

# Purging Perspectives



THE NEWSLETTER WITH  
LEADING EDGE SOLUTIONS

Volume XVII, Winter 2006



VISIT US

We look forward to  
seeing you at the  
NPE Show  
June 19th - 23rd  
Booth #1370 South

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PERSONNEL VIA E-MAIL!

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## INJECTION MOLDER SAVES \$41,00 ANNUALLY MATRIX TOOLING REDUCES PURGE TIME BY 75%

### CASE STUDY

Our customer in Wood Dale, Illinois – Matrix Tooling, Inc. – **has cut their purging costs by \$41,000 and reduced their purging time by 75%** by switching to Dyna-Purge M to clean their ten injection molding machines. Their purging costs have decreased from \$35.25 to \$11.13 per purge.

Furthermore, Matrix has lowered their initial rejection rate due to material or color contamination and achieved an estimated 68% improvement in purging costs.

To learn how Matrix Tooling and many other companies have saved money and reduced downtime, please visit [www.dynapurge.com](http://www.dynapurge.com), click on ABOUT US, then click on CASE STUDIES.

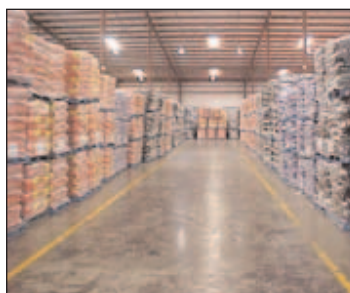


*Process Engineering Manager, Brent G. Borgerson, was using in-house resins as well as commercial purging products to clean a 28-ton Arburg press for material and color changes, yet was experiencing unfavorable scrap rates and other purging problems.*

## NEW DYNA-PURGE WAREHOUSE OPENS IN NASHVILLE TO SERVICE CENTRAL AND SOUTHERN STATES

Dyna-Purge is pleased to announce the opening of our new warehouse near Nashville, TN. The new warehouse officially opened in October, 2005, enabling us to successfully ship and distribute our Dyna-Purge products to even more satisfied customers.

We chose to open the new warehouse in response to recent growth in demand for our product throughout the central and southern states. After conducting a logistical study to determine the best shipping point for this



*Faster Delivery Times*



*Reductions in Freight Costs*

region, we opened our new distribution warehouse at TriStar Logistics in Goodlettsville, TN, about 15 miles north of Nashville.

Our customers are already benefitting from faster delivery times of two days or less, as well as reductions in freight costs.

We are confident that this new distribution center will help promote our growth in this region, and look forward to providing you with the high quality service you depend on.

**LOOK FOR - AND SMELL! -  
OUR NEW FRAGRANCE**

We recently added a new, additional fragrance to some of our Dyna-Purge products and we want to hear what you think.


**Dyna-Purge grades P, X, K & B** now contain additional fragrance in every package. Since customer satisfaction is our #1 priority, we hope this fragrance improvement will make your purging process more enjoyable.

If you have purchased or sampled one of these grades, please send us your comments. Please e-mail us at [info@dynapurge.com](mailto:info@dynapurge.com) or call us at 716-685-2121.

**THANKS FOR YOUR  
REFERRALS!**

Do you know of another company that would benefit, as you have done, from the convenience and effectiveness of using Dyna-Purge?

Send us a referral and you could qualify for a free 55-lb. box of purging compound. As always, we appreciate your continued business and your help in making Dyna-Purge the leader in our industry.



**Meet Steve  
Papenthien**

Steve Papenthien has been a creative and determined member of the Dyna-Purge team for the past three years and covers a vast and varied territory that includes MA, WI, AL, FL, LA, NV, OR, UT, WA, NM, HI and AK.

As a Sales Consultant who meets the challenge of serving three time zones, Steve successfully maintains contact with many of you and helps reduce downtime every day.

When not working with Dyna-Purge, Steve stays busy attending night school, completing his Bachelor's degree. He also enjoys spending family time with his two children, Lydia, 4, and Ethan, 3, who



keep him entertained and on the go. When asked how he does it all, Steve says, "I attribute my success to my wife, Nicky. Without her patience, I would be like a dog chasing its tail."

Steve looks forward to seeing you in the coming year, either at NPE 2006 or during one of his visits to a facility near you!

To reach Steve, call 716-685-2121, ext. 130 or e-mail [spapenthien@dynapurge.com](mailto:spapenthien@dynapurge.com).

**THANKS FOR YOUR COMMENTS**

**Dyna-Purge M:** We use Dyna-Purge on a regular basis, and it works great for our needs.  
- *Jeremy Anderson, Anoka, MN*

**Dyna-Purge SF:** Changed from using a competitive purging compound with much success. Now, by using Dyna-Purge between runs we are cutting costs

on waste during changeovers.  
- *Bill Carr, Pitman, NJ*

**Dyna-Purge M:** This is a superior purging material!  
- *Karen Ours, Evansville, IN*

**Dyna-Purge M:** This product has saved countless hours for us. I cannot imagine using anything else. Been using Dyna-Purge for ten years!  
- *Ed Popke, Loveland, CO*

**LET US HEAR FROM YOU!**

Our sales consultants enjoy reading all the comments sent in by their loyal customers. Most of the comments we receive are not only positive and complimentary, but also include helpful

suggestions. Send in the yellow **'We Care...'** card found in your Dyna-Purge packaging. If your card is chosen to be printed in an issue of *Purging Perspectives*, **we will send you a Dyna-Purge cap as thanks!**



Please pass this newsletter along to appropriate individuals. Thanks!

**FAX BACK FORM**

Fax: 716-685-3236

Please let me know more about  
Dyna-Purge. I don't want to waste  
resins or time!

Please remove my name from  
future mailings.