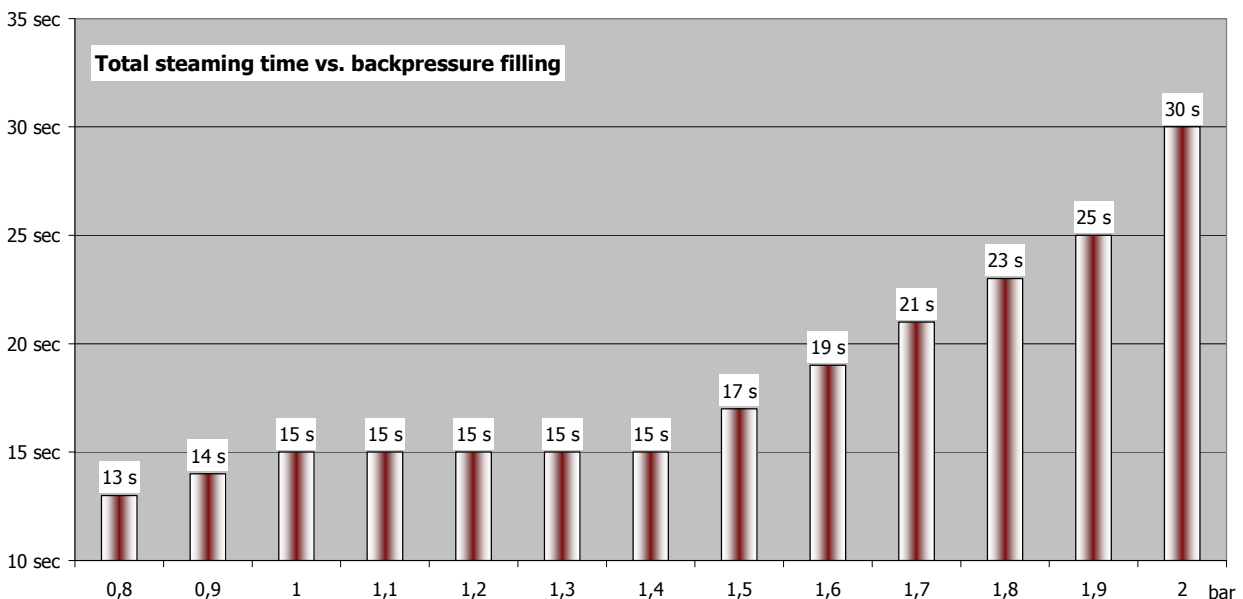
Know-How Implementation (Example from EPP processing):

One of our specialties is the evaluation of material and processing specifications; one or more raw materials will be processed with various parameters, measured and evaluated to create processing guidelines with all influencing parameters and steering factors.

The example below shows a part of these evaluations of a pre-pressurized EPP bead and its behaviour related to the backpressure adjustment of the machine. (pressure in barg)

