



In the News....

Kostrate® Edge Replaces Polycarbonate And Saves Customer \$250,000

December 27, 2007

How did the customer save big with Kostrate® Edge?

- Specific Gravity savings of 13%.
- Lower piece price
- NO Drying
- Better release = reduces mold release costs
- Process @ 100F LOWER temperature = less power consumption
- Save on shipping fees because of lower weight
- Lower temperatures and pressures mean reduced machine and mold wear.

Customer saves on Pocket Letter/Mail Holder Application

As you may well know, PSG has been successful for one of our customers by replacing polycarbonate in an office product known as the "pocket letter/mail holder." We have also been successful doing the same in an air deflection device that attaches to residential and commercial heating vents with magnets. This savings for our customer totaled \$250,000 in material costs alone, not including processing savings! (Should you wish to review one of these molded parts, we have an example of each we would be glad to show you.)

'WHAT MIRACLE MATERIAL COULD POSSIBLY REPLACE POLYCARBONATE?'

The answer to your question is PSG's newest line of clear thermoplastic, billed KOSTRATE EDGE.

In the final product, you will see

there is little, if any, sacrifice in appearance, flexibility and scratch resistance. Major advantages to the displacement of PC by our Kostrate EDGE are as follows:

- 1) Specific gravity has dropped approximately 13%. This, coupled with the lower price of Kostrate EDGE amounted to a \$.18 savings per part in material cost. Spread over a million parts, this savings is about \$180,000.00 per year.
- 2) Additional savings is gained in processing, machine and labor time due to the fact that Kostrate EDGE requires NO DRYING.
- 3) Kostrate EDGE parts release better than PC, which in turn, reduces mold release costs.
- 4) Kostrate EDGE materials are processed at approximately 100F lower temperature than PC and are cooled at approximately 50-

80F lower water temperatures. This results in a power consumption savings.

5) There is additional savings in shipping fees due to reduced weight of Kostrate EDGE parts vs. PC parts.

6) Additional savings in reduced machine and mold wear due to lower temperatures and pressures required.



Mail holder application leads to another opportunity

The same 13% drop in specific gravity as the pocket holder amounted to an overall cost reduction of \$.09 per part or \$90,000 per million parts.

***All of the same processing advantages were duplicated on this product, including the fact that the magnets that are assembled on the air deflector

position much easier in the Kostrate EDGE, sparing employee's fingers some wear and tear.

If you have any questions concerning parts, technical data, pricing or sampling, please feel free to contact us at your earliest convenience. 614.464.2008

