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Society of Plastics Engineers

Vol 2015 Edition 3



INNOVATING, EDUCATING AND SUSTAINING THE FUTURE OF BLOW MOLDING

Sheraton Station Square Hotel 300 West Station Square Pittsburgh, PA 15219

The Sheraton Station Square Hotel in Pittsburgh, PA will be the site of the 2015 Annual Blow Molding Conference. Pittsburgh has a state-of-the-art airport with non-stop service to hundreds of cities across the U.S. and around the world.

Many plastic related businesses and manufacturing sites are within driving distance of Pittsburgh making this an ideal location for the ABC.

Make plans now to attend this premier forum for the blow molding industry!

Get Started Early. Oct. 12th from 1:00 - 4:30pm.

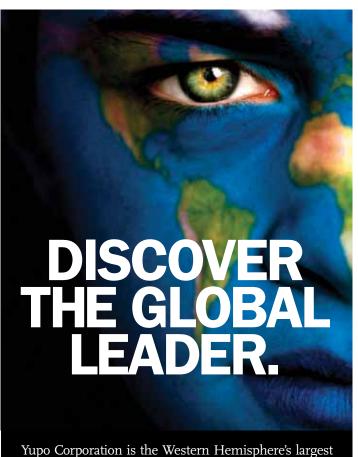
Start your conference experience early by attending comprehensive mini-sessions featuring instruction focusing on the technology,

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ABC 2015 Blow Molded Parts Competition Entry Form

Entry Deadline: October 2, 2015 Shipment Deadline: Oct. 11, 2015

As the premier event for the blow molding industry, the Annual Blow Molding Conference showcases the latest advancements and innovations in blow molding design and applications. This year, the SPE Blow Molding Division invites all conference attendees, speakers and sponsors to participate in the **Third Annual Blow Molded Parts Competition**.

Product Entry Submission Form

Submitter / Attendee*:				
Submitter Company Informatio	n*:			
Part Name*:				
Designer / Other Contributors:				
Mold Maker / Toolmaker:				
Material Supplier / Resin Type:				
Address*:				
	State:			
Telephone*:	Mobile Phone*:	F	ax*:	
Email*:				
	se of Liability*:			
Product Category: please che Packaging: Fo	eck one od Beverage Pharma	ceutical Packaging Oth	er	
Industrial: Autor	notive / Transportation Cor	sumer Goods Indus	trial Other	

Shipping Information:

SPE Blow Mold Conference PART COMPETITION Sheraton Station Square Hotel 300 West Station Square Pittsburgh, PA 15219 Hotel Contact: Ms. Christine Engel Tel: (412) 803-3871

Parts should be shipped no more than 2 business days in advance of event. Shipments will be delivered to the conference registration area outside of the exhibit hall. Each entry should be shipped with a completed return bill of lading form.

Submission Instructions:

Email the following to parisonsblowmolding@gmail.com

- Completed and signed entry and release form
- Display and judging information form
- Product image in a jpg format

The image and description should be suitable for publication. A separate entry form, description and photo will be required for each submission.

Contact: Lew Ferguson, Chair, Blow Molded Parts Competition Email: parisonsblowmolding@gmail.com Tel: 313-506-4637



ABC 2015



BLOW MOLDED PARTS COMPETITION

Part Name:	
Submitter / Company:	
Part Description [1 to 3 sentences] •	
Part Features / Benefits: [include novel features of the part like, design, manufacturing, material application, parts consolidation, implications, sustainability, safety, cost savings – up to 12 bullet points]	commercial
▶	
▶	
•	
>	
>	
-	
>	
•	

Photo of the Part:

▶ Please send a JPEG picture of the part as a separate file.



