



AUGUST 2024

MOLD TECHNOLOGIES DIVISION

FORM YOUR FUTURE

Message From The Chair



Welcome back from the “Long Summer” and into the new operations year of the Mold Technologies Division! It has been a busy summer for the division board, and I would like to take a moment to bring you up to speed on the election results. The elections were completed prior to the end of May and our new/returning members were seated in the July business meeting. Please join me in welcoming:

- Dr. Shoreh Parandoosh – Shoreh will be working closely with Davide Masato in the role of Technical Program Chair. She comes to us with a lot of energy and enthusiasm towards gaining a greater presentation presence at ANTEC and in other Regional or Topical Conferences.
- Ms. Susan Huang – Susan completed a 1-year appointment to the board as our “Track-the-Apprentice” video publisher during the 2023-2024 operations year. She works closely with our apprentice programs securing video-blog updates and preparing them for publication on the division LinkedIn page.
- Mr. Stephen Hansen – Stephen is returning for his second 3-year term on the board in the role of Assistant Newsletter Sponsorship Chair. He and Greg Osborn have lofty goals to achieve for the coming year so that we can do more of what I will report on shortly. Suffice it to say, as a division we all should be considering sponsorship or opportunities for our supply partners to sponsor the newsletter – it is a great way to show your support for the industry.
- Scott Peters (that’s me) – I am returning to the board as the Division Chair. This will make my 5th tour of service in the role and when my 3-year term on the board is complete, it will mark my 32nd year as a member of the leadership.
- Mr. Anthony Bubay – Anthony was appointed to a 1-year term, following ANTEC-24, as our new Student Liaison Chair. His role was identified and created by the division board as we saw a need to work with the next generation of stakeholders in ensuring:
 - Relevance to up-and-coming practitioners of our industry
 - Greater understanding of the needs of new practitioners in terms of:
 - Learning Tools
 - Learning Methodologies
 - Best practices in growing a professional network of practitioners

Anthony is a member of the Student Section Leadership and Rochester Institute of Technology (RIT) and was one of the students responsible for the reformation of the section following the COVID pandemic. Look for his introductory article also in this edition of the newsletter.

Speaking of Division Leadership, we have some critical openings that need to be filled. I believe that those roles can be easily filled with members like YOU! All roles that we are seeking to fill are “Mentorship” positions. They include participation in the Executive Committee as:

- Division Chair Elect – a mentorship role leading directly to the role of Division Chair
- Division Treasurer Elect - a mentorship role leading directly to the role of Division Treasurer
- Division Technical Program Chair Elect - a mentorship role leading directly to the role of Division Technical Program Chair

Editor's Commentary

– *Berg's Eye View*



When was the last time you engaged with your customers? I am not referring to quoting, project management, design reviews or business solicitation activities. When was the last time you visited their facilities to understand how they are progressing - to see what's new and what has changed? Perhaps they have expanded their capacities, brought in new processes, or broadened their market focus.

They may likely be experiencing their own version of recruiting challenges. Nearly every tool shop I know is on the hunt for tool making, designing, programming, and machining talent. On the piece part production side of our business, molders - whether custom or OEM-captive - are looking for process engineers, press operators, material handlers, and quality inspectors.

Having an opportunity to see our customers' operations and get a feel for their culture puts us in a position to be a better supplier – by understanding their resources or lack of same. Ultimately, we want to be recognized as a supply partner who has the experience, technology, and personnel to support and supplement their needs.

What can we do to generate more business? If you are asking this question when the market is soft and shops are struggling, it may be too late to devise a quick and effective remedy and you may have to ride it out. Anyone who has spent a decade or two working in the mold making industry knows about the peaks and valleys of our sales cycle. Perhaps the biggest challenge of selling mold making services is the fact that there is little if anything we can do to impact program launch. Whether our customer is the custom molder who is working for the OEM / brand-owner or the OEM itself, the program launches when the OEM says. The target launch date is set based on the OEM's market analysis, and will be effected by distribution channels, production forecasts, advertising and promotional campaigns, budgetary changes, and a good many other factors, none of which the toolmaker can impact.

This is contrary to the way many things are purchased. We may not need something for several weeks or even months but when we are presented with an attractive price, payment terms or product options not normally available to us, many of us often pull the buying trigger early. This is most decidedly not the case with an injection mold. Traditional incentives don't come into play in our industry. That means our ability to speed up the sales cycle is, more often than not, impossible.

Every successful injection mold salesperson I have ever worked with relied on consistent and proactive customer engagement. That means more than simply calling and emailing asking if there is any work on the table. Get to the customer. Get inside their molding facility. Get inside their design and engineering departments. Meet with the people you know and make every effort to meet more people. Do not assume that your shop is always on their mind when new projects come to them. Do not assume that you'll get a shot at every opportunity. Give your customers a reason to give you every shot. One of the best reasons is that you care about their success and you and your team are willing to work to enable their success. Be there - at least once every year - to learn more about them, to meet more of their team, and to continuously share best practices.

