

Why Outsource Your Rubber Compounding?

Leading OEMs and fabricators of rubber products are turning to HEXPOL Compounding to take advantage of outsourcing services for compounding and formulation development.

Outsourcing your rubber compounding operations to HEXPOL delivers multiple advantages:

- **Strategic** – Focus resources on what you do best: your core business. Optimize global geographic manufacturing flexibility.
- **Operational** – Improved production flexibility and capacity, controlled labor costs, reliable raw materials, access to rubber compounding specialists, and advanced technical support.
- **Financial** – Eliminate capital investments for compounding equipment, save working capital by not buying/stocking raw materials until needed, reduce inventory and maintenance costs, and lower your fixed costs.

Harnessing these advantages enhances your position as a market leader. Improve the quality of the products you provide to your customers, while increasing focus on your own innovation, productivity and profitability.

Through voice of the customer interviews, HEXPOL has found that many OEMs of rubber products do not consider mixing a core competency and have considered outsourcing. Why not take the next step? Partner with HEXPOL, an industry leader you can trust, and outsource your compounding and formulation development.



HEXPOL Field Technical Services:

Know How. Know Why.

HEXPOL field technical service representatives are among the best in the world. Together, they have seven U.S. patents and seven foreign patents in polymer bonding/chemistry. Their mission is to consult with customers, analyze processes, and provide personalized service that matches the product with the process. **Know How. Know Why.**

Investing in People Fosters Excellence – We continually invest in their expertise through technical training and leadership programs. Whether they are polymer chemists, industry experts, technical sales or customer service representatives, we strive to elevate customer satisfaction and on-target solutions. **Know How. Know Why.**

HEXPOL Values the Process – Our field representatives align HEXPOL's process with the customer's process to achieve product specification requirements that help ensure end product excellence. A process with stability, reliability, and repeatability is a predictable process that consistently produces the right product. **Know How. Know Why.**

The HEXPOL Technical Visit – We can conduct periodic and confidential on-site reviews, observing and analyzing attributes such as equipment, operator activities, and production processes to solve problems, increase productivity, and improve product quality. HEXPOL brings value to each and every customer relationship: **Know How. Know Why.**



For more information about HEXPOL, visit hexpolcompounding.com.



