

December 1994

Lafayette, IN



ROSITE[®] INSIGHT

The Rostone Newsletter

*Merry
Christmas*

*Happy
New Year*



New Injection Press Arrives



Jim Wang directs Dave Trader and Bob Scowden in the installation of the new injection press

The first new Krauss Maffei injection press arrived at Rostone this month. This press, a 275 ton injection machine, is the first of three machines of this size placed here expressly for Thomas-Betts production.

In addition, Rostone has signed a letter of intent with Krauss Maffei to purchase three new injection presses. These presses, two 275 ton machines and one 500 ton machine, are expected to be delivered by 1995. They will replace the 275-450 ton presses on the back wall in injection.

We feel that these presses represent the state of the art in thermoset injection molding. They will be required to run some of the new high tech molding compounds we have under development.

The new presses will increase the injection molding capability and add to our technical molding capability of our Bucher presses already in Injection.

Kevin Sweeney, Director of Engineering

New Controls for the Reed 304 Press

The Reed 304 injection press in the commercial department has a new control system. This system uses an LCD touch screen and an Allen-Bradley SLC-500 PLC. Both are new to Rostone and of the latest technology. Both are supported by Kirby Risk of Lafayette.

Replacing the old Allen-Bradley card logic system was necessary because Allen-Bradley no longer supports this very old machine control technology. The old parts taken out of the Reed 304 will be used to repair other presses at Rostone.

Sid McDaniel, Maintenance Department, installed the new control system and says it will be much faster and easier to troubleshoot. Most of the operators in the commercial department like the touch screen, and we have many requests to update the other Reed presses.



John Ralston demonstrates how easy it now is to change the controls with the new touch screen.

Go take a look at the Reed 304's touch screen. It can replace selector switches, LED displays, thumbwheel switches, the T-11, and even make our data highway obsolete. But be careful, it's almost too easy to change a valve.

Gary Anderson, Plant Engineer

From the General Manager's Corner

This time of year I frequently get questions about "How did we do this year?" Although the year has two weeks to go several things are already decided. Our new business, that we depended on to pull us to profitability, did not develop as we forecasted. Fortunately, our core business was better than we expected, but not good enough. If we are lucky and customers order what we have built this month, we may break even for the year. Although breaking even is better than the last three years, it still is a disappointment. Think of it.....we worked hard all year and have nothing to show for it. Even more to the point, the economy is booming, but we are not sharing in the boom. I am told that after the Christmas retail season is over the economy will flatten out; partly due to inflation, partly due to rising interest rates, and partly due to just plain running out of steam. If this is true, then while 1994 was a disappointment, we should be very concerned about 1995.

Another question I am frequently asked is "How can Rostone compete when its costs are higher than the industry average?" I answer, "Because we are smarter than the average, and we have more experience than the average." The two questions are linked. In order to get to profitability in 1995 we have to apply our experience to getting our costs down, and we have to convince new customers that Rostone can do a better job than our competitors. New customers, in new emerging markets, hold the key to 1995 and later years. These new customers must be educated to the materials we can develop for their applications. On-time delivery and zero defects are a given...all our competitors offer both along with low prices. ISO 9002 might give us an early edge until the others catch up, but our real edge is applying our knowledge and experience to solving the customers' problems. From the sales people, to the engineers, to the toolmakers, to the operators, to the customer service people.....we simply have to be the best. In the end, if price, quality and delivery are equal, then service makes the difference in attracting and keeping new customers.

Back to the first question, "How are we doing?" We

will only do well when we get our costs down. Frankly, our wages, salaries and fringe costs are high for our industry. To justify continuing these costs means that we must be smarter and can get the other costs down. Costs like scrap, customer returns, inefficiency, rework, waste, premium prices for raw materials, overtime, tool and machine damage, excessive inventory, missed setups, must all come down. It must be a team effort with everyone contributing something to achieve the goal. Finding new customers and cutting costs.....those are the keys to 1995.

Gene Bold



Mike Parnell, Don Roller, Mike Johns

Don Roller is shown above receiving a \$25 gift certificate from Mike Parnell, Human Resource Manager, for successfully completing his GED test. Don has been working on this for several years and his dedication and hard work have finally paid off. Congratulations, Don, we're very proud of you!

Don works in the Specialty Finishing area and has been a Rostone employee for 17 years.

Our safety winners this past month were Andy Hill and Richard Lovell.

Edgar R. (Sandy) Levine is starting at Rostone this month as our new Director of Manufacturing. Sandy has an MBA from Northwestern and brings many years of manufacturing experience with him.



Courtney, daughter of Dennis Cornell, & Santa

The Rostone Recreation Association Christmas Party



Winford Walker's
grandson, we think??



Cassie, granddaughter of Carolyn Corbin, visits with Santa



Ray Lasic, wife Lenora, sons Kyle, (Corey, grandson of Jackie Oursler), and Ryan



Two official looking guys - Ron Skeel & Steve Carr



Bob Waldron & granddaughter Keshia



Jessica Woodruff, granddaughter, Arnie Robbins, Summer Woodruff, daughter, and Nelson Woodruff, grandson

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Diane Morgan, Michael Switzer, grandson of Art and also Bob & Sandy Switzer, Denny Huko, grandson, and Art Morgan