



Society of Plastics Engineers

BLOW MOLDING DIVISION

Vol 2015 Edition 4

2015 Lifetime Achievement Award Recipient

Stephen Spence

Born February 1954 - Passed May 2015

- Began Working For His Father-In-Law (Gordon Malloch) at Express Plastics in Ontario, Canada – 1974
- Express Plastics Launches Sister Business; Fortune Plastics - 1976
- Steve Opened Fortune Plastics Facility in Louisville, KY - 1976
- Steve Opened Fortune Plastics Facility in Franklin, KY - 1978
- Steve Opened Fortune Plastics Facility in Richmond, VA – 1987
- Express Plastic & Fortune Plastics Purchased By Silgan Plastics - 1990
- Steve Continued Working For Silgan Plastics Through 1992
- Steve Founded Spentech Plastic Containers in Richmond, VA – 1992
- Second Spentech Facility Opened in Richmond, VA - 1998
- Spentech Plastic Containers Purchased By Captive Plastics – 2005



Spentech Plastics Containers, Inc. was started in 1992 with the goal to be a customer blow molder of plastic bottles. Steve purchased his first machine from Bekum America and began producing stock containers for sale to plastic bottle distributors. The business quickly grew and purchased an average of 1 to 2 blow molding machines annually. The business operated 16 Extrusion Blow Molding machines from Bekum America; 2 Stretch Blow Molding Machines from Nissei ASB; 2 Silk Screen Presses from Omso and 1 Pressure Sensitive Labeling machine from Omso.

One of the keys to the company's success was being able to changeover machinery with precision and in a short amount of time. An average of 6 changeovers were done per day, which was achievable through the proprietary "quick change" technology the company developed with its primary mold and tooling vendor – Compact Mould.

The company processed HDPE, LDPE, PP, PVC and PET.

Though the business started out servicing plastic bottle distributors, it quickly found a niche in directly supplying high profile Brand Owners as well. A small sampling of the customer base includes; Tricor Braun, Wella, L'Oreal, Chattem Brothers, Burt's Bees, Nioxin Laboratories, Gold Bond and Hartz Mountain.

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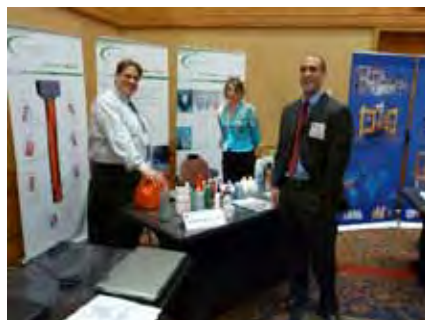


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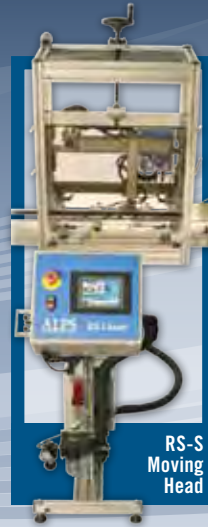
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'Tis the Tax Planning Season!

by Ross E. Hewitt, CPA and Michael J. Devereux II, CPA, CMP

The holidays are upon us and we all know what that means. We will soon be getting our information together to prepare our 2015 tax returns! The year has flown by, and now time is running out for tax planning. Time is of the essence so you can take action before the end of the year. We are in the middle of meeting with our clients to assess this year's performance and determine whether there are opportunities to accelerate or slow down deductions to minimize tax consequences.

This planning process has its challenges this year, as there are provisions that expired effective December 31, 2014 but have historically been extended retro-actively. Legislation is currently being drafted regarding these provisions. The increased Section 179 expensing election of \$500,000, 50% Bonus Depreciation, the Research Credit, and the Work Opportunity Tax Credit (WOTC) are among the many provisions that are being considered. While it is prudent to prepare projections based on the actual current law, the extension of these provisions appears to be a reasonable assumption based upon bills being debated by the House and Senate, along with Congress' propensity to renew these provisions retro-actively. In the meantime, we are encouraging businesses that are developing new products; developing new blow-mold or pre-form tooling; or developing part-specific manufacturing processes to continue documenting projects so the Research Credit can be calculated and substantiated. Also, keep track of qualifying individuals that were hired this year for the WOTC credit. There may be a grace period to send in the necessary paperwork to claim the credit.

