



EXTRUSION SOLUTIONS



Chooses



*Industry Leading
Compounder Uses New
ENTEK E-MAX™ 40mm
Twin-Screw Extruder
for Producing Small
Lots of Custom Color
Concentrates*

PolyOne Corporation is a \$2.6 billion global polymer services company that lives by a simple ideal: Helping customers succeed by providing them with products, services and solutions that they need, want and appreciate. Having been ranked #1 on the *Plastics News* ranking of top North American compounders, PolyOne is often the preferred choice of customers who require high quality and rapid delivery of polymers, colorants, and additives.

The new ENTEK E-MAX™ 40mm twin-screw extruder, introduced at NPE 2006, is specifically designed to run small-to-medium sized lots of custom formulated materials. The capability of the E-MAX™ to start-up quickly and run challenging material formulations without significant scrap means it is ideally suited to help PolyOne meet the stringent performance and delivery demands of its customers. PolyOne purchased its first E40 machine off the floor at NPE, and according to PolyOne personnel, it has become a workhorse machine and is performing well beyond their expectations.

Filling A Void

This story begins a few years ago, when PolyOne identified the need to be able to produce smaller lots of custom color concentrates more efficiently. "We needed a high output machine that would efficiently manufacture smaller order sizes with rapid turnaround" said Dale Yarbrough, director of manufacturing for PolyOne's Color and Additives, North America. "Our customers were increasingly looking for small-to-medium sized lots, from 500 – 3,000 lbs., delivered more quickly than in past years."

ENTEK's new 40mm twin-screw extruder corresponded perfectly with PolyOne's needs. "When we saw ENTEK's new machine we believed it might be an ideal solution," said Yarbrough. "Once we took delivery, ENTEK helped us get it up and running with superb technical service and support. Their team was and is there when we need them."

Improving Operations

According to Curt Jamison, operations support manager, the ENTEK machine has helped PolyOne improve its operations. "The machine is performing well within our expectations," he said, "it has helped us achieve the improvements in quality and service we needed." The plant where the ENTEK machine is located is dedicated to fast turnarounds. "We run a lot of special color matching and special effects products and the ENTEK machine not only runs well, but since it is designed for fast changeovers, it allows us to run many different types of materials with minimal downtime."

Yarbrough mentioned the simplicity of the ENTEK control system and the company's swing-out die design as key features of the E40. But clearly, he feels a critical attribute of working with ENTEK is the company's customer service. "We are currently exploring bringing in more of these machines," he said. "ENTEK is a preferred vendor not only because of the quality of their products, but because they provide us with superior service and support."



A Good Time To Visit

"We welcome the opportunity to give customers and prospects a plant tour and to help you run product trials in our in-house extrusion development lab"



Happy Spring to all of you! I hope 2007 is off to a good start for your business. Our orders are strong and we are optimistic about the plastics processing market in 2007.

Now that spring is here and summer is not far behind, it's a perfect time to visit us here in beautiful Oregon. We welcome the opportunity to give customers and prospects a plant tour and to help you run product trials in our in-house extrusion development lab. If you can't come see us in Oregon, I hope you'll be able to visit us at one of the many events we will be exhibiting at in 2007 (see list of events on page 4).

In This Issue

When ENTEK developed our new 40mm E-MAX™ twin-screw extruder in 2006, we did so with the color compounding market in mind. Our first E40 machine was sold off the floor at last year's NPE show in Chicago to PolyOne Corporation, and they have been more than pleased with its performance, so much so that they are considering purchasing additional machines. Read about PolyOne's use of the new E40 in our cover story.