ABC 2015 Blow Molded Parts Competition Guidelines

- 1. Parts may be entered by any conference attendee, speaker or sponsor (up to two parts per participant)
- 2. All entries must include a plastic form utilizing the blow molding process in some portion of the product.
- 3. All submissions must be new to the market starting commercial production within the last two years and made from production tooling.
- 4. Parts must be able to fit on display table. If you wish to display a part large than 48 inches, please contact Lew Ferguson, parts Competition Chair at parisonsblowmolding@gmail.com to discuss.
- A completed entry form, display and judging information form and a photo for <u>each part</u> must be sent to the Parts Competition Chair by Oct. 2, 2015.
- 6. A Display Form will be provided by the Parts Competition Committee using information contained in the entry form.
- 7. The Judging Committee may consolidate parts in categories, if fewer than 4 parts are submitted in a category.
- No electric power connections are provided. If needed, power may be arranged through the hotel by contacting meeting services at 773-693-4444.
- 9. No business cards, marketing materials, laptop presentations, etc. may accompany the part in the display area. The display is intended to be an exhibit to encourage discussions and technology exchange. No sales or marketing activities in this area will be permitted; however, there are conference sponsor opportunities to do so (visit www.blowmoldingdivision.org)
- 10. All shipments must follow the mailing label format as indicated in Shipping Information on the application.
- 11. Submitters will be responsible for collecting, unpacking and setting up their parts in the Parts Competition area located outside the ABC 2015 Exhibit Hall. Set-up hours are Mon., Oct. 12th from 8:00-5:00 p.m. All displays should be set-up by 5:00 p.m. on Oct. 12th. For more information about shipping and retrieving your parts, please contact Ms. Christine Engel, Sheraton Station Square at (412) 803-3871.
- 12. Submitters will be required to pack and prepare their parts for outgoing shipment by 5:00 p.m., Wed., Oct. 14th which marks the conclusion of the Blow Molding Conference. The SPE Blow Molding Division is not responsible for any unclaimed parts after ABC 2015 concludes.
- 13. The Blow Molding Division winners will be announced at ABC 2015 Awards Reception and Program on Tues., Oct. 13th at the Sheraton Station Square Hotel.

RELEASE OF LIABILITY

Submission of an entry releases from liability, indemnifies and holds harmless the Society of Plastics Engineers Blow Molding Division, Directors, volunteers, employees or agents representing or related to The Society in part or whole. This release is for any and all liability for property losses and/or damage occasioned by, or in connection with any activity or accommodations for this event. Submission of an entry further agrees to abide by all the rules and regulations promulgated by the SPE Blow Molding Division and/or its affiliate groups or vendors throughout this conference event.

RELEASE OF PUBLISH

Submitters and individual category winners may receive publicity in trade journals or other publications. Submission of an entry constitutes acceptance of said publicity and confirms that the submitter has secured the necessary approvals to participate in the Blow Molded Parts Competition and to be featured in any subsequent publicity.











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SPE Blow Molding Division 2015 Scholarship Award

Abigail Gilmore has been awarded the SPE Blow Molding Division's 2015 Carrie Fox Solin Memorial Scholarship in the amount of \$3000. She was chosen for this award by the division's scholarship selection committee based on her outstanding record of academic and extracurricular achievements.

Abigail is a senior studying Plastics Engineering Technology at the Pennsylvania State University at Erie, The Behrend College, where she has been on the Dean's List every semester. During the past two summers, she interned as a Processing Engineer at Berry Plastics in Hot Springs, AR, and as a New Systems Development Engineer at GOJO Industries in Akron, OH. She is also a teaching assistant, working to help professors with students in the plastics engineering



courses and assisting industry professionals at various Behrend training workshops.

Abigail was recently inducted as President of the Behrend Chapter of the Tau Alpha Pi National Honor Society, and is currently Treasurer of the Plastics Engineering Club. She is a very active member of the Northwest Pennsylvania Society of Plastics Engineers section. Her ANTEC 2015 poster received the 1st place Undergraduate award, and she submitted a project in the Blow Molding Division's 2015 Student Design Contest. As a member of the Behrend NCAA Cross Country, and Track and Field Teams, she earned the team's *Most Improved Athlete Award* for both the 2013 and 2014 seasons. In the future, she plans to obtain a job in the plastics field with a focus on sustainability through innovative solutions. Upon notification of her scholarship award, she replied "I am very grateful to my family, friends, peers, professors, and the Society of Plastics Engineers for their continued support."

The Society of Plastics Engineers is an organization dedicated to promoting the scientific and educational aspects of the plastics engineering profession, and the Blow Molding Division provides a forum for the promotion and dissemination of information relating to blow molding technology.