One taxpayer-friendly development for this year is the increase in the de minimis safe harbor for expensing otherwise capitalized expenditures from \$500 to \$2500. This safe harbor was enacted in the capitalization regulations that were effective starting in the 2014 tax year. Now, qualifying businesses that do not have audited financial statements can write off assets that normally would be capitalized if they are \$2500 or less. This write-off provision is separate from the Section 179 expense election.

Regardless of how Washington decides to handle the expiring tax provisions, there are still ways to minimize taxes. Contributing to retirement plans is an effective way to reduce taxes, even after December 31. Most plans allow for a current year deduction even though the contribution isn't due until the filing of the tax return, including extensions. It is also a great time to revisit your plan for updates and possible revisions. If you don't have a plan, you may still have time to set up and make contributions for the 2015 tax year.

The Domestic Production Activities Deduction (DPAD) is a deduction equal to 9% of the net income of qualifying activities, including manufacturing. For exporters, an IC DISC is a way that essentially taxes a portion of qualifying export sales at capital gains rates. For DPAD and IC DISC, the larger the net income the greater the benefit. Therefore, you may want to slow down depreciation to spread the deduction, which will increase income to generate a larger deduction without expending more money.

Everyone has different circumstances and objectives, so it is important to work with an advisor to make sure they are aligned with you!

A Note about the Authors

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Ross and Mike our partners with Mueller Prost, a CPA and advisory firm that specializes in tax planning and incentives available to plastics manufacturers. Ross regularly speaks in industry forums on ways manufacturers may reduce their income tax liabilities. Mike has spoken at the SPE's Annual Blowmolding Conference, ANTEC, Plastics News Executive and Financial Forums, SPI's Business of Plastics, and MAPP's Benchmarking Conference. Mueller Prost's Tax Incentives Group is nationally recognized and has assisted hundreds of companies in the manufacturing sector identify and utilize these incentives.

SPE Blow Molding Division 2015 Scholarship Award

Abigail Gilmore has been awarded the SPE Blow Molding Division's 2015 Carrie Fox Solin Memorial Scholarship in the amount of \$3000. She was chosen for this award by the division's scholarship selection committee based on her outstanding record of academic and extracurricular achievements.



Abigail is a senior studying Plastics Engineering Technology at the Pennsylvania State University at Erie, The Behrend College, where she has been on the Dean's List every semester. During the past two summers, she interned as a Processing Engineer at Berry Plastics in Hot Springs, AR, and as a New Systems Development Engineer at GOJO Industries in Akron, OH. She is also a teaching assistant, working to help professors with students in the plastics engineering courses and assisting industry professionals at various Behrend training workshops.

Abigail was recently inducted as President of the Behrend Chapter of the Tau Alpha Pi National Honor Society, and is currently Treasurer of the Plastics Engineering Club. She is a very active member of the Northwest Pennsylvania Society of Plastics Engineers section. Her ANTEC 2015 poster received the 1st place Undergraduate award, and she submitted a project in the Blow Molding Division's 2015 Student Design Contest. As a member of the Behrend NCAA Cross Country, and Track and Field Teams, she earned the team's *Most Improved Athlete Award* for both the 2013 and 2014 seasons. In the future, she plans to obtain a job in the plastics field with a focus on sustainability through innovative solutions. Upon notification of her scholarship award, she replied "I am very grateful to my family, friends, peers, professors, and the Society of Plastics Engineers for their continued support."

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The Society of Plastics Engineers is an organization dedicated to promoting the scientific and educational aspects of the plastics engineering profession, and the Blow Molding Division provides a forum for the promotion and dissemination of information relating to blow molding technology.