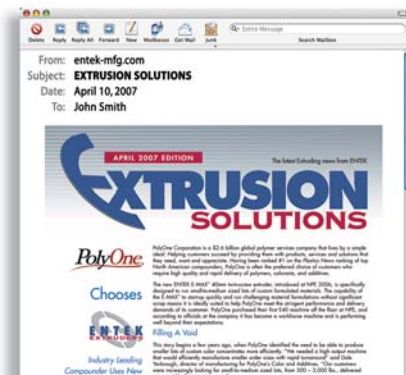
By now you may have noticed that we have adopted the slogan "Extrusion Solutions" to describe our product and service offerings. The article on page 4 helps explain what we mean by this. We at ENTEK are proud of our reputation for excellent customer service and we hope to have the opportunity to provide solutions for your specific application.

As always, I encourage you to contact me anytime at khanawalt@entek-mfg.com.

Sincerely,

Dr. Kirk Hanawalt, Vice President/Chief Operating Officer, ENTEK Manufacturing, Inc.

Did You Know...



ENTEK offers e-mail delivery of each issue of Extrusion Solutions. If you would like to receive our newsletter via e-mail, please send your request to Tammy Heider at theider@entek-mfg.com, and put "Extrusion Solutions" in the 'Subject' field. She will send you a high-quality PDF file of each issue via e-mail as soon as it comes out.

Also, the current issue of Extrusion Solutions is always available on ENTEK's website, and all past issues are archived on the site as well. To view these issues online visit www.entekextruders.com/v2/collateral/default.asp.

ENTEK's John Effmann Named Vice-Chairman Of NPE 2009



The committee of industry leaders that will work with The Society of the Plastics Industry, Inc. (SPI) to organize NPE 2009 is headed by Chairman Randy Pearson of Xaloy, Inc. and Vice Chairman John Effmann of ENTEK Manufacturing, Inc. Sponsored by SPI, the triennial world plastics exposition will take place June 22 – 26, 2009 at Chicago's McCormick Place exhibition center.

The Executive Board headed by Pearson and Effmann is larger than for past NPEs, with chairpersons for three new subcommittees focused on developing innovative educational programs for NPE 2009, expanding the range of technologies presented at the show, and increasing the already sizeable participation by international exhibitors and visitors.

More than Three Decades of Plastics Industry Experience

After receiving a BBA degree in marketing from the University of Cincinnati, John Effmann began his plastics career by joining Milacron, where he served in a variety of senior management positions over 27 years. In 2005 Effmann joined ENTEK as Corporate Marketing Manager and is now Director of Sales and Marketing.

NPE 2009 will take place June 22 – 26, 2009. NPE 2006 attracted 1,838 exhibitors on 942,524 sq.ft. (87,600 sq. m) of net space; 33% of them came directly from outside the U.S. Of 64,438 industry professionals who registered to attend, 23% were internationals from 114 countries. For details on NPE 2006, visit www.npe.org.

Spare Parts Sale!



Save up to
25% OFF!

In our last issue of Extrusion Solutions, we announced a sale of replacement screw elements for non-ENTEK twin-screw extruders. The response to that promotion was so strong that we've decided to expand the promotion to include a wider variety of spare parts.

We are now offering both ENTEK and non-ENTEK parts for sale, and these parts include screw elements and barrels. So, whether you have ENTEK E-MAX™ twin-screw extruders or ZSK, ZSE, or ZE brands in your plant, chances are there are spare parts on this list that you can use!

All spare parts that we have on our list are being sold at a 25% discount if you take immediate delivery of them!

Follow this URL to a special page on ENTEK's website to see an updated list of immediately available parts: www.entek-mfg.com/v2/inventory/default_dev.asp

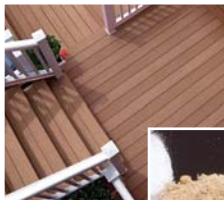
How To Order

If you see a part on the list that you want, the next step is to call Tammy Heider at ENTEK at (541) 259-1068. She will discuss pricing and arrange delivery with you.

Please note, some of the parts on this list are produced from non-standard materials. We encourage you to consult ENTEK with your specific applications information.

EXTRUSION SOLUTIONS

What Do We Mean ... When We Say "Extrusion Solutions"???



Yes, the words "Extrusion Solutions" are ENTEK's advertising slogan, and the name of this customer newsletter. But we like to think these are more than words...they form the basis by which we conduct business and work with our customers.

