

Purging Compounds That Really Work

PurgeX

Neutrexinc

Marketing Purgex Purging Compounds in Portugal

The logo for Neutrexinc features the company name in a blue, sans-serif font. A blue arc is positioned above the 'x', which is stylized with a dot above it. The letters 'i' and 'n' are connected to the 'c' at the end of the word.

Neutrexinc

Marketing Purgex Purging Compounds in Portugal

Agenda

1. Neutrex, Inc. background
2. What is purging?
3. Molding industry categories
4. Purgex purging compounds
 - a. Concentrates
 - b. Blends
5. Purgex performance case histories
 - a. Consumer products
 - b. Automotive
6. Purgex competition
7. CPC pricing strategy
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Neutrex, Inc. Background

- Founded
- Proprietary product
- Domestic market
- Foreign market
- Houston operations
- Purgex distribution
- Purgex marketing
- Neutrex objectives



What Is Purging?

- Definition
- Applications
- Injection-machine purging
- Extruder purging
- Blow-molding purging

Molding Industry Categories

Top 10 in U.S.

- Electrical and electronics
- Automotive
- Consumer products
- Industrial
- Medical and pharmaceutical
- Computers and business machines
- Telecommunications
- Appliances
- Recreational and sporting goods
- Lawn and garden



Purgex Purging Compounds

- Basic composition
 - Concentrate
 - Blend
- Purgex concentrate grades
 - Purgex 526
 - Purgex 527
- Purgex blend grades
 - Purgex 456 Plus
 - Purgex 457 Plus
 - Purgex 3056 Plus
 - Purgex 3057 Plus



Purgex Concentrates

- Six components
 - Lubricants
 - Foaming agents
 - Viscosity-control agents
- Proprietary product
- Unique manufacturing process
- FDA approved
- Material Safety Data Sheet (MSDS)
- Raw material source



Purgex Blends

- HDPE carrier
 - Special grade
 - Houston-specific
- Other special components
 - Specialty polyolefin resin
 - Glass-filled HDPE
- Custom blends
 - High glass content
 - Fluidity-control formulation



Purgex Performance Case Histories

- Consumer product
- Automotive
- Tech Link – Hand out



Waste Bin Case History

Part One

Industry:	Consumer product
Part description	Waste bin
Part weight:	2 pounds
Machine:	1500 ton Cincinnati injection molding machine
Resin material:	HDPE
Original color:	Black
Next color:	White
Machine time cost:	\$70 / hour
CPC cost:	\$2.30 / pound
Resin cost:	\$0.62 / pound



Waste Bin Case History

Part One – *Cont.*

Comparison Material Balance

	CPC	HDPE
Purging material, #	14	100
Next resin, #	0	0
Number of rejected parts	8	50
Rejected parts in pounds of resin	16	100
Purge time in minutes	8	25



Waste Bin Case History

Part Two

Comparative Economics

	CPC	HDPE
Purging material cost, \$	32.20	62.00
Next resin cost, \$	0.00	0.00
Reject material cost, \$	9.92	62.00
Machine time cost, \$	9.93	29.16
Total cost, \$	51.45	153.16

Cost saving per purge: \$101.71



Automotive Door Panel Case History

Part One

Industry:	Automotive
Part description	Door panel
Part weight:	10 pounds
Machine:	3000 ton injection molding machine
Auxiliary equipment:	Hot runner
Resin material:	Co-polymer PP
Original color:	Slate grey
Next color:	Light greystone
Machine time cost:	\$239 / hour
CPC cost:	\$2.20 / pound
Resin cost:	\$0.35 / pound



Automotive Door Panel Case History

Part One – *Cont.*

Comparison Material Balance

	CPC	PP Copolymer
Purging material, #	45	300
Next resin, #	50	0
Number of rejected parts	9	30
Rejected parts in pounds of resin	90	300
Purge time in minutes	15	40

Automotive Door Panel Case History

Part Two

Comparative Economics

	CPC	PP Copolymer
Purging material cost, \$	99.00	93.00
Next resin cost, \$	17.50	0.00
Reject material cost, \$	31.50	105.00
Machine time cost, \$	59.75	159.33
Total cost, \$	207.75	357.33

Cost saving per purge: \$149.58



Purgex Performance Case Histories

Tech Link
Injection
Molding
Magazine

TECH PROFILE

Neutrex Inc.

Manufacturers of PURGEX
Purging Compounds



Tier I Automotive Molder Calculates Dramatic Savings with PURGEX

A Tier I automotive interior molder is in a real bind. Their "Big Three" customer is making last minute demands for parts requiring immediate delivery. Especially time consuming are dark black to very light gray color changes on 3000T presses molding SUV parts. The current method of purging with resin takes 120 minutes and 600 lbs. of polypropylene.