The Blow Molding Division of the Society of Plastics Engineers awards its annual Memorial Scholarship(s) to selected students enrolled in plastics engineering programs. Since inception of the scholarship program, the SPE Blow Molding Division has awarded \$260,500 to 39 students enrolled in programs that include curriculum pertaining to blow molding. Abigail is the 10th Penn State Erie student to receive a SPE Blow Molding Division scholarship.

The Blow Molding Division's scholarships and other educational support programs are funded with the income from a \$218,000 Grant Fund endowment that has grown over time with the support of the division's sponsors. The value of the division's scholarships is up to \$6,000. Funds are distributed in two disbursements over a two year period, usually during the junior and senior terms. If the recipient is a senior, a \$3000 award is made. The award recipients are recognized at the SPE Annual Blow Molding Conference (ABC) or SPE Annual Technical Conference (ANTEC). A travel allowance is provided.

Qualifications for the scholarship are as follows:

1. *The student must be enrolled full-time in a degreed undergraduate Plastics Engineering program.*
2. *The student should be completing the 2nd year of a four-year program.*
3. *The student must be a member of an SPE Student Chapter.*
4. *The applicant will submit a brief essay with their application describing the importance of blow molding to the technical parts and packaging industry.*

We seek students who plan to make a career in plastics engineering (a sincere interest in the Blow Molding industry is a plus). We request that qualifying students submit an application by following the instructions and completing the appropriate forms for the Blow Molding Division Memorial Scholarships at the SPE Foundation website.

See our website for additional information. <http://www.blowmoldingdivision.org/scholarships/>

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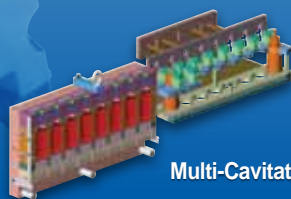
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Educational Support Activities at the 2015 Annual Blow Molding Conference

Students at the ABC

Twenty-one students and faculty attended the ABC 2015 as our guests from Pennsylvania College of Technology and Pennsylvania State University at Erie, The Behrend College. The students promoted their Plastics Engineering programs and distributed resumes at complimentary tabletops in the exhibition area. Blow Molding Division Education support funds were used to pay for their travel expenses and registration fees.



Pennsylvania College of Technology Students in the Exhibit Hall



Penn College Students Boarding the Dinner Cruise Boat

Student Awards

Our current Carrie Fox Solin Memorial Scholarship recipient, Abigail Gilmore from Penn State Erie, was recognized at the ABC awards banquet. Dr. Lawrence Solin traveled from Philadelphia for the award presentation.

The SPE Pittsburgh Section presented scholarship awards to Kierstyn Williams and Casey Baran, both from Penn State Erie.

Award plaques and checks were presented to the winners of the Blow Molding Division's Student Design Competition. Brittany Ochs - 1st place, Dalton Singer - 2nd place, Kierstyn Williams - 3rd place, and Brian Johnson - 3rd place. \$2100 in prizes was awarded to these 4 students from Penn State Erie.



Penn State Erie Students with their Scholarship and Student Design Contest Awards

Continued on next page

Since 1991, the Blow Molding Division has awarded \$260,500 in scholarships to 39 deserving undergraduate students enrolled in plastic engineering programs. The awards are targeted toward students with an interest in blow molding.

The scholarships and other educational support programs are funded with income from a \$220,000 endowment built up over the years with proceeds from our ABC sponsors and from direct corporate contributions.

