

Cost-cutting tips for US molding to be more competitive (INJECTION MOLDING MAGAZINE , OCTOBER, 2005)
(____ : ROBOT RELATED, WHY ?)

Materials

- Combine material usage for volume discounts.
- Use alternate sources for supply.
- Use regrind when possible. : **Robot pick the sprue, and put the sprue in the grinder**
- If possible, get an annual purchase order from your customer.
- Adapt zero-defect production practices to reduce scrap and startup waste material. : **Keep running without changing any circumstance of molding with robots, just keep running.**

Overhead

- Conserve electricity with all-electric machines, more efficient compressors, new lighting, etc.
- Manage loads by alternating machine and high-draw equipment startup times.
- Follow recommendations and shop around for the best workers?comp, medical, property, and liability insurance. (Good luck with medical!)
- Set goals and monitor scrap. : **Robot will minimize scrap**
- Reduce unnecessary salaries; one example is to perform a secondary, like welding, beside the press and during the molding cycle, so it's no longer a secondary.
- Implement training in multitasking at a higher wage scale.
- Use computers more often and keep your software updated.
- Keep at a minimum any effort that has no finish line.
- Adopt zero-defect production practices, which enable you to ship on time and realize the following benefits:
- Expeditors are unnecessary.
- Expensive inspection and sorting are eliminated. : **Sorting for sprue and parts will be done by robot**
- Employees are freed from daily action meetings to review part problems.
- Expenses are reduced for the disposal of scrap and rejected materials.
- The plant stays cleaner, because every day is not a problem day. : **Because robots don't walk on the plant often with greased shoes**
- Employees are more motivated. : **Because robot will do repetitive job for Employees**
- Lawyers are not required to fight claims for bad or defective product.

Sales/administration

- Compensate your salespeople based on your margins.
- Set goals, follow them, and if they're not working, fix them.
- If your salesperson or senior staff can't get the job done, make the decision to replace them or do it yourself.
- Exploit online bidding opportunities and sales reps vs. full-time employees.
- Outsource human resources and payroll.
- Adopt zero-defect production practices, which enable you to realize the following benefits: **Done with Robot usually**
- Salespeople are selling and not putting out fires.
- Customer service travel costs are lower.
- A smaller clerical staff is required.
- Sales and marketing costs are reduced because the company's reputation brings in customers and your business increases with existing customers.

Labor

- Automate. If you don't need it, get rid of it.
- Don't replace retiring personnel.
- Eliminate edge-gated jobs and use only three-plate molds, subgated molds, or hot runners.
- Use sprue pickers and press-side grinders.
- Use robots and special fixtures on insert molding jobs.
- Consider Mexico or China.
- Adopt zero-defect production practices, which enable you to realize the following benefits:
- Fewer people are required for sorting, material handling, and so forth.
- Employees can focus on their jobs, making them more productive.
- Less frustrating and stressful work means less turnover and sick days, higher productivity, and more concern for quality.