Quite simply, whenever customers or prospects come to us in need of a solution, we do whatever it takes to provide it. Some real-life examples of this include:

- a prospect came to ENTEK looking for a machine that was ideal for producing small to medium lots of color-compounded materials – ENTEK developed a new twin-screw extruder for this purpose, the E-MAX 40mm
- a customer came to ENTEK looking for higher outputs for WPC decking – ENTEK developed new screw and process technology that increased throughput 25%
- several prospects and customers have approached ENTEK with ideas to process some of the most challenging recycled materials on the planet – we have invited them to our in-house lab and worked closely with them to make their concepts reality
- when we asked a customer recently how we were doing as their supplier, they told us, "When I call with a problem I always get someone to help. That's what I like best about ENTEK."

If you haven't yet experienced the ENTEK difference, give us a call and tell us what you would like to do. If it involves material mixing and extrusion, chances are you'll benefit from our experience. The ENTEK difference includes many things, including:

- we listen, plan, respond and implement to meet or exceed the solution you are seeking
- our in-house development laboratory services help define solutions and shape productive needs
- our turnkey solutions build confidence in starting up new or remade productive extrusion systems
- service and support after the sale have built, and continue to build a very loyal customer base

"Extrusion Solutions" really means something here at ENTEK. Contact us anytime to discuss ways we can help you achieve your production needs, and experience the ENTEK difference!

Upcoming Events



ENTEK will be at the following upcoming events in 2007.

If you plan on attending any of these shows or conferences be sure to visit us!

ANTEC 2007/Plastics Encounter

Cincinnati, Ohio
May 6 – 10



Wood-Plastic and Natural Fiber Composites 2007

Baltimore, Maryland
October 8 – 9

Wood and Biofiber Plastic Composites

Madison, Wisconsin
May 21 – 23



K 2007

Dusseldorf, Germany
October 24 – 31



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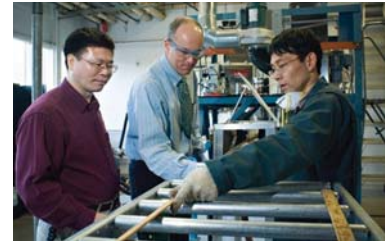
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ENTEK Donates Twin-Screw Extruder To Oregon State University

Machine Will Be Used for Wood-Plastic Composites Research and Development

ENTEK is pleased to announce that it has donated an E-MAX™ E-27mm twin-screw extruder with auxiliary equipment to the Department of Wood Science and Engineering at Oregon State University (OSU) in Corvallis, Oregon. The machine, donated in 2006, has recently been started-up and is now in full operation.



On a recent visit to OSU, ENTEK Vice President and Chief Operating Officer Dr. Kirk Hanawalt met with Dr. Kaichang Li, Associate Professor/Wood Science and Engineering, College of Forestry, and used the E-27 machine in operation. "We are happy to partner with OSU to find new and better ways to produce WPC products."

WPC R&D

The quest continues throughout the industry to develop aesthetic, maintenance-free WPC products that continue to look like wood over the years but won't rot, splinter, warp or deteriorate over time. Much of the research and development of WPC technology is happening at leading universities around the globe. OSU's Department of Wood Science and Engineering has been ranked by the United States Department of Agriculture (USDA) as one of the top four such programs in North America. Its mission is "to use science, technology, engineering and business practices to help society meet its needs for wood products and keep U.S. companies competitive in a global marketplace."

In a letter to ENTEK from Thomas McLain, Professor and Head of the Department of Wood Science and Engineering at OSU, he said "Your gift greatly enhances our research capacity in wood-plastic composites and is a missing link for our equipment chain that allows us to transfer our laboratory results to commercially viable technologies...our goal is to use your gift to develop more commercially viable products and technologies that capitalize on the abundant low-grade woody biomass in the Pacific Northwest and to help our domestic industry be more globally competitive."



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