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Customer Success Story: Better Products with Deflashing System

Deflashing Systems: Solutions for Everyone

Publicity: Good News, Bad News

Jennifer Tuck: Doing a Great Job

Updated STANMECH Web Site

Terrific Trade Shows

Sept. 7 Next Plastics Welding Course

Customer Success Story:

Better Products with Deflashing System

The Achievement

A Tier 2 supplier to the automotive industry improved their production line with a STANMECH deflashing system.

The Challenge

A company providing parts to a firm that serves an auto assembly plant had a short area of flash that had to be taken off their product. The flash had been manually removed by propane torch, but the company wanted to replicate the deflashing system their sister facility had set up in Europe.

They wanted the product to be deflashed as it left the moulding machine, still being held by the robot arm. The

deflash control had to be interfaced into their existing line process.

Why STANMECH

The company knew they needed a Leister product and research led them to STANMECH, the master distributor for Leister in Canada.

The Details

Shortly before Jan. 2005, STANMECH made a site visit to the company's plant to study their production line. Discussions were conducted and then STANMECH developed a demonstration solution in their Burlington facility. It involved two heaters, a blower and customized

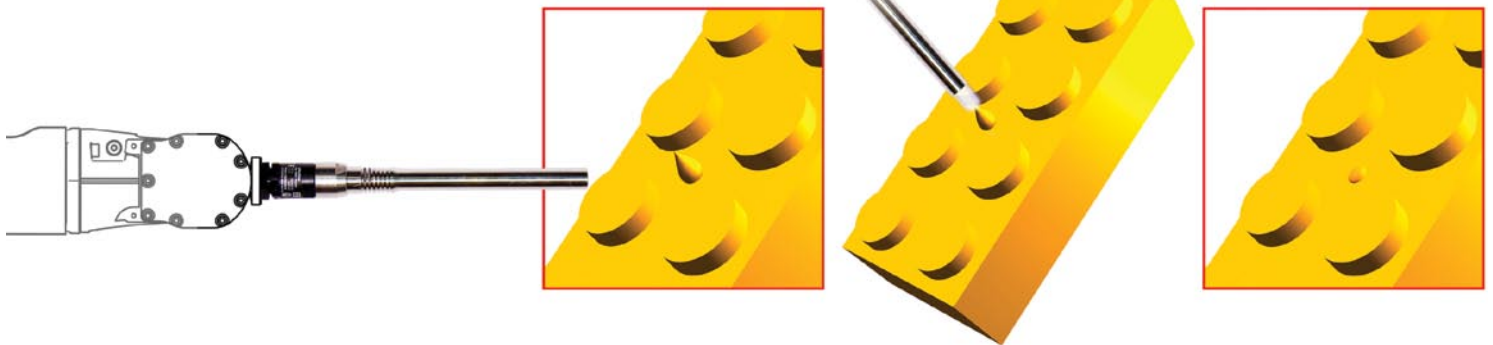
nozzles with thermo-couples, specifically the Leister Tool 3000 coded 101.426 with a wide-fit Ghibli nozzle, part number 106.998, and the Robust Blower part number 103.431. Leister parts are interchangeable and have scalability.

The thermo-couple temperature feedback allowed each tool to operate to the temperatures of the section that was presented to them. STANMECH is known for customizing solutions to customers' precise needs.

The Results

STANMECH's customized deflashing system met the company's needs. They succeeded in manufacturing a better product with fewer parts rejected after painting. In addition to improving and increasing their productivity, they were able to reassign staff who had previously done the deflashing by hand.

Deflashing Systems: Solutions for Everyone



"If you're a plastics moulder, you might want to check out our deflashing systems, because every moulder usually has flash that needs to be removed," says Paul Subject, president of STANMECH.

The deflashing systems use Leister equipment to provide precise amounts of heat to deflash each moulded part perfectly, which can be done even before it leaves the mould.

Each system is precisely customized to the needs of each manufacturer. The equipment can be robotized and incorporated into the existing production line. STANMECH studies customers' production data and sample moulded parts in order to recommend a specific solution.

The system can easily be modified when needed, if manual deflashing is ever required, or when production size or speed changes.

The many benefits of a STANMECH deflashing system include:

- ◆ saving time
- ◆ increasing productivity
- ◆ lower production costs
- ◆ improved product quality
- ◆ prevention of injury
- ◆ increased safety
- ◆ reliability

- ◆ repeatability and consistency
- ◆ scalability or capability for expansion

"During the past three years, we have worked on a number of applications for various customers in different industries," adds Subject. "We realized that our deflashing technology could benefit most plastic moulders. This development can save costs for the entire plastic moulding industry."

For information on how STANMECH can set up deflashing for you, call **905 631 6161** or **1 888 438 6324**.

Jennifer Tuck: Doing a Great Job



Jennifer Tuck, customer service representative, has only been with STANMECH one year, but she's already heard at least one customer say "You are doing a great job."

One day, a customer called with a rush order. Jennifer processed the purchase order, emailed an order confirmation and provided tracking details, all within an hour of the call. "Prompt service was essential," she explains.

Jennifer's responsibilities are creating custom quotes, taking phone orders, processing purchase orders and providing support for the sales representatives. This involves pricing and inventory checks for customers and sending out information packages to customers. All this has meant the development of new skills for Jennifer.

Family life also seems to be important to Jennifer. She defines her family as consisting of her husband Terry, her sister Stacey, whom she calls her "very best friend," and her parents Lynne and Bob.

"We just moved into our first home in January," she adds. "I spend time puttering around our house and gardening, and spend time with my sister. We are always together. I relax with Terry enjoying the simple life."

There doesn't, however, seem to have been much time for relaxation since moving into the house.