The Blow Molding Division of the Society of Plastics Engineers awards its annual Memorial Scholarship(s) to selected students enrolled in plastics engineering programs. Since inception of the scholarship program, the SPE Blow Molding Division has awarded \$260,500 to 39 students enrolled in programs that include curriculum pertaining to blow molding. Abigail is the 10th Penn State Erie student to receive a SPE Blow Molding Division scholarship.

The Blow Molding Division's scholarships and other educational support programs are funded with the income from a \$218,000 Grant Fund endowment that has grown over time with the support of the division's sponsors. The value of the division's scholarships is up to \$6,000. Funds are distributed in two disbursements over a two year period, usually during the junior and senior terms. If the recipient is a senior, a \$3000 award is made. The award recipients are recognized at the SPE Annual Blow Molding Conference (ABC) or SPE Annual Technical Conference (ANTEC). A travel allowance is provided.

Qualifications for the scholarship are as follows:

- The student must be enrolled full-time in a degreed undergraduate Plastics Engineering program.
- 2. The student should be completing the 2nd year of a four-year program.
- The student must be a member of an SPE Student Chapter.
- 4. The applicant will submit a brief essay with their application describing the importance of blow molding to the technical parts and packaging industry.

We seek students who plan to make a career in plastics engineering (a sincere interest in the Blow Molding industry is a plus). We request that qualifying students submit an application by following the instructions and completing the appropriate forms for the Blow Molding Division Memorial Scholarships at the SPE Foundation website.

See our website for additional information. http://www.blowmoldingdivision.org/scholarships/



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Tax Savings in a Bottle: The R&D Tax Credit

Enacted in 1981 by the Economic Recovery Tax Act, the Credit for Increasing Research Activities [also known as the Research & Experimentation (R&E) or Research & Development (R&D) tax credit] rewards companies for the development or improvement of its products, processes, techniques, formulas, inventions, or software applications.

As a temporary provision of the Internal Revenue Code, the R&D tax credit enjoys bi-partisan support and is one of the most lobbied tax provisions of the Internal Revenue Code. The credit has expired over a dozen times and is regularly reinstated on a retro-active basis as part of various "tax extenders" packages.

The R&D tax credit is a dollar-for-dollar credit against the taxpayer's federal income tax liability. Taxpayers benefit from the deduction in the year the expenditure is paid or incurred *and* by claiming the credit.

Approximately 35 states also have incentives for research and development, based upon the federal definition of qualified research. The various state R&D tax credits range from 1.5% to 40% of the eligible research expenditures, with some states requiring taxable income as a prerequisite for utilizing the credit and others refunding any unused credit to the taxpayer irrespective of the existence of taxable income. Each state has its own requirements, and state credits are only eligible for research conducted within the respective state.

In order to qualify, blowmolders' activities must pass a four-part test. First, blowmolders must be developing or improving a product or a process, such as a new preform mold design, a blow mold design, part-specific manufacturing processes, or automating a manufacturing process. Second, the activities must be technological in nature, fundamentally relying upon the engineering disciplines. Taxpayers are not required to expand the knowledge in the industry. Rather, reliance upon existing sciences and engineering knowledge to eliminate uncertainty is permitted. Third, uncertainty with respect to the capability, method or appropriate design must exist at the outset of the research activity. While blowmolders are generally confident they can develop the necessary tooling and processing variables to meet their customer specifications, the appropriate design of the tooling and manufacturing process is uncertain at the outset of a project and must be solved. Finally, the design uncertainty must be eliminated using a process of experimentation, which is defined as modeling (including computer-aided modeling), simulation (such as moldflow), and systematic trial and error.

Based upon the aforementioned criteria, it would seem that many blowmolders engage in qualified research every day. Employees across numerous departments may be engaging in or supporting qualified research activities. For instance, the following activities may meet the definition of qualified research activities:

- New preform mold design using computer aided design (CAD) software
- New blow mold design using computer aided design (CAD) software
- Mold flow analysis on new blow molds
- Prototyping, using 3-D printing and/or SLAs
- Experimenting with part-specific PLC programming
- Improving manufacturing processes through automation
- Performing First Article or PPAP inspections on new parts

New, Blowmolder-Friendly Treasury Regulations

Moreover, recent treasury regulations clarified that if expenditures meet the definition of qualified research, it is irrelevant whether a resulting product is ultimately sold to a customer or used in the blowmolder's business. This provision may have tremendous impact for blowmolders. For instance, taxpayers may be able to include labor and supplies (materials) used in the construction of a novel, unique, one-of-a-kind pilot model (preform or blow mold) if the design is still uncertain at the time of the mold construction.