Feedback from Student Attendees

- I would like to thank you all very much for the opportunity my fellow students and I had to come to the Annual Blow Molding conference. Throughout my days at the conference I have gained a more in-depth understanding of the many things that take place in the blow molding industry. I have always thought of pursuing a career in this industry, and this conference has helped me decide that this is the route I would like to go.
- Being able to attend has allowed me to make quite a few connections and broaden my understanding of not only plastics but the industry itself.
- I would like to thank you for the opportunity to go to this year's Annual Blow Molding Conference. With SPE's sponsorship I was able to make connections and learn more about the industry.
- As my first plastics conference it was amazing to speak with a bunch of different companies about what they do in the industry and about possible employment. The experience was priceless.
- I would like to thank the SPE Blow Molding Board for giving me the opportunity to make valuable networking connections.
- Attending this conference has really expanded my knowledge and understanding of the blow molding process and of its potential uses in the future.
- I figured out part of my senior project thanks to one of the sessions.
- This conference definitely helped with my job search process as well.

Are You A Blowmolder?

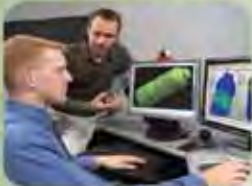
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Grant Program

The Blow Molding Division of the Society of Plastics Engineers and Graham Engineering Corporation co-sponsor a program for continuing education of blow molding industry workers. By making financial resources available to Blow Molding Division member companies, this program will assist more people in obtaining continued education in blow molding and improve their job-related skills.

Up to \$600 per person is available to attend an SPE Blow Molding Conference, an SPE Seminar in Blow Molding, or other program applicable to blow molding.

Eligibility Criteria:

1. The employee must be a full-time employee of one of our member companies (having at least one current member of the SPE Blow Molding Division).
2. The employee's job function must be blow molding related.
3. The employee's academic training must not be higher than Associate Degree.
4. The employee must have company recommendation and support.
5. Costs exceeding \$600 will be the responsibility of the employee or employer.

How to enroll:

1. Submit a request to the Blow Molding Division at the following address:
Agri Industrial Plastics
Attn: Geoff Ward
301 N. 2nd St
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2. Include a letter of support from your company.
3. You will be notified of acceptance before the event that you wish to attend.



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AUTOMOTIVE / TRANSPORTATION CATEGORY

1ST PLACE

LEFT & RIGHT HAND BACKHOE FENDER

SUBMITTED BY: KEN CARTER

COMPANY: JOHN DEERE



CONSUMER GOODS CATEGORY

1ST PLACE

SURECAN 2.2 GALLON GAS CAN

SUBMITTED BY: CARSON JONES

COMPANY: BEKUM AMERICA CORPORATION



INDUSTRIAL OTHER CATEGORY

1ST PLACE

BIG DADDY DECOY'S DRAKE AND HEN MALLARD DECOYS

SUBMITTED BY: ANDREW HOBSON

COMPANY: HAWKEYE PREFERRED TOOLING GROUP



2ND PLACE

GARDENGLO PLANTER

SUBMITTED BY: DALE KLAUS

COMPANY: QUALITY CUSTOM MOLDING



INDUSTRIAL DIVISION AWARDS

1ST PLACE

LEFT & RIGHT HAND BACKHOE FENDER
SUBMITTED BY: KEN CARTER
COMPANY: JOHN DEERE



2ND PLACE

BIG DADDY DECOY'S DRAKE AND HEN MALLARD DECOYS
SUBMITTED BY: ANDREW HOBSON
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3RD PLACE

SURECAN 2.2 GALLON GAS CAN
SUBMITTED BY: CARSON JONES
COMPANY: BEKUM AMERICA CORPORATION



PEOPLES CHOICE AWARDS

PACKAGING APPLICATIONS

EXTRUSION BLOW MOLDED WINE AND BEER GLASSES
SUBMITTED BY: GARY CARR
COMPANY: BEKUM AMERICA CORPORATION



INDUSTRIAL APPLICATIONS

SURECAN 2.2 GALLON GAS CAN
SUBMITTED BY: CARSON JONES
COMPANY: BEKUM AMERICA CORPORATION



PACKAGING CATEGORY AWARDS

FOOD CATEGORY

1ST PLACE

LIGHT-WEIGHT PET JAR

SUBMITTED BY: DR. SURENDRA AGARWAL

COMPANY: CREATIVE GROUP OF INDUSTRIES



BEVERAGE CATEGORY

1ST PLACE

EXTRUSION BLOW MOLDED WINE AND BEER GLASSES

SUBMITTED BY: GARY CARR

COMPANY: BEKUM AMERICA CORPORATION



2ND PLACE

FAIRLIFE DAIRY PACKAGE

SUBMITTED BY: SCOTT STEELE

COMPANY: PLASTIC TECHNOLOGIES, INC. (PTI)



