



**10 QUESTIONS
YOU MUST ASK
BEFORE YOU SAY YES**



Simply. Smart.™

Simply. Smart.™

We can all agree that the molding industry has changed significantly in the past 15 years. New materials, new applications, new automation and new investments designed to increase revenues for the molding industry are on the rise.

Particle foam has found its way into the furniture and automotive industries, as well as generating interest in high-end printing, all representing new opportunities. Truly exciting times!

On the other hand, the lack of a willing or educated labor pool to maintain complex systems in the particle foam industry has created costly challenges for every manufacturer. Equipment is expensive and requires you to quickly educate yourself on the best technology for your company's needs. That is why we created this guidebook featuring 10 questions every company needs to answer. Whether you're talking with us or any other company, we want to help you ask all the right questions leading to better decisions now and for the future of your company.

We hope this guidebook will make a big difference.



Sebastian Schmidt and Your **MODIX** Team



1

**DOES THE
EQUIPMENT INCLUDE
A CERTIFICATE
OF ORIGIN?**



Equipment should be designed to last for decades.
Avoiding unreliable production methods is
Simply Smart. That's why the
MODIX manufacturing facility is located
in the Midwest, the heartland of America.

2

**IS THE PRESS
SET UP WITH A
QUICK TOOL-CHANGE
SYSTEM AND...**

A INTEGRATED STEAM CHESTS?

OR

B SEPARATE CHESTS?



Many equipment suppliers have their own design for quick tool changes. One company has, most likely, the best design, offering 5-10 minute tool changes. However, you need to consider that the molder's tools need to be adapted to work with any specific tool-change system. How much is that going to cost?

MODIX has a **Simply Smart** and interchangeable chest system allowing use of any tool, regardless of brand, without requiring changes to your existing tools.



3

**SHOULD I ASSUME
THE PRESS COMES
WITH A
VACUUM SYSTEM?**



All suppliers have conventional vacuum systems with vacuum pumps requiring a water-cooling system for the pumps, a maintenance program and a replacement program adding additional electrical costs to the process.

MODIX uses physics to create a natural vacuum.

Simply Smart. No additional electrical cost, repairs, cooling of pumps or pump exchange.

Who benefits? The molder.

4

**DOES THE PRESS
MANUFACTURER
OFFER A SYSTEM WITH
AN ELECTRIC DRIVE?
IT SEEMS FASTER
WITH BETTER
CYCLE TIMES...**



All suppliers can add electric drives with servo motors and other electrical high-end systems to improve their cycle times. However, you will require a specialist on site to maintain and repair such a system, adding costs and becoming counter-productive for the savings you'd expect (not to mention the expensive electrical OEM parts). Remember, it's foam we make.

MODIX makes it efficient with a hydraulic system and proportional valve to ensure a fast drive without having to spend \$\$\$.

Best of all, it's easy to maintain. **Simply. Smart.™**



5

**IS THE PRESS
SET UP FOR REMOTE
DIAGNOSTICS?**



Most suppliers can offer remote diagnostics that will require a modem installed in the panel. Some offer self-diagnostic systems based on algorithms, an interesting idea. However, it compromises the safety issue in the molding process.

MODIX does use a remote system and modem to help identify any issues. But, to ensure safety and involvement of the molder to optimize the process, we do not recommend conducting self-diagnostics.

6

**DOES THE
SUPPLIER OFFER
LOCAL SERVICE?**



Some suppliers offer local service in the USA and in Mexico.

Our **MODIX** service team is headquartered in Wisconsin.

But, no matter where you are located, you can truly be independent and not have to rely on us for service because we build machines that are truly easy to repair by your team.

No specialists. No engineering degree required.

That puts the control back in your hands.

Simply. Smart.™



7

**ARE PARTS AVAILABLE
AND STOCKED IN
NORTH AMERICA?**



Most parts will come from Europe while some manufacturers have warehouses in North America. But wouldn't it be great if you didn't need to rely on OEM parts?

MODIX offers almost all the parts for competitive equipment. We also design our press with strictly off-the-shelf items. No OEM parts needed. And, we are prepared to act as your one-stop shop for all your molding needs.

8

**DOES THE PRESS
COME WITH
A STANDARD
WARRANTY?**



Yes, all European machine manufacturers are covered with a standard one-year warranty (It may be different with Asian suppliers).

Our **Simply Smart**, reliable and tough MODIX press is backed by a Two-Year Warranty for added peace of mind.



9

**WHAT CAN I EXPECT
FOR ANNUAL
MAINTENANCE COSTS?**



Most suppliers will strongly recommend pricey OEM replacement parts and costly service contracts to assure press reliability.

Due to locally available parts, **MODIX** customers worldwide have told us that their actual annual maintenance cost per press is **VERY** low, ranging from US \$1,000- \$3,000.

We're quite confident that your lifetime cost of a **MODIX** press is, by far, the lowest on the market.