Documentation is Key

Taxpayers claiming the credit must capture information necessary to prove that qualified research is taking place, while connecting the employees that perform qualified research to the activities themselves. Business

Continued on next page

documents that many blowmolders already prepare as part of the engineering or reporting systems are the best place to begin. Many times, these documents – including, but not limited to, drawings, iterative designs, sample results, pictures, notes, emails and meeting minutes – create nexus to the employees performing or supporting qualified research.

Conclusion

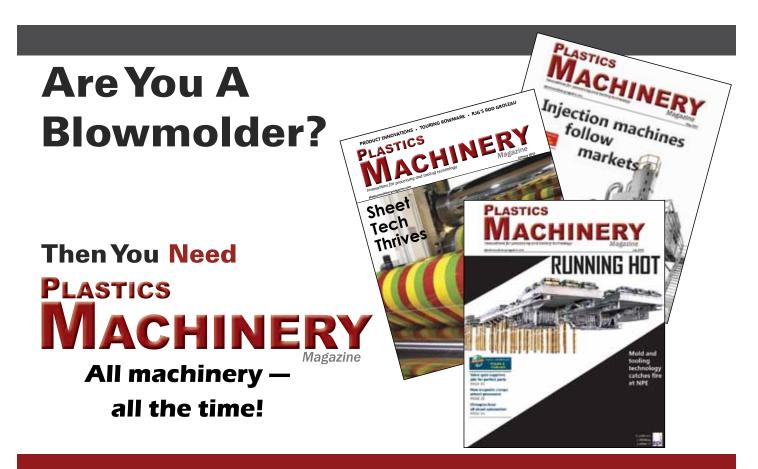
The R&D tax credit may provide a competitive edge to blowmolders investing significant resources in the development or improvement of its products or processes. Taxpayers that have not claimed the credit in the past should review prior years' tax returns to determine whether amending its U.S. income tax returns is warranted. Taxpayers already claiming the credit should periodically review their credit methodology, documentation supporting the research expenditures, and the underlying activities to ensure they are claiming the proper amount of R&D tax credit. This approach is prudent to ensure that taxpayers are in line with the IRS' documentation requirements, recent court cases, and ever-changing treasury regulations.

A Note about the Author



Michael J. Devereux II, CPA, CMP Partner and Director of Manufacturing, Distribution & Plastics Industry Services mdevereux@muellerprost.com
314.862.2070 (office)
314.406.8773 (cell)

Mike's primary focus is on the R&D tax credit and other tax incentives available to plastics manufacturers. He has spoken at the SPE's Annual Blowmolding Conference, ANTEC, *Plastics News* Executive and Financial Forums, SPI's Business of Plastics, and MAPP's Benchmarking Conference. He is speaking at the 2015 Annual Blowmolding Conference on Tuesday, October 13th. Mueller Prost's Tax Incentives Group is nationally recognized and has assisted hundreds of companies in the manufacturing sector identify and utilize these incentives.

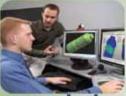


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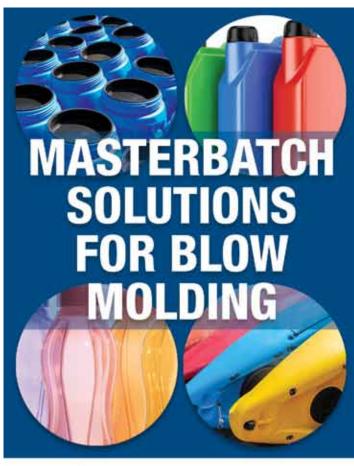
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Graham Engineering Corporation Continuing Education

Grant Program

The Blow Molding Division of the Society of Plastics Engineers and Graham Engineering Corporation co-sponsor a program for continuing education of blow molding industry workers. By making financial resources available to Blow Molding Division member companies, this program will assist more people in obtaining continued education in blow molding and improve their job-related skills.