Neutrex was called in to develop a purging plan to significantly reduce color change time and material costs. After evaluation, Purgex 457 was recommended to purge the barrel and screw as well as the manifold/hot runner system. Purgex 457 Plus is specifically designed for difficult applications such as dark colors and filled resins and is



used to purge thermoplastics processed between 300°F and 550°F.

A number of tests were conducted and the best results were obtained by using 69 pounds of Purgex 457 Plus. The barrel and screw were purged first with a 5 minute soak, and then Purgex 457 Plus

was purged through the manifold/hot runner system. The resulting purge time was 28 minutes with 4 scrap parts.

The bottom line economic value was a material savings of \$152.95 per purge and a production time savings of 92 minutes. If machine time is included, the total savings escalates to \$520.95 per purge.



To meet the challenges of today's global competitiveness, productivity must be increased. Molders with frequent color changes need Purgex Purging Compounds to improve efficiency and remain profitable.

Purging trial performed on 3000 Ton Husky Injection Molding Machine, changing from black to light gray Polypropylene.

	Purge with Purgex 457 Plus			Purge with Polypropylene Resin		
	Time min	Cost \$ per hr	\$	Time min	Cost \$ per hr	\$
Machine Downtime	28	240.00	112.00	120	240.00	480.00
	Amount lb	Cost \$ per lb	\$	Amount lb	Cost \$ per lb	\$
Purge Material	69	2.20	151.80	600	0.53	318.00
"Rinse" Resin	25	0.53	13.25	0	0.00	0.00
Total Cost >			\$227.05			\$798.00

Cost Savings with Purgex 457 Plus- including machine time

Cost Savings with Purgex 457 Plus- excluding machine time

Time Savings

\$520.95

\$152.95

92 Minutes



For more information

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Purgex Competition

- Asaclean
- Dynapurge
- Novachem
- Ultra Purge
- Klüberpurge



Purgex vs Asaclean

	Purgex	Asaclean
Purging Efficiency <i>Total material cost</i>	10	8
Time <i>Minutes</i>	12	17
Avg CPC Cost <i>\$/#</i>	2.15	3.00
Rejection Rate <i>Avg # Parts</i>	5	10

CPC = Commercial
Purging Compound

Rating System 10 = Perfect
0 = Worthless



Purgex vs Dynapurge

	Purgex	Dynapurge
Purging Efficiency <i>Total material cost</i>	10	5
Time <i>Minutes</i>	12	24
Avg CPC Cost <i>\$/#</i>	2.15	2.25
Rejection Rate <i>Avg # Parts</i>	5	20
CPC = Commercial Purging Compound	Rating System	10 = Perfect 0 = Worthless



Purgex vs Novachem

	Purgex	Novachem
Purging Efficiency <i>Total material cost</i>	10	8
Time <i>Minutes</i>	12	20
Avg CPC Cost <i>\$/#</i>	2.15	3.50
Rejection Rate <i>Avg # Parts</i>	5	20

CPC = Commercial
Purging Compound

Rating System 10 = Perfect
0 = Worthless



Purgex vs Ultra Purge

	Purgex	Ultra Purge
Purging Efficiency <i>Total material cost</i>	10	4
Time <i>Minutes</i>	12	22
Avg CPC Cost <i>\$/#</i>	2.15	3.50
Rejection Rate <i>Avg # Parts</i>	5	22
CPC = Commercial Purging Compound	Rating System	10 = Perfect 0 = Worthless



Purgex Benefits

- Greater purging efficiency
- Faster
- Reduced rejects
- Reduced maintenance



Purgex Features

- Better safety
- Neutralizes toxic and noxious gasses
- Composition specification
- Special multi-action



Purgex Representation Opportunity

Purgex Sales Representative

- Neutrex provides support, representative makes the sale
- Neutrex invoices customer
- Rep receives commission upon invoice payment
- Exclusivity based on sales-volume commitment
- Commission negotiated
- Timing 2006



Purgex Representation Opportunity

Purgex Sales Distributor

- Neutrex provides support
- Distributor buys Purgex for inventory
- Distributor pays Neutrex
- Distributor sells to and invoices customer
- Exclusivity based on sales-volume commitment
- Purgex price negotiated
- Timing 2006



Purgex Pricing Strategy

European
Competitors
CPC
Price Range

€ 6 / Kg
to
€15 / Kg

U.S.A.
Purgex
Suggested
Price Range

\$2 / lb to \$2.50 / lb

Converted at \$1.28 / €

€3.44 / Kg to €4.30 / Kg

Recommended Portugal Price Range

€ 6 / Kg to € 7 / Kg



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