HEXPOL
COMPOUNDING

A Material Difference

Printed in USA 3/17 500 1000 OS



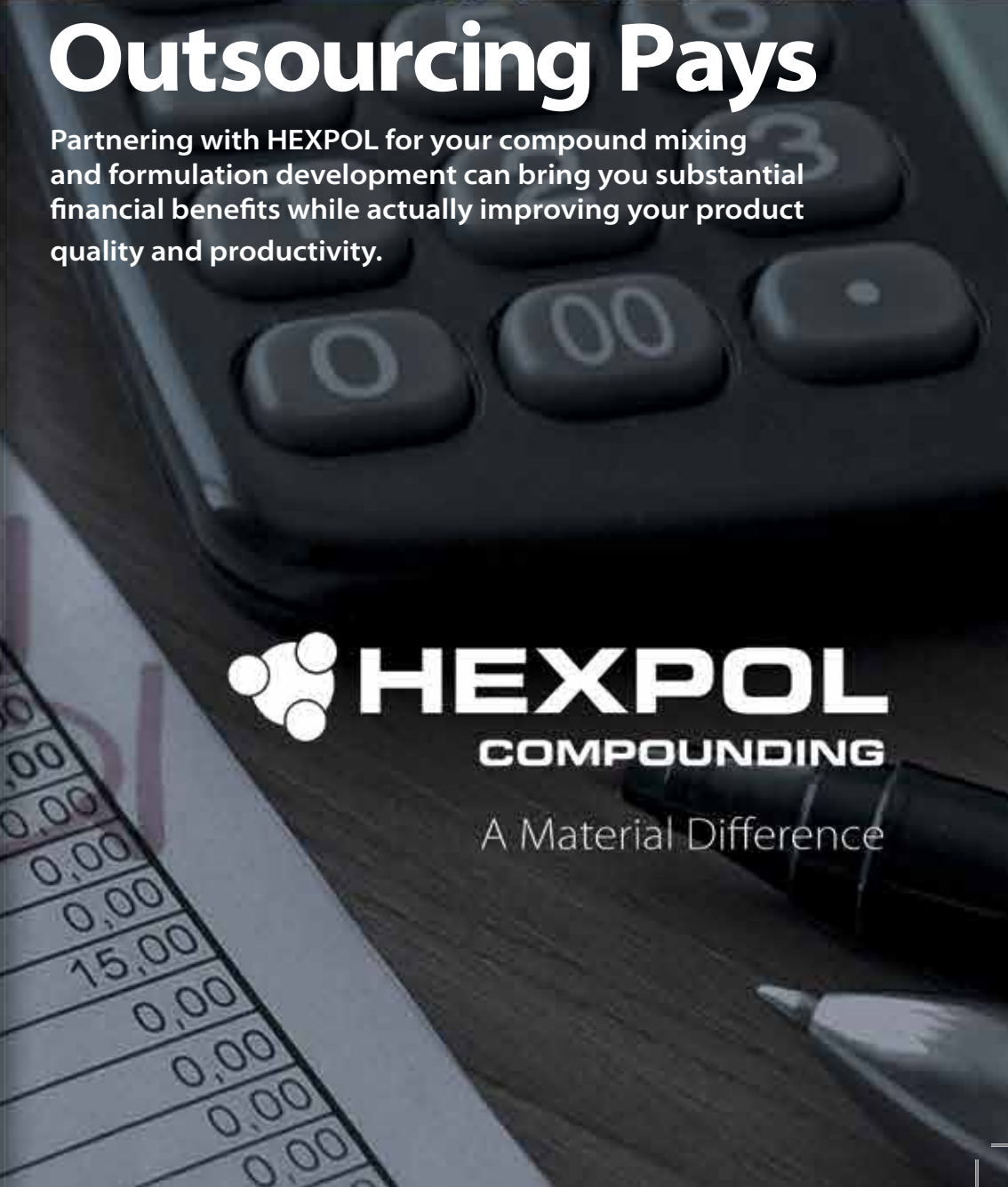
Outsourcing Pays

Partnering with HEXPOL for your compound mixing and formulation development can bring you substantial financial benefits while actually improving your product quality and productivity.



HEXPOL
COMPOUNDING

A Material Difference





HEXPOL Delivers the Right Solutions for Your Evolving Needs

HEXPOL Compounding is the leading and largest global provider of custom rubber, silicone, thermoplastic and TPE compounds – delivering proprietary and standard compounding solutions that address our customers' evolving needs.

We are committed to delivering value and helping you improve the products you make. Our industry knowledge is vast and our application expertise is unmatched, whatever the market:

- **Transportation**
- **Energy**
- **Wire & Cable**
- **Construction & Infrastructure**
- **Medical Technology**
- **General industrial**



A Material Difference

HEXPOL has an industry-leading reputation for developing strategic, operational, supply chain, and financial benefits for our customers. Our customers around the world continually realize the benefits of HEXPOL:

Manufacturing Technology – Our compounding plants feature some of the most advanced processing lines in the industry, providing leading technology and mixing innovation.

Quality – We provide the highest level of product and service quality, leveraging our “best practices” and industry knowledge to better serve you.

Research & Development – Our scientists and technologists are among the best in the world and we have the most extensive R&D capabilities in the industry.

Customer Collaboration – Our rich heritage is defined by innovation and customer collaboration. HEXPOL provides either proprietary compounds or works with you to enhance and perfect your recipes.



Strengthen Your Financial Position

Improve Your Products and Processes

Financial considerations alone can often justify outsourcing your rubber compounding processes. Maintaining quality is expensive when you consider scrap, lost labor hours, machine time and utilities. Multiple operational and technology advantages are gained as well.

Reduce Capital Spending and Maintenance Expenditures

Outsourcing helps you minimize or eliminate investments in mixers and related mixing equipment, reduce working capital by not buying/stocking raw materials until needed, and reduce maintenance costs. Not only do you save money, you have access to advanced technology. HEXPOL Compounding invests millions of dollars annually to upgrade our compounding equipment. We ensure your compounding materials will be of the highest quality – every batch every time.

Rather than invest \$1 million dollars for a new mixer, a producer of engineered materials outsourced their mixing to HEXPOL. They used the \$1 million dollars for core competency improvements and now save 25% annually vs. in-house mixing.

Optimize Plant Costs

Outsourcing optimizes your plant costs and ensures predictable throughput. Direct labor for compounding and packaging, and indirect labor for plant support and warehousing – including maintenance, technology, and quality control – are all reduced. Lower rent, insurance, and taxes, as well as fewer environmental, regulatory, and OSHA issues are additional benefits.

A multi-location producer of automotive components wanted to reduce its footprint and close a production and mixing location. Outsourcing to HEXPOL reduced headcount and labor issues, saved 15% annually in mixing costs, and provided faster throughput.

Outsourcing with HEXPOL Compounding optimizes capital investment, improves the total cost of quality, and increases manufacturing flexibility.

Stabilize Supply and Price for Raw Materials

HEXPOL buys over 4,000 unique raw materials every year. Our global buying power helps reduce price and supply volatility. HEXPOL's industry leading technical staff can help you find better value material alternatives, while maintaining and, in some cases, improving the quality of the products you make. Outsourcing eliminates your sourcing, manufacturing, and warehousing concerns

By outsourcing its compounding to HEXPOL, a producer of molded, extruded, and lathe-cut mechanical parts, at HEXPOL's recommendation, substituted polymers, which generated \$.03-.10/lb. RM savings, improved product quality, and avoided a \$300,000 capital expenditure.

Partnering with HEXPOL Compounding

Outsourcing pays and HEXPOL has a **Mix or Buy** value calculator to prove it. A Quick Plug-n-Play option requires only limited data to provide an overview of possible cost savings and quality benefits from outsourcing with HEXPOL. For a detailed, comprehensive report, you can work with our Outsourcing Service executives to analyze – for example – attributes such as your investments in equipment, volume of compounding, raw material costs, maintenance expenses, labor issues and costs, depreciation, and cost of investment funds.

This data is calculated and compared with HEXPOL's value proposition, illustrating how HEXPOL Outsourcing Services deliver substantial financial benefits while actually improving your product quality and productivity.



Outsource With HEXPOL Today

When you consider the strategic, operational, and financial benefits of outsourcing, we hope you decide to partner with HEXPOL Compounding. Our Outsourcing Services deliver production flexibility, controlled compounding labor costs, reliable raw materials supplies, as well as enhanced mixing and formulation development, and technical support.

Better yet, outsourcing will reduce your capital expenditures and increase your working capital so you can focus on what you do best.

For a risk-free evaluation using our **Mix or Buy** value calculator, contact us today.

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