3RD PLACE

DOUBLE HELIX & TRIPLE HELIX YARD

SUBMITTED BY: RUTH McCLELLAN

COMPANY: WHIRLEY DRINKWORKS

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PHARMACEUTICAL CATEGORY

1ST PLACE

30 ML DUAL DISPENSING BOTTLE

SUBMITTED BY: FRANK HOHMANN

COMPANY: FGH SYSTEMS



PACKAGING OTHER CATEGORY

1ST PLACE

REPLENISH 3 Oz POD

SUBMITTED BY: ERIC HOHMANN

COMPANY: FGH SYSTEMS



2ND PLACE

8 Oz STA-BIL

SUBMITTED BY: ERIC HOHMANN

COMPANY: FGH SYSTEMS



2015 PARTS COMPETITION AWARDS

PACKAGING DIVISION AWARDS

1ST PLACE

REPLENISH 3 Oz POD

SUBMITTED BY: ERIC HOHMANN

COMPANY: FGH SYSTEMS



2ND PLACE

EXTRUSION BLOW MOLDED WINE AND BEER GLASSES

SUBMITTED BY: GARY CARR

COMPANY: BEKUM AMERICA CORPORATION



3RD PLACE

30 ML DUAL DISPENSING BOTTLE

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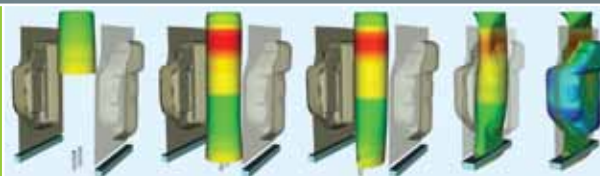
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We are currently accepting abstracts for consideration for ABC 2016. Topics include: innovations in technologies, processing, materials, troubleshooting, hot topics, and 101's. If you are interested, please complete a Speaker Abstract Form and send to:

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On-line forms can be found on the ABC 2016 webpage at

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SPEAKER ACCEPTANCE & ABSTRACT FORM

Please sign and return this document which indicates your agreement to participate in ABC 2016 as a speaker. As a guest speaker, you will receive a complimentary registration, including the conference reception and meals, and a copy of the conference proceedings. You will be responsible for your personal expenses (i.e. hotel, travel, etc.). *If you are unable to attend the conference, you agree to make every reasonable effort to provide a replacement speaker.*

Speakers will provide a copy of their presentation by August 31, 2016, to include in the conference proceedings. It is understood that this version may differ from the one presented at the conference so as not to include proprietary information, etc.

Please return this form along with a brief biography to the Conference Coordinator as soon as possible so that we may include your participation in our conference promotions and marketing.

Title of Presentation: _____

3 points describing your presentation topic: _____

Describe your presentation topic in more details or email an abstract: _____

Please indicate your AV needs. If none are indicated, we'll assume none are needed: _____

Please complete the following (as you would like it to appear in the proceedings and for event promotion) :

Name: _____

Title: _____

Company Name: _____

Street Address: _____

City _____ State _____ Zip Code _____

Phone: _____ Cell Phone: _____

(Cell phone number will be used for communication purposes only by Conference Coordinator and will not be published.)

Fax: _____ Email: _____

Signature _____ Date _____

Please complete this form and email to
Deirdre Turner, Conference Coordinator at deirdremturner@gmail.com
Please include a brief biography.