John Berg - Dynamic Tool Corporation

MOLDS RUNNING GREASELESS? THINK PROGRESSIVE!

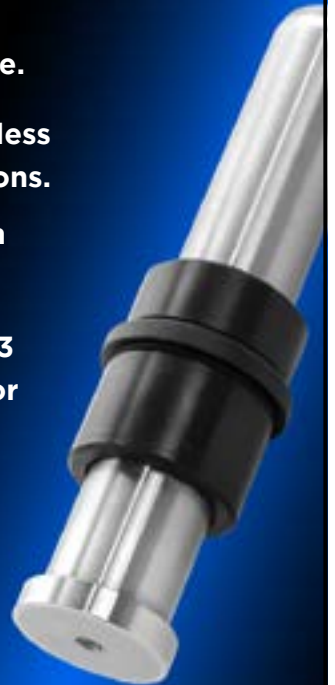
Black Nitride provides high hardness lubricity to Pro's Ejector Pins, Sleeves, Leader Pins, and more.

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**MOLD
TECHNOLOGIES**

All of these and other roles are vital to the continued operation of our division and provide opportunities, over a 2-year succession, to learn about the responsibilities and workings of the division leadership. Plus, they give an opportunity to give back to the industry that we all derive our livelihoods from. Please send me an email at Scott.Peters@MoldedMarketing.com or give me a call at +1-330-201-3751 (also works in WhatsApp). I would like to hear from you and to learn more about where you want to serve.

When it comes to service on the board, one of our newer members, Joe Karpinski – Education Chair and the Education Committee, worked overtime in the last part of the 23-24 Operational Year. They, with the help of Christina Fuges – Mold Making Technology magazine, pulled together Grant Applications and Scholarship Applications, reviewed and made selections for funding, and notified the recipients of the coming funds. This was the first time in my tenure on the board that I remember actually making these disbursements.

First, we had the Glenn Beall Scholarship. This scholarship came about because of our participation in the one-day Glenn Beall Symposium at ANTEC-24. As a board, we felt that honoring our longtime supporter and friend with a scholarship in his name would be better remembered than a few cocktails and snacks following the symposium. And we couldn't have been more correct. The scholarship money was shared by four students at four different schools. They are as follows:

- Glenn Beall Scholarship – Mr. Luke Hodges of University of Wisconsin – Stout Campus
- Glenn Beall Scholarship – Ms. Magdalene Rogers of Chandler Gilbert Community College
- Glenn Beall Scholarship – Mr. Casey Kemmer of Moraine Park University
- Glenn Beall Scholarship – Ms. Faith Morelli of Pennsylvania State University – Behrend Campus

Our second activity was to fund grant requests from our division. We budgeted \$5,000 this year and again shared those funds across four schools, as follows:

- UMass Lowell Department of Plastics Engineering – Mold Storage Racking System.
- Rochester Institute of Technology, Plastics and Polymers Minor – ASTM Test Specimen Unit Die.
- Eleva-Strum (Wisconsin) High School, Cardinal Manufacturing Technologies – IMTS Travel Support.
- Pennsylvania State University – Behrend Campus, Plastics Technology Major – EU Manufacturing/Plastics Processing Review.

Please let Joe and the Education Committee know of your support of these and other endeavors in Grant Funding, as well as Scholarships, by submitting your applications for 2024 – 2025 disbursements. It is never too early to start thinking of how our Grants can benefit your program!

I know that we covered our 4-International Awards in the last issue, but I wanted to give just one more plug to get you thinking about submitting nominations for the 2025 slate.

Our **Mold Maker of the Year**, Mr. Gabe English of Western Carolina Tool and Mold, has very aggressive plan in formation. Suffice it to say that this recipient was well selected as he plans to leave a legacy that will live on for generations in the mold making/precision machining world of North Carolina. More to come as his plans solidify and become a reality. The contribution is made possible, in part, by the generosity of HASCO AMERICA – Fletcher, NC.

The **Mold Designer of the Year**, Mr. Keith LeSage of Westminster Tool Inc., has identified UMass Lowell as the program to receive his pass-through stipends of \$1,000.00. This stipend is courtesy of the team at Progressive Components, Inc – Wauconda IL.

The **Mold Repair Technician of the Year**, Mr. H. Scott Phipps of United Tool and Mold, has identified the Pickens County Career and Technology Center – Precision Machining Program as the recipient of his pass-through stipends, \$1,000.00. This donation is made possible by our friends at MoldTrax, LLC – Ashland OH.