"I have planted flowers, put down mulch and I'm maintaining the existing gardens," Jennifer elaborates. "With the help of family, Terry and I have painted our entire house from top to bottom, except for the three bedrooms."

Publicity: Good News, Bad News

The good news is that in May, *Canadian Plastics* magazine published a feature on our deflashing systems on their Technology Trends page (right after the Table of Contents).

Hot Air Deflashing Systems Trim Residue and Time

By Mark Stephen, associate editor

Most of us get enough hot air in our daily lives, whether from teleheaters, falling leads on television, politicians, or other sources.

In a plastics production facility, however, the application of hot air can be beneficial, and is the basis for a series of new, customized deflashing systems developed by Stanmech Technologies Inc., of Burlington, Ont.

For the past year, the company has been building specialized hot air systems to deburr the unwanted, yet unavoidable, residue that results from the manufacture of plastics parts by injection molding, blow molding and extrusion, and that too often requires an employee's painstaking time and attention to trim manually.

"We had been asked by more than one of our customers to develop a system that can replace open flame or knives in production situations to remove flash from parts," Paul Subject, Stanmech's president, said. "The hot air technology flash has been around since the 1940s, but has not been used in this capacity until now."

Stanmech's deflashing systems, all of which use equipment supplied by Reistrasse, Switzerland-based Leister Process Technologies, are designed to meet the specific processing needs of a particular customer, based on that customer's production data and a submitted part. "The correct hot air nozzle will differ from system to system because every type of flash differs, for example, a whisker is different than a ridge," Subject explained. "This determines the amount heat required and how that heat source is regulated," whether semi-automatically or completely automatically. "Once the company has identified these factors, the deflashing system — complete with nozzle, blower and control package — is built to satisfy that particular requirement."

A significant advantage to having a system custom built is greater precision, Subject said. "For applications that are particularly appearance-oriented, such as automotive or toy parts, we don't want to expose the whole part to a heat source, only the flash."

And although each system is custom built, Subject continued, it can still be adapted to suit changing production needs. "If a customer decides they want to manually apply the hot air, we can create a portable tool for them," he explained. "We can also scale up or down based on changes in production size or line speed."

Investment in a hot air deflashing system varies according to size and scope. "A simple handheld device can cost less than \$1,000, while a complex application can cost \$20,000," Subject said. "But our customers find the investment worthwhile because it allows them to reduce labour costs by removing a dedicated worker to trim flash, and also solves safety issues associated with knives and open flames."

Stanmech Technologies Inc. (Burlington, Ont.); www.stanmech.com; 888-438-6324

Photos in This Story

A new custom designed deflashing system from Stanmech Technologies Inc. uses the precise application of hot air to rid plastics parts of unwanted residue.

Terrific Trade Shows

As we've already posted on the News page of our STANMECH Web site, we had great responses to our participation in Plast-Ex 2007 and IFAI Canada Expo 2007.

At Plast-Ex we displayed all our plastic welding extruders, and demonstrated a deflashing system and the Novolas laser welding joining system.

At IFAI we showed our Leister hot air tools for the industrial fabric market, especially the Unimat and Uniplan, two high-tech automatic fabric welding machines.

We look forward to meeting the specialized needs of all the customers who have approached us as a result of our involvement with these two shows.



Paul Subject, president of STANMECH, was interviewed at length for the article, and gave a good explanation of how and why each deflashing system is customized.

The bad news is that they printed an incomplete phone number for us! Our toll-free number is 888 438 632...4. We're sorry if you had to go to our Web site for our number if you wanted to call us immediately.

It seems that STANMECH pays more attention to detail than they do. If you missed this article, you can read it from the News page of our site, at www.stanmech.com/news.htm.

September 7 Next Plastics Welding Course

Popular demand has us offering regular one-day courses in the basics of welding plastics. A maximum of five people will be able to practise hands-on hot air and extrusion welding.

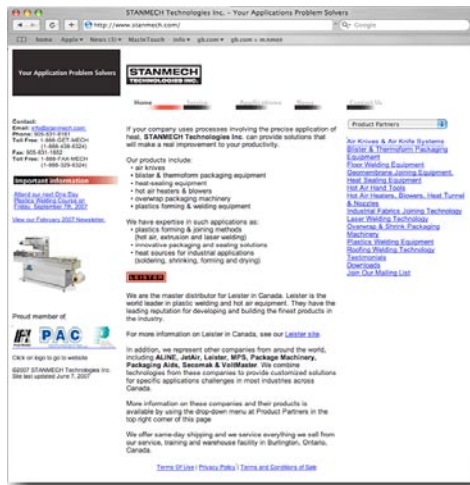
Participants from recent courses thought the training was useful and very good. Bill Milbury noted "Plastics are not as easy to weld as I thought, it needs lots of practice and time."

Alfonso Siles of Ultraflo Systems felt he had a "better understanding of how plastic welding works and the proper way of welding."

Clyde Richardson of Weidmann Industries was pleased that his training "will allow us to offer a new service to our customers."

Mike Holm says "I will use the equipment to manufacture production tooling."

The next course is scheduled for **Fri. Sept. 7, 2007**. A light lunch is included in the \$199 (plus GST) charge. Register at **905 631 6161** or through info@stanmech.com.



Updated STANMECH Web Site

In May, an improved STANMECH Web site went live at www.stanmech.com. Similar in graphic design to our Leister Canada site at www.leister.ca, the new STANMECH site has been rewritten and expanded.

One new feature is individual data sheets on all the products we offer, giving descriptions of their uses, benefits and detailed technical information. These are easy to print for your reference.

The News page gives access to our new product announcements, news releases and newsletters.

We are also proud of a new page, Testimonials, that shares some of the many positive comments we receive from our valued customers. Look for the Testimonials link in the right-hand menu.