Speaker Guidelines for the Annual Blow Molding Conference

These guidelines have been prepared in an effort to facilitate the preparation of presentations for the blow molding conference and to assure a relative uniformity of the presentations

Email all information to: Deirdre Turner, Conference Coordinator at: deirdremturner@gmail.com

DEADLINES

1. Completed Speaker Form and Biography **due ASAP** to include in marketing efforts and promotion.
2. Electronic copy of PowerPoint presentation appropriate for inclusion in the conference proceedings is due* **on or before August 31st, 2016**. *This copy will be sent to conference moderators for review. *Please prepare a copy that doesn't include proprietary information or graphics for this purpose.*

Receipt of your presentation and biography/speaker forms by the above deadlines is necessary to permit time for review and preparation of conference materials.

PRESENTATION CONTENT:

- Content should contain the newest and latest advances in technology.
- The content should not be in the form of a direct sales pitch.
- Presentations should contain no content that may be considered offensive to any group. Please be careful. If you are not sure, ask the opinion of the Conference Chair or a colleague.
- Only one slide is recommended to describe your company.
- Try to limit your presentation to the time provided. 20-25 minutes is a good length. Be sure to include time for Q&A from attendees.

A TYPICAL PRESENTATION OUTLINE COULD INCLUDE:

- Title slide: Presentation Title, name of speaker, organization. State objective of presentation.
- Content should contain the newest and latest advances in technology
- Introduction including what's new
- Theory and background and Methodology (equipment and procedure used)
- Results and discussion
- Recommendations for future work and credits and acknowledgements

CONSIDER THE FOLLOWING GUIDELINES FOR INDIVIDUAL SLIDES

- The slides should make maximum use of visual tools. There should be no more than 3 or 4 bullets per text slide.
- Make graphs and tables as large and legible as possible.
- Minimize the number of equations. Give a reference instead.
- Careful with abbreviations, especially those not known by all.
- Label the parts in photographs and figures.
- Whenever possible, use transition slides for changing topics.
- Reference to any commercial item is to be made generically in future slides. e.g. Resin A.

DELIVERY:

- Presentations should be in a power point format. Speeches should be avoided, except for lunchtime talks.
- Remember that not everyone in the audience has a perfect view and that some will be color-blind.
- Use a laser pointer and be careful not to aim at someone in the audience.
- Maintain eye contact and speak clearly and loudly
- Don't read from the slides. Give audience time to read the slide

LOGISTICS:

- Please confirm your presence to a Conference Co-Chair or the Conference Coordinator at the beginning of the conference and to the Session Moderator before your session.
- Bring a CD and/or a USB back-up of your presentation, or your own laptop just in case, especially if video clips are used.
- Test your presentation at the break just to make sure. Please go to the room where you are to present at the end of the session immediately before you present. Your moderator will meet you there to go through logistics. IF there are any computer problems it would be best to find them now. We don't have any IT staff on site, but we'll have experienced people around who should be able to help. If you are presenting in the first session of the morning, get to the session about 30 minutes prior to the start to check out your equipment.



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Recognition of sponsor support for Division objectives for student education and assistance and training initiatives	✓	✓	✓
 ABC 2016 Conference Benefits			
Recognition as an ABC 2016 Conference Sponsor with prominent signage at event	✓	✓	✓
One tabletop exhibit space in ABC 2016 Conference Exhibits (\$900 value)		✓	✓
Includes full conference registrations to ABC 2016 (valued at \$600 per registration)	4	3	2
Company listed as ABC 2016 Conference Sponsor on webpage with hyperlink to company website.	✓		
Conference Sponsor will select a hospitality option (i.e. breaks, breakfast, luncheon, etc.) and will be provided with "Sponsored by" signage and display table placed at selected hospitality option for duration that option.	✓		
Conference Sponsor will be provided with 5 minute speaking opportunity* at the conclusion of the first General Session on the Day One of the ABC and will receive recognition from the Division chair at the beginning of the General Session. <i>*Talking points to be approved by the conference co-chairs or Division chair.</i>	✓		



BLOW MOLDING DIVISION SPONSOR FORM

Division Sponsorship (please indicate level)

☐ Conference Sponsor - \$5,000

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Please print company information exactly as it should appear in all publications

Company Name _____

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Do you wish to Exhibit at the Annual Blow Molding Conference?