Up to \$600 per person is available to attend an SPE Blow Molding Conference, an SPE Seminar in Blow Molding, or other program applicable to blow molding.

Eligibility Criteria:

- The employee must be a full-time employee of one of our member companies (having at least one current member of the SPE Blow Molding Division).
- 2. The employee's job function must be blow molding related.
- 3. The employee's academic training must not be higher than Associate Degree.
- 4. The employee must have company recommendation and support.
- 5. Costs exceeding \$500 will be the responsibility of the employee or employer.

How to enroll:

1. Submit a request to the Blow Molding Division at the following address:

Agri Industrial Plastics Attn: Geoff Ward 301 N. 2nd St Fairfield, IA 52556 geoff.ward@aipcompany.com

- 2. Include a letter of support from your company.
- 3. You will be notified of acceptance before the event that you wish to attend.



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www.blowmoldingdivision.org/fundamentals-of-blow-molding-seminar



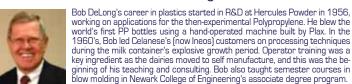
David Calderone is president of Altenatives 4 Plastics, a common sense and hands-on consulting firm for the plastic blow molding industry. David has been in the blow mold industry for 45 years and was a plant manager by the age for 25. David's career began on the floor packing and over time, becoming an operations manager overseeing a 300 employee plant with three unions in the facility. Mauser Group, Consolidated Container, Clearplass Containers and Liqui-Box are just a few of the bigger corporations David has worked for. His career includes many start-to-finish projects with large companies such as J&J, Zimmer Pa-

tient Care, Corning, and several medical companies and cosmetic companies like Victoria's Secret, Bath & Body Works, and Crabtree & Evelyn.

As a co-owner in the fast growing business of personal care containers, David managed the operations. Later the company was purchased by one of the top 10 ranked blow molding companies in the country, and is still in operation today.

David interacted closely with the State's Industrial Development Boards while building two green field plants from start to finish. He even served on one of the Industrial Development Boards after building a plant in their area.

David presently serves on the Society of Plastics Engineers Blow Molding Division Board of Directors and is Chair of the Division's Training Sub-Committee.



Bob spent 21 years as a senior consulting engineer at Solvay's Tech Center in Houston, active in all aspects of HDPE and PP blow molding. This included resin formulation, molds and tooling, field service, and training. End-uses ranged form household chemicals to multi-layer atuo gas tanks to extra large parts such as septic tanks.

A long time member of the SPE, he became a senior member in 1969, elected a Fellow of the Society in 2002, and received the Blow Molding Division's Lifetime Achievement Award in 2004. Bob served on Blow Molding Division's Board from 1995 until 2006, and is a frequent presenter at the Annual Blow Molding Conference. Bob is published in *Modern Plastics, Canadian Plastics, Plastics Technology*, as well as in several molding handbooks.

A member of the SPE since 1957, he became a Senior member in 1969, elected a Fellow of the Society in 2002, received the Blow Molding Division's Lifetime Achievement Award in 2004, and was inducted into the SPI's Plastics Hall of Fame in 2015.

This course has been initiated by the Society of Plastics Engineers Blow Molding Division in conjunction with Calhoun Community College. It is designed to give a better understanding of the Plastic Blow Molding process in North America. This course is designed for both students as well as those currently employed within or around a plastics blow molding business.

calhoun.edu/workforcesolutions

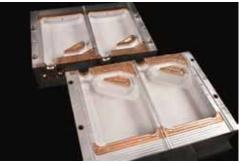
You can access past proceedings of the Annual Blowmolding Conferences at:

http://www.4spe.org/pfn user name: ABC Guest password: plastics



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Healthy production, lower crude propel PE price drop

By David Barry and Samantha Hartke Editors, PetroChem Wire

Much like the crude oil market, US PE spot prices appear to have reached their 2015 peak in May – it has been downhill ever since. Lower energy and feedstock costs certainly factor into the PE market's slide, but there is also an element of improving supply. US and Canada PE production in July and August is outpacing the first half of the year by 5%, or about 150 million lbs/month, as a surplus of ethylene has emerged and PE units have generally run at high rates, with few unplanned disruptions.

