Midwest Supplier Poised for Growth; Will Dramatically Increase Capacity with High-Output ENTEK HR3™ 73mm Twin-Screw Extruder

Based in the tiny Midwestern town of Meredosia, Ill. (population 1,044), BPC Toll Compounding & Blending is a young company with state-of-the-art compounding capabilities. BPC produces a wide range of compounds based on polyolefin and engineering polymers.

Originally founded in Houston in 2007 to conduct testing services for major petrochemical companies, BPC moved to Illinois in 2012 and began offering custom compounding services. Since then, business has steadily increased to the point where the company was running at full capacity, and needed to expand by adding new machinery and equipment.

BPC has run numerous materials trials in ENTEK’s In-House Pilot Plant, testing a wide variety of fillers and formulations. When the time came to purchase new machinery they chose a new ENTEK high-output HR3 73mm, 48:1 L/D twin-screw extruder, which will be on display at ENTEK’s booth at the upcoming NPE2018 show in Orlando.

In a recent interview Mike Krause, Operations Manager at BPC and Greg Larson, BPC’s Vice President-Business Development, discussed their company’s growth and their decision to work with ENTEK to expand their operations.

A History of Success

Mike Krause joined BPC as Operations Manager after working for several years at wood-plastic composites major Fiber Composites Inc. (FCI), the makers of Fiberon decking and railing products. While at FCI he had several ENTEK twin-screw extrusion production lines in operation, running “high quality materials with very low downtime”.

“Besides their machinery, which is extremely high quality, ENTEK’s service was always exceptional,” he said. “They were much more than a supplier to us; in fact, their service and support was instrumental in our company’s growth. ENTEK has an outstanding group of people that is very responsive to customer needs. I saw this firsthand when I was at FCI and I wanted the same thing for BPC now and going forward.”

Like many compounders, BPC does extensive materials trials to perfect each compound they produce for their customers. They take advantage of ENTEK’s In-House Pilot Plant for these services, working with ENTEK’s team, testing and running numerous formulations until they get it right. “We’ve run numerous trials at ENTEK’s lab at their facility in Oregon,” said Mike Krause. “Dean Elliott and his team are second to none when it comes to their professionalism and knowledge.”

Toll Compounding

Since BPC began their compounding operations in Meredosia in 2013, they have grown steadily with a focus on toll compounding. “Toll compounding helps our customers increase their compounding capacity without having to invest in new machinery and equipment,” said Greg Larson. “We can do the materials production for them and provide a full range of other services, very cost-effectively.”

(Continued on page 6)
Looking Forward to Seeing You at NPE2018!

Welcome to the latest issue of Extrusion Solutions.

We can’t bring all 150 of ENTEK Manufacturing’s employees to NPE 2018 being held from May 7-11 at the Orange County Convention Center, Orlando, Florida — we will be working to fill the many customer orders ENTEK has received in the first 3 months of 2018 — but our contingent at the show will be plenty big (see related story showing who will be working the ENTEK booth on p. 7). ENTEK’s booth staff will include mechanical engineers, controls engineers, process specialists, sales staff, divisional managers, and owners. Our staff will be ready to answer technical questions, understand customer’s unique challenges, brainstorm solutions to those challenges, and discuss business.

ENTEK will have...
• 2 extruders on the floor, a QC3 33mm and HR3 73mm.
• Live, twice a day screw change demonstrations on the QC3 33mm machine, showing how fast and easy it is to change screws in 5 minutes or less.
• Wear parts for a variety of extruder sizes.
• Auxiliary equipment to facilitate extrusion.
• Staff who design and program ENTEK’s extruders ready to answer your questions and discuss solutions to your most challenging issues.
• Staff ready to discuss and execute turn-key solutions.
• Staff with broad experience in extrusion-based processing ready to discuss your processing challenges.
• Decision-makers ready to discuss your business needs.

Our show staff is excited to meet you in Orlando. Please stop by booth W5189 and see us. And we will do our utmost to make it worth your time.

HR3 - A New Name for our Larger Twin-Screw Extruders

While our QC line of smaller twin-screw extruders (27mm, 33mm, and 43mm) have received a lot of attention the past few years, we decided to give our larger twin-screw extruders their own name. We’ve rebranded these machines as the HR line, which stands for High Rate, High Reliability, and High Return. This includes our 53mm, 73mm, 103mm, and 133mm twin-screw extruders.

Over 60% of ENTEK Extruders in the field are HR3’s. These machines are workhorses, helping some of the world’s biggest materials compounders produce high outputs for a variety of applications including masterbatch, sheet, profiles, and many more. Contact any of our ENTEK sales staff to learn more about how these machines can help your productivity.