10

**AND FINALLY,
WHAT'S YOUR
PREFERENCE...
STEAK, FISH,
CHICKEN-
OR ARE YOU
VEGETARIAN?**

A

There's nothing like a satisfying meal to start a dialogue and I would relish the opportunity to sit down with you and answer more of your questions.

For the record, my favorite is fish and seafood and I just happen to have the perfect spice, as well, **MODIX** **Simply. Smart.** Seasoning. Just another one of my passions and best of all, it's savory.



10 QUESTIONS YOU MUST ASK

TEAR OFF AND KEEP THIS QUICK REFERENCE GUIDE NEARBY

10 QUESTIONS YOU MUST ASK

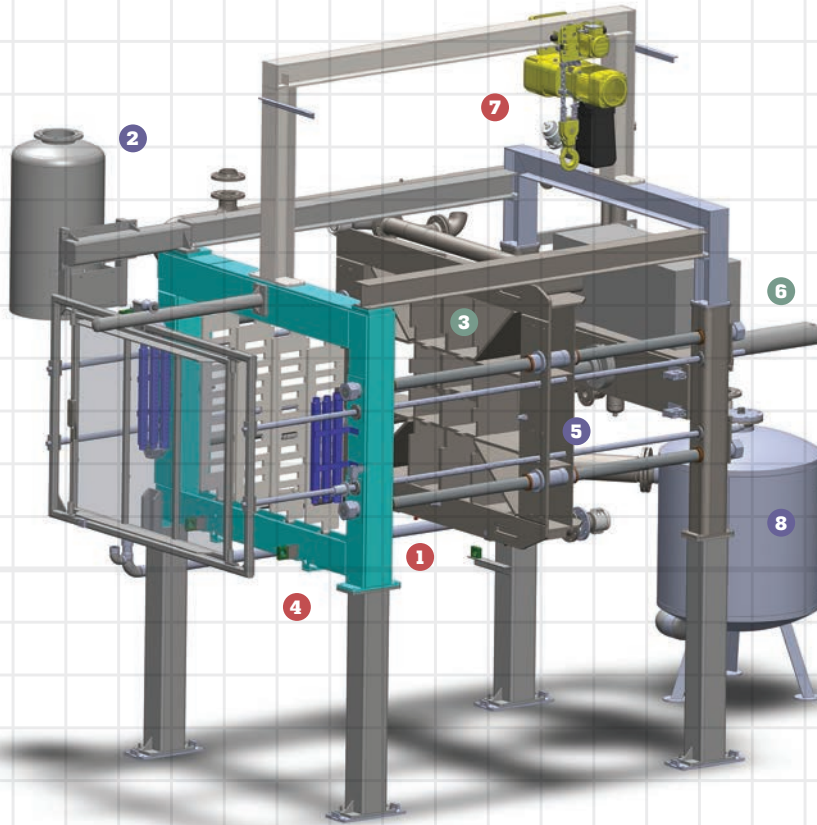
- 1** DOES THE EQUIPMENT INCLUDE A CERTIFICATE OF ORIGIN?
- 2** IS THE PRESS SET UP WITH A QUICK TOOL-CHANGE SYSTEM?
- 3** SHOULD I ASSUME THE PRESS COMES WITH A VACUUM SYSTEM?
- 4** DOES THE PRESS MANUFACTURER OFFER A SYSTEM WITH AN ELECTRIC DRIVE?
- 5** IS THE PRESS SET UP FOR REMOTE DIAGNOSTICS?
- 6** DOES THE SUPPLIER OFFER LOCAL SERVICE?
- 7** ARE PARTS AVAILABLE AND STOCKED IN NORTH AMERICA?
- 8** DOES THE PRESS COME WITH A STANDARD WARRANTY?
- 9** WHAT CAN I EXPECT FOR ANNUAL MAINTENANCE COSTS?
- 10** STEAK, FISH, CHICKEN-OR ARE YOU VEGETARIAN?

M Simply. Smart.™



MODIX SYSTEM

Powered by the MODIX Simply Smart System



1 OPEN CONCEPT

Allows for easy access during tool change or maintenance work.

2 PRESSURE TANK (large/small)

Configured to be tailored to your specific molding needs.

3 FLEXIBLE CHEST

Adaptable to whatever tool you run, with chests that are designed to fit.

4 FRONT ACCESS

Easy access to the back plate and filler systems makes it ideal for tool changes and maintenance.

5 HEAVY DUTY

Our platen structure is made in the USA and built like a tank.

6 EASY HANDLING

Features one cylinder for up to three-bar production or three cylinders for high-pressure water.

7 OPEN FRAME

Simply Smart design allows for multiple cranes, robot systems and handling features based on your needs.

8 CONDENSATION TANK

Supporting a powerful vacuum that replaces the need for high-maintenance and inefficient vacuum pumps.

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NOTES? COMMENTS? QUESTIONS?

Here's some space to scribble down your thoughts.



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MODIX CORPORATION

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