Our **Apprentice of the Year** (the first ever for the division) is a fine young man from Omega Tool in Menomonee Falls, WI. As the chair of the division, I had a chance to meet Adam a couple of months ago. If he, Adam Conley, is any indication of the caliber of young people entering our industry, we are in great hands. Adam will receive a cash donation and an “In Kind” tooling donation through the generosity of PCS Company – Fraser MI. As you can see, our division is quite active. And we cannot achieve any level of success without our friends in industry and our members, and that means YOU.



Adam Conley – Apprentice of the Year (Left) with Scott Peters – Division Chair

The 2024 – 2025 Operational Year has started and we are looking forward to seeing you in person at PT-EXPO 2025, March 28 – 30 at the Stephens Convention Center in Rosemont, IL. It will be at that exhibition that our division will again:

- Present the 4-International Awards
- Have “Print” copies of our newsletter
- Look to have face to face discussions with our division members and members of our industry
- Hold an evening social at “The Crust” pizza and brew house

And that means TIME IS SHORT to get your nominations in so that we can review and prepare for the special presentations.

I know I have said it before but our friends in industry, especially Christina Fuges and the team at Mold Making Technology magazine, are invaluable in making things happen. So once again, to all of our friends and our board members and your families, I say THANK YOU for all that you do!

Have a great late summer and autumn – and look for our next edition in December!

Scott



HASCO

Product Announcement:

Enabling with System.

HASCO, the Leading Supplier of Standard Components and Accessories for the Tool and Moldmaking Industry, presents an extension to its product portfolio: the New Parking Plate Z80953/

Using the comprehensive multi-coupling system, cooling circuit connections can be made quickly and easily in a single step.

The new HASCO parking plate Z80953/, with locking mechanism allows reliable and separate safekeeping of machine-side multi-couplers. The parking plate allows individual positioning on the injection molding machine by the customer. The parking plate is suitable for all HASCO multicoupling systems and is compatible with all other conventional multi-couplers.

The diversity of the comprehensive multi-coupler range in combination with the new parking plate offers numerous advantages for process optimization for the plant floor.



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Message From The Education Chair

Joe Karpinski

It has been a busy year for many of us in the industry and for the SPE Mold Technology Division. The 2024 NPE was an amazing event this year and many are already looking forward to NPE 2027. I have been in the Plastics Industry for over thirty years and have attended many NPE events. But I have never experienced the “buzz” that was humming at the recent 2024 NPE. It was exciting for me to meet many young professionals. Likely this is the first time that they’ve attended an NPE or any plastics trade Event and that was the most refreshing and encouraging part of the show. Having our Division presentation of our 4 International Awards added to the overall show.

MoldMaking Technologies’ Christina Fuges was an integral part of spreading the word about the Glenn Beall Scholarship and the 2024 SPE Mold Technology Grants. She made certain to let their readers know that these were available to anyone in the STEM / Plastics Technology field. These types of resources and all the sponsors that are involved complement the great work that the SPE performs for the industry and the educational institutions that support the future of manufacturing.

I want to personally thank the SPE Mold Technology Division Education Board and the Executive Committee for their continued support, and I look forward to “sharing the wealth” in 2025. There were many submissions for this year’s grant and scholarship opportunities, and they all were outstanding. The fact that we were able to award multiple participants tells you the amazing work that is going on in the industry. None of this is possible without the hard work and support of the SPE Mold Technology Board and the participating sponsors.

I want to recognize and thank Nathan Rader-Edkin (PIRC Program Manager) at Penn College of Technology located in Williamsport PA for the tour of their amazing campus and all the resources that are available for those wanting to enter the plastics and/or manufacturing industry. Here is a sample of some of their programs: Injection Molding Process Modules, Injection Molding Apprenticeships, Customized training packages, and Applied research & development service. In addition to their “Polymer Promise Scholarship Program with a \$2,000 award to the polymer program, Penn College matches with another \$2,000 for a \$4,000 award to a deserving student. Contact Shanin Dougherty (Corporate Relations Officer – sdougher@pct.edu.)
THANK YOU!! To the Penn College Team.

In closing, the SPE Mold Technology Division is positioned to provide many opportunities and resources to those individuals, groups, and organizations that want to make an impact in the Plastics industry and STEM. With the continued support of our corporate sponsors and industry leaders like Mr. Glenn Beall, we are looking forward to the next round of grants and scholarships in 2025. It is never too early to think about how a grant or scholarship could benefit your program!