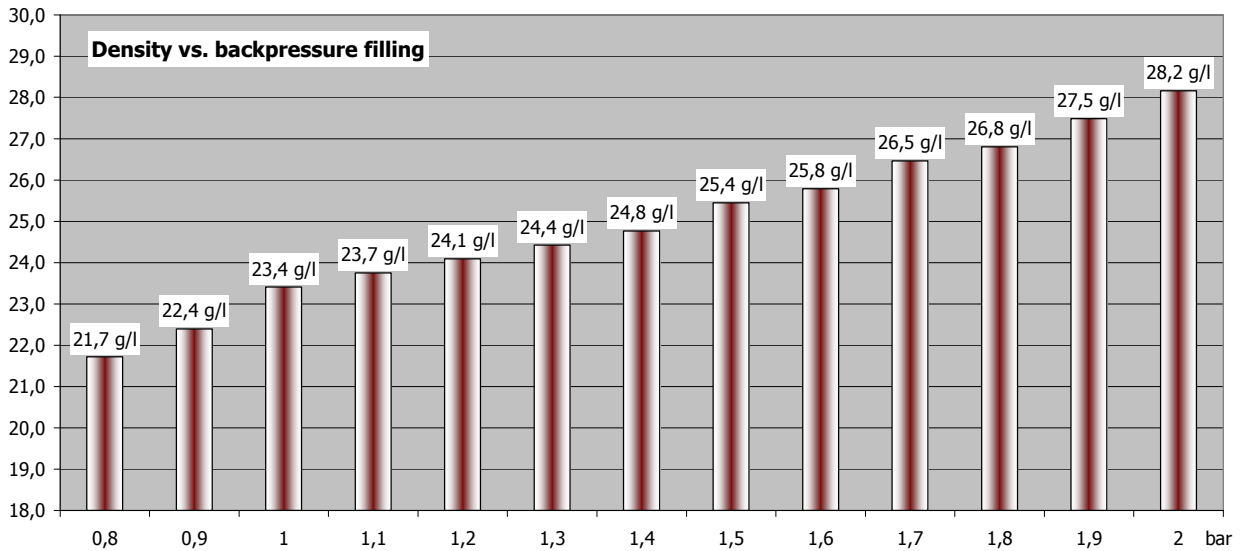


The graph shows an increase in foam pressure reduction times as the backpressure is increased; a high compression ratio of the bead is also increasing the steam times, especially when above 1,4 bar backpressure:

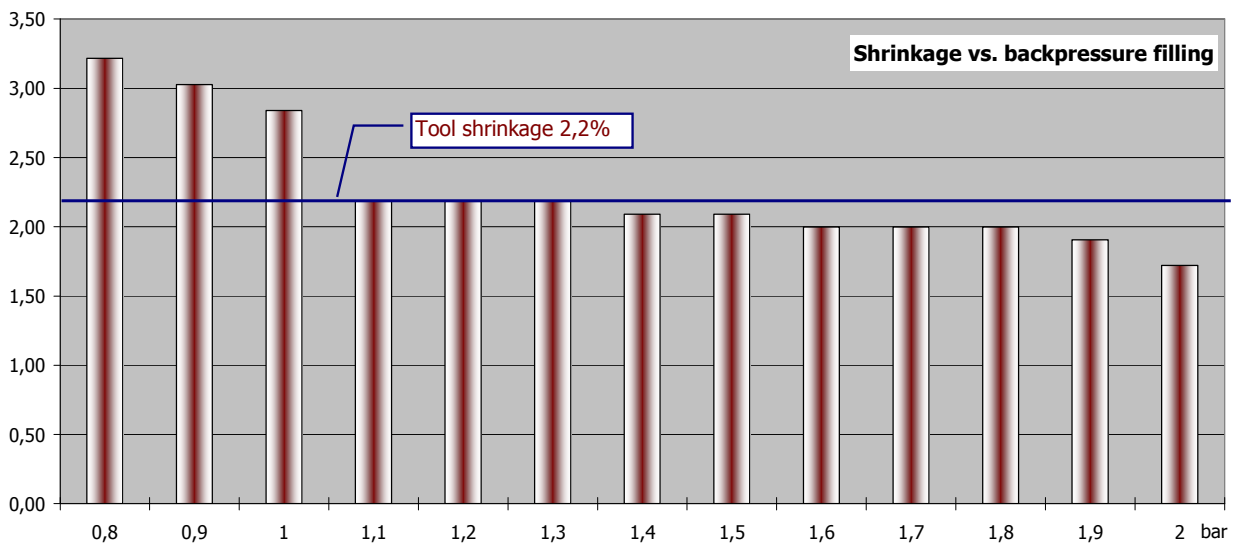




The achieved densities show a quite regular increase, but values over 25 g/l will require excess energy and cycle time:



The lower end of the working range is mainly determined by shrinkage rates higher than those designed in the tooling:





This data based evaluation on the specific local situation of the customer in regards to machinery, utilities, moulds and materials is an important basis for part cost pre- and after calculations as well as tool design and process parameter presets.

Quality control will be improved due to reliable calculation of moisture contents and shrinkage rates; the time frame from production to delivery can be shortened as a result.

We are glad to personally explain to you what we think „realizing potentials“ may mean for your company.

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With best regards

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