☐ YES

☐ NO

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Electricity required: ☐ yes ☐ no (if yes, a maximum of one duplex or 2 sockets will be provided)

Please provide the appropriate contact person to coordinate invoicing and all other details for your company's participation:

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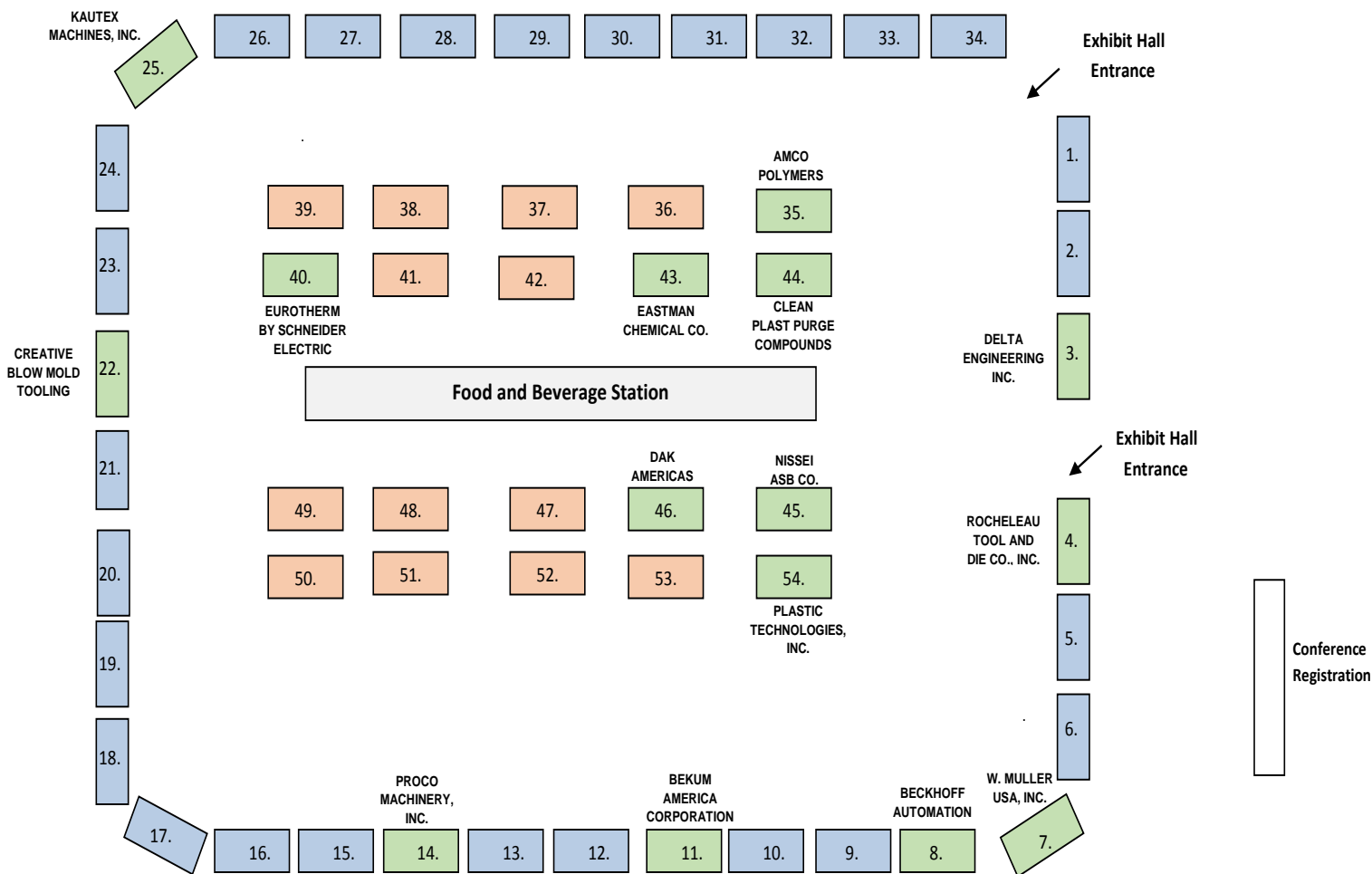
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Please complete form with payment info. and email to Deirdre Turner, Division Coordinator at deirdremturner@gmail.com. A paid receipt will be sent once payment has been processed. Questions? Contact Deirdre Turner at (248) 505-5136 or by email.