Respectfully,
Joe Karpinski
Education Committee Chair - 2023 to 2025



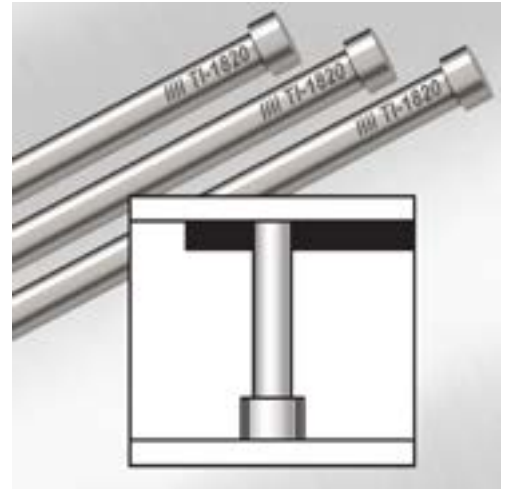
Nathan Rader-Edkin (left) – Joe Karpinski (right)

Progressive Components Expands Line of Thousandth Increment Ejector Pins

Progressive Components (Wauconda, IL) announces the recent expansion of its line of TI™ Pins to now include 267 new standard sizes added in new, longer lengths.

Unlike stamping punches, which are sometimes used as core pins in molds, Progressive's exclusive TI Pins feature heads that are precision ground to mold tolerances. Also, rather than beginning with a fractional-diameter core pin, step grinding can be eliminated with mold inserts wire EDM'd to the molded part diameter, requiring TI Pins only to be cut to the finished length

Designed to fit into small, crowded cavity and core inserts, Progressive's TI Pins are manufactured with hardened M-2 steel and available in diameters from .060" to .320" in both 2.5" and 5.5" lengths. Cut-to-length and custom options are also available.



For more information on our TI Pins or our full line of Ejector Pin and Sleeve Products, visit www.procomps.com, email tech@procomps.com, or call 1-800-269-6653.

PROGRESSIVE C O M P O N E N T S



Here is APPRENTICE OF THE YEAR Adam Conley with PCS representative Matt Hammernik, on the far left, along with Derrick Jones, PCS Vice President of Sales. That's a very proud Randy Meissner, Omega Tool's Vice President of Operations on the far right.

Enabling with System.

In Celebration of 100 Years in Business, we present: **HASCO's History**

The HASCO story began in 1924, when the company's founder, Hugo Hasenclever, made the first molds for processing the still young material Bakelite in his cellar workshop in Lüdenscheid/Germany. Resourcefulness, consistency, and his gut feeling led to the first change in the company's business from wrought iron and brass artwork to toolmaking. The foundation stone had been laid for a typical entrepreneurial career in that part of Germany – from a little factory to a globally operating company.

The outstanding craftsmanship and technical skills that Hugo Hasenclever successfully deployed in metalworking also became apparent when he concentrated on his hobbies in his free time. He worked, for example, on making a roly-poly toy but this failed repeatedly because the toy always stayed lying down and would not stand up.

It was his son Rolf who finally completed the task that had eluded his father when he went to his father's workshop, into which he would secretly creep at night. Later, he proudly presented his father with a roly-poly toy that would stand up every time it was knocked over. Father Hugo's gut feeling did not let him down once again when he recognized Rolf's talent and instinct for the conceptional and structured implementation of technical challenges.

Rolf Hasenclever followed his father's wish to join the family company, where he later became the managing director. It is for this reason that the roly-poly toy is symbolic today for the inventive spirit that marked the company's history.

The fundamental virtues of the company's founder Hugo Hasenclever are, 100 years later, still being felt by the employees, and are still part of the corporate philosophy. Agility, innovation, simplicity, and performance are the driving factors for the actions in the company.

Inventiveness leads to innovative products and patents, which make HASCO even now the leading international provider of standard mold units and a full-service provider for tool and mold making. The consistency of its actions is reflected in the quality of the HASCO products and helps to make the processes in tool and mold making ever easier.

In 1957, after the death of his father, Dr. h.c. Rolf Hasenclever took over the fortunes of the company. He has also been responsible for many milestones in the history of tool and mold making.

www.hasco.com



Precision Laser Technology Celebrates 20 Years of Commitment to Creating Customer Value

2024 marks the 20th anniversary of Precision Laser Technology (PLT) and its equally steadfast and challenging evolution as a laser service company. Located in Upstate New York, PLT prides itself on delivering high-quality, reliable laser services to the mold building community, including Texturing, Welding, Engraving, and Direct Part Marking.



Early Years

Cramped inside a 700-square-foot defunct shipping room—which seemed like a dream factory to two young partners—was a single engraving laser and a vision of making lasers an integral part of mold building. At the time, laser technology had proven to be a viable source for industrial engraving as many traditional engraving methods had failed to meet the continually growing standards for precision, depth, and quality. Lasers can engrave most tool metals, regardless of hardness, providing more versatility in material choices for our customers.

The medical, microelectronics, and defense industries were continually reducing the size of their hardware. As components continued to be manufactured smaller in size, traditional machining methods became difficult to employ. PLT's expanded knowledge of mold configurations and metal ablation gave us an advantage in controlling critical dimensions and draft angles in deep engravings as we pursued these markets and established ourselves as a viable Toolroom option for any precision mold detailing.