Why ENTEK? Ask Our Customers!

On the wall behind our refreshment area at our NPE booth there will be a large display with this same headline, showing condensed versions of our current ad campaign (see related story on p. 8). We take great pride in working collaboratively with our customers, learning as much as we can about their goals, and then servicing them to the best of our ability to help them meet or exceed those goals. This not only applies to their use of our machinery, but to every aspect of their plant operations.

Thank you to all of our customers for their continued support.

As always, I encourage you to contact me anytime at khanawall@entek.com.

Sincerely,

Dr. Kirk Hanawalt
President, ENTEK Extruders

ENTEK to Feature New Twin-Screw Extruder and Technologies at NPE2018

Company Will Display its New QC3 33mm Twin-Screw Extruder and Also High-Output HR3 73mm Twin-Screw Extruder; Interactive Display Featuring Screw Layout Program Will Also Be Featured

Booth W5189, Orange County Convention Center, Orlando, FL – May 7-11, 2018

ENTEK will feature its newest twin-screw extruders and technologies at NPE2018.

The company will be displaying two machines in its booth: its new QC3 33mm twin-screw extruder, which was introduced in 2017 and is being shown publicly for the first time; and its high-output HR3 73mm twin-screw extruder. In addition, ENTEK will feature two interactive workstations at its booth showing the company’s unique screw-layout software program. Visitors to the booth will be encouraged to use the program to see how easy and fast it is to input their information and design a screw layout that will work for their compounding needs.

New QC3 33mm Twin-Screw Extruder Designed for Production of Small Lots of Compounds

The ENTEK QC3 33mm co-rotating twin-screw extruder is a size not previously offered by the company. It is designed for small-size lots of compounds and includes all of the company’s latest QC3 (Quick-Change, Quick-Clean, and Quality Control) features.

The new QC3 33mm joins ENTEK’s other QC3 models which include its 27mm and 43mm co-rotating twin-screw extruders. ENTEK also manufactures its larger line of HR3 twin-screw extruders including 53mm, 73mm, 103mm, and 133mm models (see separate story on the HR3 line).

ENTEK launched this new twin-screw extruder due to customer demands for this specific sized machine. “Our 27mm twin-screw extruder is excellent for lab environments, and our 43mm is designed for small to medium-sized lots of compounds,” said Linda Campbell, Director of Sales at ENTEK Extruders. “We were getting a lot of requests from customers for something in-between – a machine specifically designed for small lots, but with more output than the lab machine.”
1. Reception Area
2. QC 3 33 Twin-Screw Extruder with Live Screw Set
   Quick Change Demonstrations
3. HR 73mm twin-screw extruder
   (purchased by BPC Toll Compounding & Blending)
4. Interactive Screw Layout
   Program Display
5. Conference Room
6. Hospitality Area
ENTEK Hires Dean Elliott as Technical Processing Manager

ENTEK has hired Dean Elliott to the position of Technical Processing Manager. In his new role, Dean will work with key customer accounts to develop and improve their extrusion processes. He will lead the company’s Extrusion R&D Team and oversee Pilot Plant trials. Dean has over 20 years of plastics industry experience, and he’s been brought to ENTEK to promote and grow the business. “We have a great team in place,” said Larson. “We all come from the plastics industry compounding arena and are excited to build the BPC business. I believe a real strength is our independence; we aren’t owned by a larger company. We are very lean and we are very successful.”

BPC Chooses ENTEK

The new ENTERPRISE® 73mm twin-screw extruder will be brought online at NPE after the show. Once up and running, the line will allow them to gain more customers and increase their toll compounding capacity dramatically, from 22 million to 60 million lbs./year.

Greg Larson said that BPC has deliberately kept a low profile in the past, but that’s about to change. “We have traditionally stayed under the radar, but our growth has led our customers and increase their toll compounding capacity dramatically, from 22 million to 60 million lbs./year. Once up and running, the line will allow them to gain more independence; we aren’t owned by a larger company. We are very lean and we are very successful.”

ENTEK NPE Features

(continued from p. 3)

Interactive Display Will Allow Guests to Design Screw & Barrel Layout Design for Their Specific Compounding Applications

ENTEK’s unique screw design program will also be featured at its booth. The company will have two interactive work stations at its booth where visitors will be encouraged to see how easy it is to quickly design screw and barrel layouts for their specific applications. There are several built-in features for this software, including:

- Drag and drop functionality on all components that customers need to specify: barrel sections, screws, metalurgy, etc.
- Automatic calculation of remaining space on the screw shafts
- Safeguards to prevent putting certain elements where they do not belong
- Easier part ordering as complete part numbers are furnished within the program
- Easy save within the program or export to an Excel file options once design is complete

“This new program is something that provides great value to our customers,” said Linda Campbell, ENTEK’s Director of Sales. “We want them to see first-hand how it can make their lives easier by giving them the ability to specify, and provide a drawing of, exactly what they need for their applications.”