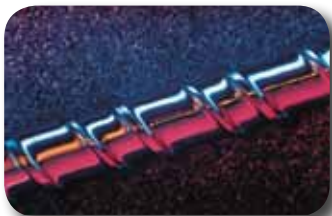


Exhibit Space includes: 1 - six foot table; skirted w/ table linen, 2 chairs, AC (at exhibitor's request).
 Exhibit/Display Materials can be shipped no more than two days in advance of event.
 Mailing label must clearly indicate:
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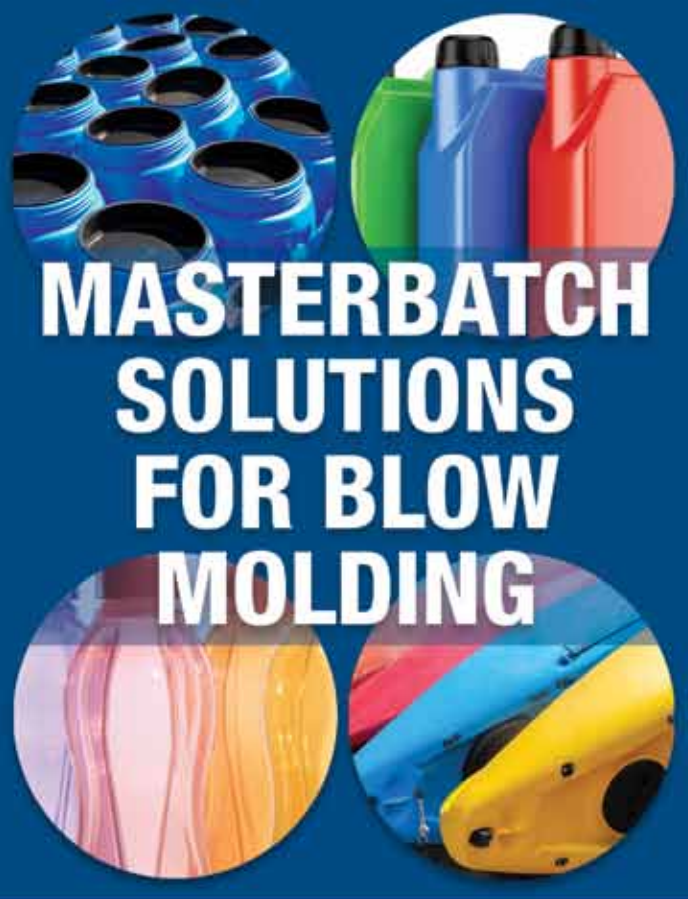
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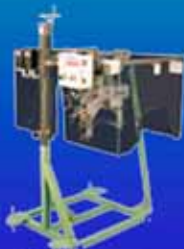
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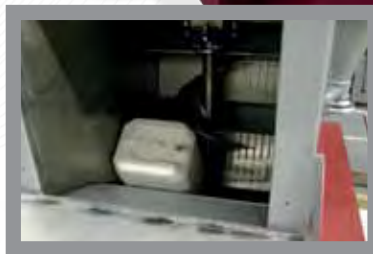
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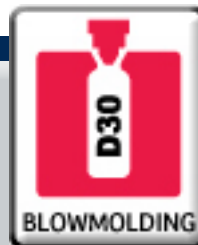
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