Defining Our Commitment to Customer Value

With any start-up, the immediate pressure to generate revenue and cash flow can cause the best of business plans to unravel. However, PLT remained focused on creating customer value.

Our business formula was to provide our customers with superior value—defined as Quality, Service and On-Time Delivery at a Fair Price. It was important to seek out the elements that were significant to our customers and excel at them. To this day we continue to operate with these principles in mind. Quality is never sacrificed and service means going above and beyond.

PLT's values may sound simple but they have produced long-lasting, valued customer relationships.

"PLT goes above and beyond on any project we present. The customer service, outside the box thinking and quality are second to none. We are lucky to have them as one of our long-time vendors!"

Jeff Zeller – Westfall Technik

Seeking Business Growth

Within a couple of years, PLT began assessing new technology and engaging with customers to further meet their operational needs. At the request of a customer, PLT expanded into Direct Laser Marking of molded plastic parts as an alternative to pad printing. A local manufacturer of military communication radios had discovered that their handheld devices were losing their pad-printed reference markings—ink will eventually fade or flake off, but laser marking proved to be permanent. Following trials of various resins, PLT was able to produce legible, highly visible, durable laser markings to enhance features on the molded parts.

Since then, laser marking has become widely accepted as a form of direct-part printing. Resin suppliers have also embraced the movement, offering color additives to master batches and yielding certain print colors that customers desire. Soon after Direct Part Marking became part of PLT's service portfolio, the company committed to recruiting

and developing talent for Laser Texturing and Welding services.

Laser Welding presented immediate advantages to traditional TIG methods: reduced heat induction, rapid cooling to avoid annealing, and higher precision for consistent, repeatable welds.

Reflecting upon where we started, PLT's Laser Welding Services have far outpaced our expectations and continue to demonstrate our founding values today.

To assist customers with mold maintenance and design changes, PLT operates four Laser Welding stations, plus a Micro-TIG station, ranging up to 300W and optimized with multiple-axes systems, boom extensions, and CNC programming as well as tilting and swiveling optics. Combined with exceptional workmanship, PLT welds molds built from a variety of tool metals, including 3D additive materials, and exercises the following principles with every order:

EXPERIENCE – Not all weld repairs should be handled in the same way. Relying on PLT's extensive welding experience to formulate the correct approach to a repair, even at the sacrifice of time, is the stronger path to keeping the mold in production longer. Likewise, metallurgy plays a role, understanding the behavior of tool metals relative to welding and possessing proven techniques is integral to the repair's ultimate success.

COMMITMENT – Some days welding can be extremely frantic. However, our company values its commitments to customers and works eagerly to support those responsibilities. PLT invests time up front to understand the scope of work, deadlines, and viable welding options to formulate and commit to a plan that our customers and team can both work towards.

COMMUNICATION – Timely feedback is useful. Updates keep the rework process moving along and alert customers of any unexpected findings.

At PLT, quality is embraced by an experienced, dedicated team that possesses the training and knowledge to ensure a successful, timely, and well-communicated weld repair.

"We are extremely fortunate to have Precision Laser Technology right in our backyard. Their laser welding and engraving services have been invaluable to our mold repair and customization needs, consistently delivering precise and reliable results. As a custom injection mold builder, we rely on PLT's expertise and dedication to quality, and they never disappoint. Thank you so much for your partnership!"

Roger Fox – Accede Mold & Tool Company

Let's Push the Limits of Texturing

Many of today's molds maintain a texture that was chemically etched or auxiliary machined, providing either an aesthetic or functional surface finish to the molded part. PLT's Laser Texturing services can replicate Charmilles EDM finishes and chemically induced matte finishes for purposes of producing surface roughness or gloss reduction. Laser technology has surpassed traditional chemical methods by improving versatility for pattern designs and extending texture capabilities to the reproduction of functional micro-structures within molds. This allows molded parts to diffuse light reflection, increase flow rate, or stimulate tactile senses. The essence of PLT's Laser Texturing is the advanced pattern development and collaboration with industrial designers to produce surface finishes and textures that are unique and innovative to existing markets.

The firearms industry was known for its generational knurling pattern, a diamond shaped crisscross pattern that provided an abrasive grip like that of weightlifting barbells. Though the course point grip was an industry standard, an OEM sought an alternative pattern just as durable yet modern in design, so the designer approached PLT. After a productive exchange of ideas, PLT produced an array of aggressive stipples, random in style and three times deeper than most common acid textures for additional pressure points and the perfect grip. Contrary to chemical etching, the laser yielded a sharper finish to the pattern's finer details and omitted any undercuts from the intense depth, ensuring mold release and manufacturability. After a ringing endorsement and widespread market approval, PLT's aggressive textures and similar patterns are found on most handguns and long guns today.

