



Paulson
Training Programs, Inc.

Powerful Training. Proven Results.



Presentation Overview

- About Paulson Training Programs
- Factors affecting Scrap Rate
- Solutions
- Benefits of Training

*Please Ask Questions
at Any Time*



Paulson Training Programs

- **Established in 1977**
- **Over 50,000 Trained by PTP During the Past 38 Years**
- **4,000+ Companies Use Paulson Training**
- **Products & Services Developed in Cooperation with Industry Experts and Product Advisory Boards**

“They have built confidence, a sense of accomplishment & pride in our workers, something they can take to the floor and apply!”

Gene Suret, Florida Production Engineering

Definition of Scrap

Any part or product manufactured that cannot be sold or fulfill its design goal.

AND

All raw material that doesn't end up in a finished part.



Causes of Scrap

- **Reject rates higher than anticipated**
- **Cycle time (production rates) higher/lower than quoted**
- **Uptime/downtime worse than quoted**
- **Excessive time to 1st in-spec product**
- **Efficiency differences between shifts**



Causes of Scrap

- Maintenance
- Raw material availability
- Inventory control
- Shipping control



Causes of Scrap

- Scrap isn't just the bad parts you make, it's the parts you don't make due to inefficiency.
- Every scrap part you mold requires 2 – 3 good parts to break even.
 - Identify defects
 - Grind/discard them
 - Fix the problem and make good parts

*"The Paulson products
are EXCELLENT!"
Jim Proffitt, Rubbermaid*

Reducing Scrap

Identify short term causes:

- Plastic raw material
- Machine performance
- Mold/Die Issues
- Downstream Issues

“We operate 24 hours a day and the Paulson Interactive courses allow us to train all employees around our busy production schedule – without stopping machines!”

Gerald Galloway, Vinylex Corporation

Reducing Scrap

Identify longer term causes:

- Manufacturing techniques
- Skills/knowledge of personnel
- Production equipment deficiencies
- Downstream Issues

“We operate 24 hours a day and the Paulson Interactive courses allow us to train all employees around our busy production schedule – without stopping machines!”

Gerald Galloway, Vinylex Corporation



Reducing Scrap

Benchmark your equipment

Benchmark your raw material

**Perform routine/preventative
maintenance (not crisis
maintenance)**

Downstream Issues

“We operate 24 hours a day and the Paulson Interactive courses allow us to train all employees around our busy production schedule – without stopping machines!”

Gerald Galloway, Vinylex Corporation



Reducing Scrap

**Scrap doesn't create itself.
People create scrap.**

**So your workforce can reduce or
eliminate unnecessary scrap with
proper techniques and knowledge.**

Thank you for your time.



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