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CAE Mold Filling Simulation * Plastics Professional Series Training Seminars * Rheological Control Systems * Mold Diagnostic Software * Consulting / Troubleshooting * Molding / Sampling Capabilities

Inside the Newsletter

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What's our point? Find out with the revised PPM Program.



Since introducing the new Plastics Professional Membership Program late last year, BTI has been listening to the requests of our clients to make the program more flexible to fit their ever changing business climate and project needs. And we listened...

Through the new PPM Program, each of BTI's products and services are assigned a Point value. Members can then purchase a number of Points based on a "Needs Assessment" review and available Point Level discounts. The purchased Points are then used to acquire ANY of BTI's products and services as needed (CAE mold filling simulation, Rheological Control, Engineering & Consulting, Training Seminars, 5 Step Process software, Injection Molding Services).

Benefits of the new PPM Points Program include:

- Purchasing / budget flexibility
- Price flexibility (discounted pricing available)
- Product flexibility
- No point expiration
- No annual commitment

In addition, PPM Program Members will have access to our "Members Only" area of our website which contains such items as engineering design formulas, technical papers, R&D projects, and troubleshooting insight.

If you are interested in learning more:

1. Attend a free WebEx meeting - January 28, 2011 at 11:30 am (EST) [PPM Program Overview](#)

2. Visit [PPM Points Web Page](#).
3. Contact us directly at 814-899-6390

Under Construction...



We hit the nail on the head...literally. BTI is starting 2011 off under construction by improving the infrastructure of both the facility and personnel.

Our facility is being renovated and updated to include changes in the following areas:

- **Nissei AU3D Micro-Molding Machine** – this 3 ton plunger injection molding machine will allow BTI to study shear flow effects on the micro-molding level. The machine is equipped with a 0.10oz (2.8g GPPS) shot size.



- **Training facility** – due to numerous client requests, BTI is constructing a new on-site training facility to host public and private sessions of our Plastics Professional Training Seminars (see below). We will be able to host 25-30 students comfortably, and the room is equipped with a state-of-the-art smart projection system. Students will also have access to computers and to BTI's molding lab when applicable. A 2011 seminar schedule will be posted soon, so be sure to check for updates.

- **Haas Automation VF-2 CNC Machining Center** – high speed, 3-axis CNC milling machine needed to build upon our internal manufacturing capabilities for increasing demand of our iMARC and SRC mold inserts, runner bars, and other custom products.



- **Engineering expansion** –growth has spurred the expansion of our engineering offices to include room for an additional 3 full time engineers.

As for the business side, BTI has made and will continue to be making several additions and changes to our operations:

1. **Hiring 2 account managers** to be located in strategic growth areas to better serve our clients
2. **Hiring an inside applications engineer** to help support the additional account managers
3. **Hiring an office administrator** to coordinate training, tradeshow, and general management support

So as you can see, there is plenty happening at BTI to help support our growth and meet the requests of our clients. We look forward to keeping you updated as the dust continues to settle on the renovations.

BTI adds a new Training Seminar while overhauling another

As discussed in our August 2010 newsletter, BTI has been working on revising our training seminars. The latest changes include:

NEW MoldPro Training Seminar – this seminar is near completion and will focus on fundamental mold design principles. It is geared toward those new to the plastics and mold making industries and the project engineers who are involved in mold design reviews but are not familiar with the various fundamental approaches to

designing a quality mold.

DesignPro Training Seminar – with the addition of the MoldPro seminar, BTI will be moving a few sections from DesignPro to MoldPro. The sections being moved are those that discuss the various aspects of choosing and designing the melt delivery system. This change allows BTI to build upon the part design section in DesignPro and expand those areas to better suit the needs of plastic part designers.

Stay tuned for the 2011

Plastics Professional Series

Training Seminar schedule.

Upcoming Tradeshows and Seminars

2011 Schedule

1. February 8-10, 2011: MD&M Anaheim, Booth 246:

Beaumont Technologies, Inc. will be in Hall E. In addition to our diagnostic and training services, BTI will be featuring our CAE mold filling simulation, Rheological Control Systems, Molding, and Product Development services at the show. Company representatives encourage you to bring your plastic related problems for discussion.



Click the image and be our guest by registering for a FREE Expo Hall pass

2. February 17, 2011: SPE Erie - Understanding shrink and warp in plastic parts

Wings & Warp at "The Lube". What more could a plastic professional want? John Beaumont, president of BTI, will be presenting at the Erie PA SPE Chapter on February 17, 2011. John will bring a classroom environment to the discussions to heighten the understanding of the attendees regarding the fundamental principles of plastic flow, mold design, part design, and processing as related to their influence on shrinkage and the resulting warpage of a plastic part.



Time: 6:00 social; 6:30 dinner; John to follow dinner

Location: Quaker Steak & Lube, Peach Street, Erie, PA

RSVP: Contact Lucy at 814-898-6146, lad115@psu.edu

Other shows being planned in 2011:

3. April 6-7, 2011, BIOMEDevice Boston

4. June 13-15, 2011, Innovation & Emerging Technologies, Penn State Erie

5. November 2-3, 2011 MD&M Minneapolis

2012 Schedule

1. April 1-5, 2012: NPE 2012, Booth 5445



BTI participated in the NPE 2012 booth draw held in the Orange County Convention Center, Orlando, FL. BTI will be located in the West Hall in Booth 5445 (600ft²). We will be easy to find as we are right off one of the main entrances in the hall. You can view the interactive floor plan at <http://www.mapyourshow.com/exhview/>.

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