Today and Beyond

PLT has expanded and filled its current 7,000-square-foot facility with 10 laser stations of various sources and modes. Each laser station is equipped with vision equipment for quality inspection throughout manufacturing. We maintain a commitment to the personal and professional growth of our employees, strive to raise performance standards in our profession, and continually establish mutual trust and loyalty with our business partners. Although it may not be the cramped shipping room from our humbling beginnings, it remains a dream factory with the same inspired vision and commitment to customer value.

PLT wishes to express our sincere gratitude for your continued support and trust over the last 20 years. We believed in becoming a vital extension of your operations, embracing the role of your "Laser Department." Your decision to rely on our laser services means the world to us, and we are committed to delivering the highest quality of service into the future. THANK YOU!!!



1001 Lexington Ave #4 Rochester, NY 14606

Phone: 585.458.6208 - - Email: Sales@PLTemail.com

Website: www.PrecisionLaserTech.com

Anthony Bubay: *SPE Student Liaison - Bringing Energy and Innovation to Plastics Engineering*

Dear Society of Plastics Engineers Mold Technologies Division and Student Community,
I am honored to introduce myself as your new SPE-MTD Student Liaison Chair. My name is Anthony Bubay, and I'm excited to bring my passion for engineering and my unique perspective to this role.

Born and raised in New Jersey, I come from a vibrant family background as the youngest of triplets in a family of four children. This upbringing has instilled in me a deep appreciation for diverse viewpoints and the ability to thrive in dynamic environments. My experiences have shaped me into a fast-paced, energetic individual with a drive to make a positive impact in the field of plastics engineering.

Currently, I am pursuing my degree in Mechanical Engineering and Technology at the prestigious Rochester Institute of Technology. My focus spans multiple areas, with plastics being one of many major forefronts. I am committed to bridging the gap between academic knowledge and industry applications, and to bringing people outside of academia into the industry. My coursework in areas such as injection mold design, CNC machining, and materials science has equipped me with a solid foundation to contribute meaningfully to the SPE community.

As your SPE-Mold Technologies Division Student Liaison, my mission is multifaceted:

I aim to bring fresh faces and perspectives to the fields of plastics manufacturing, mold making, and engineering. By showcasing the innovative and sustainable aspects of our industry, we can inspire the next generation of plastics engineers.

A key goal is to improve public understanding of plastics and their implications in our daily lives. I believe that accurate information and education are crucial in shaping responsible attitudes towards plastic use and disposal.

My vision in this role is to foster an understanding that plastic itself is not the pollutant; rather, it's how we handle and dispose of plastics that impacts our environment. By promoting this perspective, we can drive innovation in sustainable manufacturing and recycling practices.

To achieve this goal, I plan to organize social events, workshops, and outreach programs that will connect students, professionals, and the public, creating a vibrant community focused on advancing plastics engineering and our world as we know it today.

I am excited to bring my energy, ideas, and commitment to the Mold Technologies Division and SPE community at large. Together, we can work towards a future where plastics engineering is recognized for its crucial role in developing sustainable solutions for global challenges.

I look forward to meeting and collaborating with all of you. Please feel free to reach out with your ideas, questions, or just to say hello. Let's innovate, educate, and make a positive impact in the world of plastics engineering!

Warm regards,

Anthony Bubay
SPE Student Liaison
Rochester Institute of Technology





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**Your input,
feedback,
and insights
are welcome!**

***Please let us know how we can make the SPE MTD Newsletter
more valuable for you.***

Scott Peters – Division Chair: scott.peters@moldedmarketing.com

John Berg – Newsletter Editor: john.berg@dyntool.com

A Struggling Mold Making Economy Leads to Thinking Outside the Box, or Base as it May Be...

With the economy continuing to porpoise, and many of us struggling to win that next project, I thought it might be a good time to “Think Outside the Base,” mold base that is.

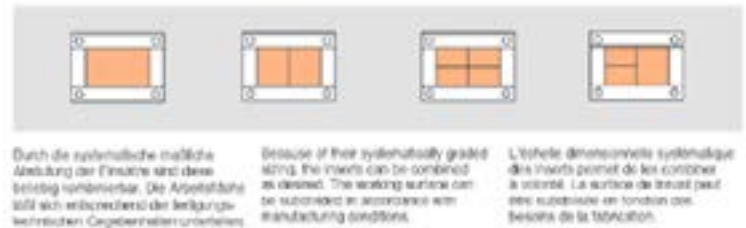
When the projects are coming fast and furious, we may be inclined to keep our spindles turning by doing the mold basics of base work and component manufacturing. After all, that is great “Apprentice Work”, and we have time to get things done. But when things slow down and we don’t have a major backlog of programs we need to find creative ways to cut time, win projects, maintain margins and not sacrifice quality. Enter “Standardized Options.”

