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## **Newsletter schloms + partner No. 02**

What do you and **schloms + partner** have in common???

- We all want to live from, with, and for particle foams!!!

To help ensure our particle foam future, we will highlight different aspects of our industry in the following newsletters.

### **Benchmarking - ...**

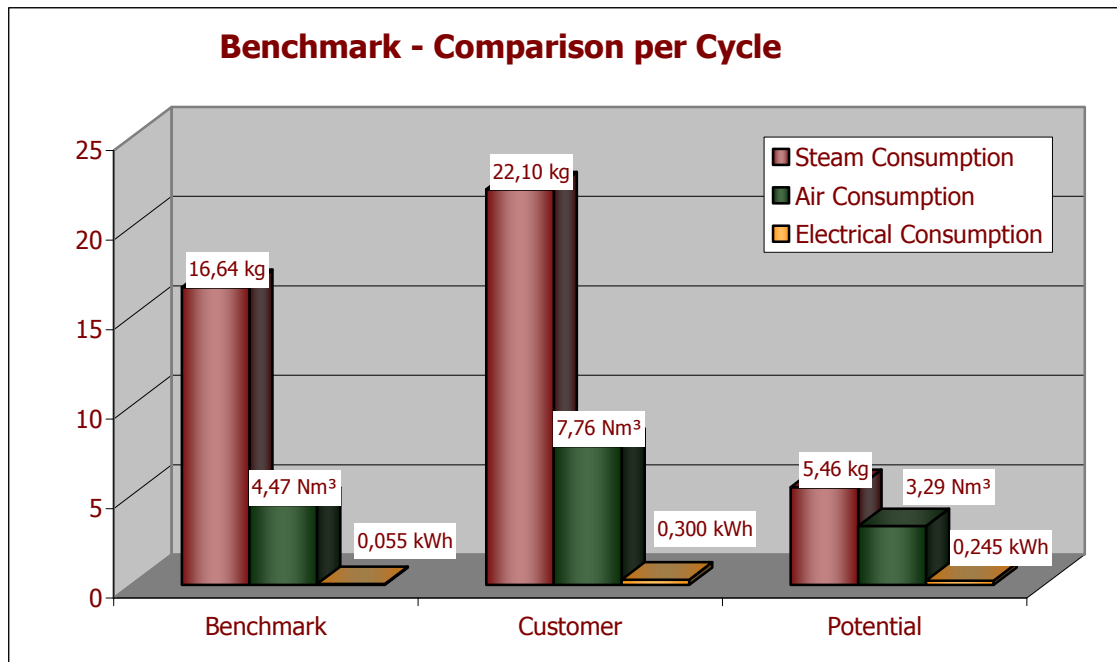
Based on a survey from schloms + partner, more and more companies have problems to profitably produce EPS, EPE and EPP particle foam products when taking the current market price level into account. The reasons vary from highly increased and still increasing energy costs to rising raw material costs, minor productivity in the companies, structural problems and lack of know-how.

To escape from the high pressure on the market prices of the last years, many companies reduced personnel especially in the field of technical management and R&D. The reduction of overhead costs led in the short-run to better production calculations. That way companies were able to keep market shares or even gain new ones.

This loss of expertise eventually leads to reduced efficiency in the production hall. To stay competitive in today's positive market trend, it is necessary to work on potential savings such as energy consumption, process optimization and cycle time. This crucial efficiency enhancement leads not only to more capacities but also to more output in the production.

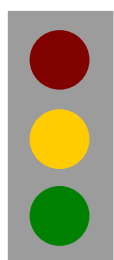
A method to improve an insufficient profit situation is to start with an analysis of the actual state of the production through schloms + partner. As a second step, the analysis is compared to reference values (Benchmarking).

With the aid of the Benchmarking figures you can easily define your internal goals for the future or set a basis for better management and evaluation of your employees.



Thanks to many years of international experience, schloms + partner has the necessary knowledge to analyze, evaluate and realize saving potentials in your production.

Practically, it works as follows:



Depending on the size of the production, we need 1-3 days to get a snapshot of the production and evaluate these data in terms of energy usage and processing Benchmarks. During that time, schloms + partner evaluates each production job and puts a traffic light with statements for later discussions

Red: Stop – big deviation from Benchmark  
Yellow: Be aware – small deviation from Benchmark  
Green: Go ahead – production values within Benchmark

After the evaluation you get proposals to optimize your production according to our claim „realizing potentials“.

The implementation takes place in close cooperation with your employees by conducting Workshops designed specifically to address the evaluated problems and corresponding control of success.

We show you where you are right now and support you to get where you want.

With best regards

schloms + partner