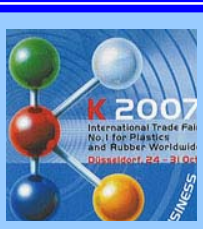
Beaumont
BEAUMONT TECHNOLOGIES. INC.

News @ BTI **Volume VII, Issue 4 • November 2007**

Inside this Issue:

K-Show Wrap Up	**1**
Reducing Cure Time the TS Rubber Industry	**1**
SimpaTec to Represent BTI in Europe	**1**
BTI & INCOE Expand Relationship into Europe	**2**
Cost Savings of $114,000 For Viking	**2**
Challenge BTI	**2**
Upcoming Events	**3**
About BTI	**3**



K-Show 2007 Wrap Up

BTI made its European tradeshow debut at K-2007 in Dusseldorf, Germany. The K-show provided us a chance to meet personally with our existing global customers and new prospects from all over the world, including some from North America, as well as to provide some support to our new representatives and distributors.

K-Show Wrap Up: REP Now Sells FillBalancer™ Offering Reduced Cure Times of 50%

REP International of Lyon, France, is now the exclusive global distributor of the patented MeltFlipper® technologies, which have been adapted for use within the thermoset rubber injection molding industry. The technology will be sold under the trademarked name FillBalancer™, as part of REP's TuboCure™ product line. At the K-show, REP was running a 2-cavity FillBalancer™ mold, in conjunction with REP's TempInverter™ nozzle in one of their thermoset molding machines. As a result of the new technologies, the mold exhibited a documented cure time reduction of 50%.

David Rose of BTI says, "The new partnership makes perfect sense because REP is focused on providing the customer with state-of-the-art solutions for all aspects of thermoset rubber injection molding, and BTI's technologies provide the missing link for total process control between the machine and the mold. REP's ability to now sell the FillBalancer™ technology to manage the compound properties during flow will provide thermoset rubber customers worldwide with a solution to shear-induced imbalances that will significantly reduce manufacturing costs through cure time reduction, energy savings, and less material consumption. Additionally, improvements to the molded part quality are seen when using this technology."

Above: Bruno Tabar (left), of REP, John Beaumont (middle), and Gilbert Greco (right), also of REP International, stand by the REP display at the K-Show, which features the new FillBalancer™.

K-Show Wrap Up: SimpaTec Representing BTI in Europe

SimpaTec Simulation & Technology GmbH has been appointed by BTI to represent and sell the core products: MeltFlipper®, MeltFlipper® MAX™, and 5 Step Process™ Advanced Mold Balance Analysis software.

To help grow our existing European customer base and to open new doors within the injection molding community throughout Europe, BTI and SimpaTec have reached a representative agreement. This relationship will help European molders and mold makers to produce higher quality products and improve the overall injection molding process the same as BTI's technologies have done for companies in North America.

SimpaTec also offers products and services in the process and part optimization through simulation.

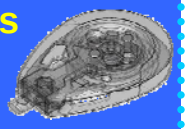
Above: SimpaTec representative Cristoph Hinse (Left) meets with David Hoffman (Right), BTI's Director of Technical Sales & Marketing

K-Show Wrap Up: INCOE & Opti-flo™

Besides developing new partnerships at K, BTI continued to expand upon more mature relationships, such as that with INCOE Corporation. INCOE is the exclusive global distributor of MeltFlipper® for hot runner systems, marketed under the name Opti-flo™. The gathering of these two companies allowed for a chance to discuss future opportunities and expansion further into global markets, and an opportunity to meet key INCOE employees from Germany involved in the sales of Opti-flo systems.

Above: Klaus Kapp (left) and Jim Bott (right), both representatives from Incoe, meet with John Beaumont (middle).

Challenge BTI's Engineers



- Send BTI samples or drawings of your most problematic molds in terms of filling, balance, rejects, process window, dimensional variation, etc...
- Free evaluation to see if BTI's technologies can help you
- No commitment needed unless you decide to move forward
- Guaranteed Results!!

Melt Management's Role in a More Efficient Mold - Cost Savings of $114,000

With many custom mold shops losing business to foreign competition, it is clear that thinking outside of the box is necessary to compete globally. One custom molder, Viking Plastics (Corry, PA), has decided to take a proactive approach to this dilemma by implementing several strategies, which includes BTI's melt management technology.

Viking recently employed MeltFlipper® Technologies in a mold used to supply high-quality, precision-engineered components crucial to the automotive, HVAC and industrial manufacturing sectors. Total production costs were reduced to give Viking a savings the very first year of $32,500, with an ROI of 472%. Payback (ROI) for Viking's investment with BTI was only 2 months. ROI over an estimated 3.5 project life with the BTI MeltFlipper in place would be nearly $114,000 – that's an ROI of 1,902%.

According to Shawn Gross, Viking Plastics' Manufacturing Manager, using Beaumont's technology allowed Viking to eliminate shorts shots and add 20 percent to their capacity to better serve their global automotive customer. "We are quite outspoken in showing our customers the value and benefits of MeltFlipper technology, which, among many other facets of our operations, sets Viking Plastics apart and puts us in a highly competitive position," Gross emphasizes.

"This technology has enabled us to grow our business through several projects involving high cavitation molds," Radock says. "Our customers find that Viking can produce more products with faster mold commissioning times, balanced flow (meaning better parts), faster cycle times and less scrap. The data on the success of our use of MeltFlipper technologies shows that we are able to reduce both runner and press size, as well, as we changed molding from a Van Dorn 200-ton machine to a smaller Nissei machine.

Viking Plastics Plant Manager Greg Bowes gives his acclamations, by saying, "Viking is very accustomed to inheriting problematic tools from previous vendors and offering a variety of engineered solutions. MeltFlipper® has worked well for us from the start with improved flow and mold balance, and also has contributed to reductions in both material usage and scrap."

BTI can help firms become more profitable, such as the case with Vikings Plastics, without requiring a need to purchase new capital equipment or go overseas to reduce costs. Read the full story in Melt Management Magazine, Viking Plastics

Upcoming Events

SPE Seminar
Lincoln, NE
Date: January 10, 2008
www.4spe.org

massPLASTICS 2008
Royal Plaza Trade Center
Booth # 716
Fitchburg, MA
Date: March 26-27, 2008
www.massplastics.com

MME 2008
Rock Financial Showplace
Booth # 631
Novi, MI
Date: April 23-24, 2008
www.moldmakingexpo.com

1524 East 10th Street
Erie, PA 16511

Phone: 814-899-6390
Fax: 814-899-7117
www.beaumontinc.com

***Beaumont Technologies, Inc. (BTI)**, the exclusive licensor of MeltFlipper® melt rotation technologies, is the world leader in mold & process optimization technologies. MeltFlipper® technologies are 100% GUARANTEED to solve your problematic filling imbalances to ultimately achieve reduced scrap rates, faster cycle times, quicker time to market, and increased process efficiencies.*

*Our core products **(MeltFlipper®, 5 Step Process™, CAE by BTI™, and BTI Training™)** are successfully being used to help produce parts to Six Sigma quality standards in a vast array of industry segments. Contact BTI today and give us the opportunity to help your company become more profitable through our mold and process optimization tools – with **NO NEW CAPITAL EQUIPMENT REQUIRED***

Please visit www.beaumontinc.com for more details.