For decades, mold makers have relied on standardized elements such as ejector blades, ejector pins, guide pins and bushings to keep the quality up and provide their clients with repeatable, replaceable componentry. But we have looked at, in many cases, having a mold base customized as something that we would rather do in house. It seems that this is all the truer when times are tough.

The latest economic news from MoldMaking Technology magazine got me thinking. How can we compete, those of us mold makers that aren’t in the niche markets, to win more business. I remember when I worked for HASCO-INTERNORM, now HASCO-AMERICA, the general manager and sales manager would tell me, “There are three things in every project, Price – Quality – and Delivery. Price and Quality are non-negotiable, so we need to work on DELIVERY.” It was true in 1989, and it remains true today. We can only truly compete on Delivery and that takes creative approaches to mold making.

So here are some thoughts. Now, this isn’t a HASCO ad - but they do offer some really neat stuff.

Smaller molds try the HASCO KR Program of Cavity and Core Plates with pre-machined pockets and blank inserts. These off-the-shelf repeatable mold plates with pockets ground through allow you to focus on the real meat and potatoes of making the Cavity and Core details. And talk about a time savings, nothing better than not having to do the prep machining, followed by stress relieving and finish machining. Just get it, add your ejector clearance and screw holes, and go. Plus the data is in the HASCO on-line catalog so design is simplified too



Smaller Bobbin Style Side Action Molds, why not try STRACK-Norma or HASCO Split Mold Kits. With a variety of base sizes and Slide heights there are few better ways to build center split side action molds that I can think of. And again, your designer will be able to pull data from the web to speed the process in design/detail too!



Straight forward Side Action Tooling – well it is hard to beat the offerings from PROGRESSIVE, or OMNI or STRACK or HASCO. With so many off the shelf components, that are highly repeatable and in various tool steel offerings, it is almost a given that time can be saved.





A Struggling Mold Making Economy Leads to Thinking Outside the Box



As we can see, there exists a multitude of off-the-shelf solutions to help in saving time. It does require that our Estimating Teams, and Design Teams remain fresh in their approach and knowledge of the available options and our Mold Makers remain open to focusing on the business of Cavity and Core creation, but (AND A BIG BUT), I believe this approach will open new avenues for faster deliveries and the ability to win more business.

For certain, the choice remains yours – adapt to the new business climates and continue to grow and thrive or remain entrenched in the old ways and become like the dinosaurs of pre-historic times and fade into the history books. I remain optimistic about the days ahead, and even more so when I consider the vast engineering solutions that are commercially available to support faster lead times, with repeatable quality at competitive prices!

Scott
Scott L. Peters
President – Molded Marketing LLC
Division Chair 2022 – 2026 Mold Technologies Div SPE

About the author – Scott Peters is the president and founder of Molded Marketing LLC. He served an apprenticeship in Mold Making and Design under Mr. Norbert Stengle – Northwestern Tool and Mold Skokie IL and has been involved in the plastics industry since 1975. He is the current Chair of the Mold Technologies Division of SPE and has served on the board of directors since 1994. Scott may be reached at Scott.Peters@MoldedMarketing.com or by telephone at +1.330.201.3751.

Mold Technologies Division



OUR MISSION: To be the leading industry resource for technical information and to advance plastic mold engineering technologies, while fostering industry growth, education and leadership.

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MINUTES

Board of Directors Mold Making and Mold Design Division SPE

	Present	Absent	Excused		Present	Absent	Excused
Tony Demakis		X					
John Berg	X						
Scott Peters	X			Andy Hartmann	X		
Eric Hecker			X	Brenda Clark	Ex-Officio		
Greg Osborn	X			Davide Masato			X
Barbara Arnold-Feret	X			Wes Stephens			X
Stephen Hansen		X		Joe Karpinski	X		
Rich Martin	X			Kerry Kanbara	X		
Craig Crossley			X	Hari Sharma	X		
Susan Huang	X			Shoreh Parandoosh	X		

August 13, 2024

4:05 Eastern Daylight Time – Meeting start time –Having a quorum all business conducted is binding

Division Chair – Scott Peters

- We have had a busy summer despite being officially on holiday from SPE Business.
- We named the recipients of the Glenn Beall Scholarship and the Division Grants for 2023 – 2024 – More to come from the Education Report
- We need to increase the number of Newsletter Sponsors, this is not a job that Greg and Stephen need to do alone – it is something that every board member should be working on.
- We will need a recognition banner at Ameri-Mold and PT-Expo for all sponsors
- We need to move quickly on filling the Chair Elect and Treasurer Elect roles. We are inside of 2-years to having vacancies in both the Division Chair and the Treasurer roles.
- 2024 – 2025 Scholarship and Grant Applications need to be created and posted for members of the industry, on a GLOBAL basis, to complete. We have funds budgeted and now we need applicants.
- Rich Martin made a motion to accept all business conducted during the June and July meetings of the division board. The motion was seconded and accepted by unanimous voice vote.
- Call for Elections to the board will start in late Q-3.
- Call for Award Nominations will start in Q-3

Shoreh asked about supporting the role of Chair Elect or other roles as she is new to the board and wanted to gain an understanding of the responsibilities and timing requirements for each role. The Q & A was good for the entire board and gave broad discussion.