As a result, US suppliers have relied more heavily on export channels to maintain a balanced market in recent months, even as domestic sales have remained fairly healthy.

Prices for HDPE BM exports have fallen from a May average of 58 cpp railcar FOB Houston to the mid-40s cpp in late August and early September, according to PetroChem Wire price data. The domestic spot market for wide spec material has seen a similar tumble, with offgrade HDPE frac melt resale prices in the non-pressure pipe sector falling from 62 cpp in May to mid-September levels around 50 cpp.

The US ethylene market has also seen its share of volatility over the last few months, especially in mid-August when spot ethylene prices hit a six-year low, first breaking below the 30 cpp mark and then sinking beneath 25 cpp, PCW prices show. Ethylene spent most of the year trading within a 2 cpp band but then shed more than 11 cpp, or nearly 34%, in August alone. Some are questioning whether the market can drop any further, given that cash costs for cracking heavy oil-based feedstocks into ethylene are at or near current ethylene spot prices in the low-mid 20s cpp.

A confluence of factors has kept the bearish pressure on ethylene. After a nearly two-year absence from the market, Williams' Geismar cracker began operating near full capacity in June, producing 4.63 million lbs of ethylene per day and helping balance the Louisiana market, which had been chronically short. Also, LyondellBasell fired up a 250 million lbs/year ethylene expansion at its Channelview plant.

Meanwhile, outages and rate cuts at downstream plants have meant there are fewer spot buyers in the ethylene market. No single incident has itself dramatically affected consumer demand for ethylene, but there have been downstream production outages this summer, such as Westlake Chemical in Longview and Formosa in Point Comfort. There is also anecdotal evidence of PE producers throttling back units to contend with shortages of empty hopper cars and to prevent a supply glut.

The month of September has brought signs of stabilization in the PE market, after strong August export sales cleared a surplus of material. Scheduled maintenance outages in September and October appear to be taking some pressure off the HDPE market in particular. The next North American capacity addition, Braskem-Idesa's 1.05 million tonnes/year HDPE and LDPE plant, is not expected to begin shipping prime material until early next year.

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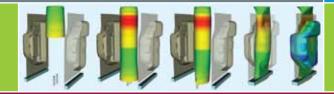


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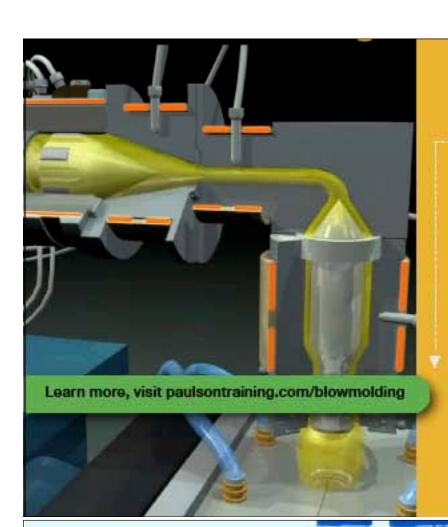
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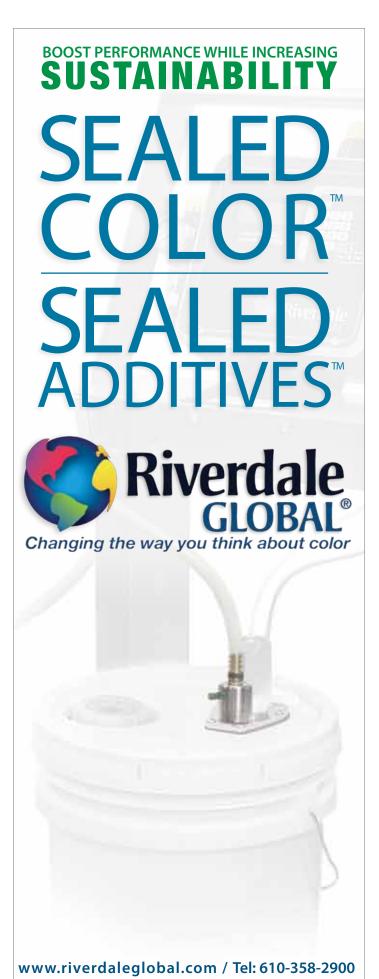
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