Chair-Elect Report – vacant position

- Nothing new to report

Division Secretary Report – Wes Stephens

- The minutes of the July meeting have been approved and submitted to SPE HQ

Division Councilor Report – Barbara Arnold-Feret

- Donna Davis is heading up a task force to help Council determine relevance to the society
- Roles in general management of the Society going forward
- Roles in Governance of the Society, Divisions and Sections
- Barbara has asked to be included in any feedback and report out from the Task Force.

Membership Chair – Eric Hecker

- Excused absence

Sponsorship Chair Report – Greg Osborne / Stephen Hansen

- We lost 2 sponsors year to date – DME and Boride Polishing have withdrawn their ads.
- We added one new sponsor thus far – Precision Laser Technology
- Please include Greg and Stephen in all correspondence with new potential sponsors

TPC Report –Davide Masato

- Davide and Shoreh are working together to bolster ANTEC 2025
- Shoreh is the TPC Elect and will be shadowing Davide
- All Board Members need to assist in soliciting papers for the event
- Davide will provide a job description of his role as TPC and share it with Shoreh
- Training Materials are available on 4spe.org/leadershiplane/

RETEC Report – Barbara Arnold-Feret

- With ANTEC being in April, finding and soliciting papers for a Topical Conference on Additive Manufacturing in Mold Making will be quite difficult.
- All Top-Con discussions are on hold for the time being. Full reporting planned for the October board meeting.

Newsletter Editor Report – John Berg

- Progress for the next edition of the newsletter is going really well.
- Planned 1st review for Wednesday 21-Aug then any re-writes.
- Goal is to have the newsletter published before September 01.

Education Chair Report – Joe Karpinski

- There were four Glenn Beall Scholarship Recipients from across the country
- Four schools will receive Grant Funding including the program at Cardinal Manufacturing in Wisconsin.
- All total we awarded \$8,000 in Scholarships and Grants in the 2023 – 2024 Operational Year.

Web and Public Interest – OPEN

- No Report Presented

Treasurer's Report – Rich Martin

- Signature card documents has been lost at Bank of America. Rich is checking to see if we can find a better process for submitting signature card information.
- Rich is reporting via the Budget Format of SPE to show Actual vs Budget on a “Living Document” that is up dated monthly. This is a great improvement to the monthly reporting format.
- Our net worth is \$168,066.96 with \$50,066.96 in checking and \$118,000 in a Certificate of Deposit.
- PCS is making an “In Kind Contribution” of miscellaneous tools for the Apprentice of the Year as well as making a \$500.00 Pass Through Donation to the Division for payment to the Apprentice as well.
- If a check is sent to us for deposit, it needs to have the address:
Society of Plastics Engineers, Inc. DBA Mold Technologies, 408 Wellesley Place, Easley, SC 29642

International Committee – Davide Masato /Hari Sharma

- All Division Awards, Scholarships and Grants are available to International Groups, Students and members of industry – these are not limited to US or North American participation.
- ITS- 2025 (International Tooling Summit) is planned for the last week of February 2025 in Mumbai. There will be industry leaders discussing topics that are impacting the India Tooling Industry.
- Hari has potential plans for attending the event – perhaps we should look to have a presence with SPE **India**.

Intersociety Liaison Chair – Craig Crossley/Andrew Hartmann

- No Report presented

Track the Apprentice – Susan Huang

- Susan will put together a Q & A script for all board members to use in preparing additional “Track the Apprentice” video messages. The goal is to involve as many companies as possible without over burdening the employers or singling out one apprentice over another.

Social/Golf Outing – Kerry Kanbara

- Due to weather conditions, the Golf Social has been cancelled. Reschedule to Late Spring/Early Summer 2025

OLD BUSINESS: No Old Business was covered / NEW BUSINESS: No New Business was covered at this meeting

The Meeting adjourned at 5:07 PM Eastern Daylight Time



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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 Osborne - mldmkr@yahoo.com

Stephen Hansen - stephen.hansen@cdmtool.com

Publication Release Dates

Winter Issue
February 2024

Spring Issue
May 2024

Summer Issue
July 2024

Fall Issue
November 2024

SPONSORSHIP INFO 2023-2024

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