ENTEK HR™ Twin-Screw Extruders Ideal for High Output Compounding Applications

HR™ (High Rate, High Reliability, High Return) Machines Available in Sizes Ranging from 53mm to 133mm

ENTEK has rebranded its larger, high-output twin-screw extruders. The company’s 53mm, 73mm, 103mm, and 133mm machines are now the HR™ series, with HR™ meaning High Rate, High Reliability, and High Return.

This series of workhorse extruders are used for high-output production of masterbatch, sheet, packaging, food, profiles, and more and make up over 60% of ENTEK extruders in operation today.

“We’ve put a lot of research and development into our QC line of smaller twin-screw extruders the past few years, and that continues,” said Linda Campbell, ENTEK’s Director of Sales. “But we didn’t want to lose sight of the fact that our larger machines are a major source of our business and a great option for high-output compounding.”

While the QC line of machines (27mm, 33mm, and 43mm) are for customers who run smaller lots of materials and do frequent material changes, the HR™ line is for higher output applications where customers run standard formulations at least 80% of the time.

ENTEK Employees at NPE2018

If you’re coming to Orlando for NPE2018, stop by ENTEK’s booth (W5189) to see our latest products and services. Our friendly staff will include the following ENTEK employees, who will be at the booth ready to discuss your compounding applications. We hope to see you there!

Custom Designed

EXTRUSION SOLUTIONS is an ENTEK publication. Visit us at www.entek.com

Standing Out in the Field

COMPASSIONATE CARE IS IN YOUR HANDS

ENTEK has rebranded its larger, high-output twin-screw extruders. The company’s 53mm, 73mm, 103mm, and 133mm machines are now the HR™ series, with HR™ meaning High Rate, High Reliability, and High Return.

This series of workhorse extruders are used for high-output production of masterbatch, sheet, packaging, food, profiles, and more and make up over 60% of ENTEK extruders in operation today.

“We’ve put a lot of research and development into our QC line of smaller twin-screw extruders the past few years, and that continues,” said Linda Campbell, ENTEK’s Director of Sales. “But we didn’t want to lose sight of the fact that our larger machines are a major source of our business and a great option for high-output compounding.”

While the QC line of machines (27mm, 33mm, and 43mm) are for customers who run smaller lots of materials and do frequent material changes, the HR™ line is for higher output applications where customers run standard formulations at least 80% of the time.
Why ENTEK? Ask Our Customers!

The theme of ENTEK’s current ad campaign is customer support and customer satisfaction – two things that we work hard to provide every day. At NPE2018, we will have a large display on the wall behind our refreshment area (see image below) showing condensed versions of five current ads.

Customer service is the ENTEK difference. If you’re coming to Orlando stop by our booth (W5189) to talk with us; we will listen to learn your needs and work with you to provide a solution. If you’re not coming to NPE, contact us anytime to see how we can help you with your compounding applications!

Who to Contact

ENTEK
PO Box 39,
200 Hansard Avenue
Lebanon, OR 97355
Tel. 541-259-1068
FAX 541-259-8018
www.entek.com

Dr. Kirk Hanawalt
President
E-mail: khanawalt@entek.com

Linda Campbell
Director of Sales
E-mail: lcampbell@entek.com

Tammy Straw
Marketing and Business Development Manager
E-mail: tstraw@entek.com

Kristina Corona
Sales Project Coordinator
E-mail: kcorona@entek.com

Kelsey Dennis
Inside Sales/Customer Service
E-mail: kdennis@entek.com

Jennie Norris
Inside Sales - Internal Accounts
E-mail: jennie.norris@entek.com

North America
Bill Petrozelli
Regional Sales Manager
Tel. 541-259-1068
FAX 541-259-8018
E-mail: bpetrozelli@entek.com

Austin Lindsey
Regional Sales Manager
Tel. 541-259-1068
FAX 541-259-8018
E-mail: alindsey@entek.com

Follow Us on Twitter
@ENTEK_Extruders

Upcoming Events

See ENTEK at the following upcoming events in 2018:

May 7-11 - NPE2018
Orlando, Booth No. 5189, West Hall

Sept 18-20 – Extrusion 2018,
Cleveland, Booth 215

Sept 23-25 – SPE CAD RETEC
Charleston

Dec 4-5 - AMI Compounding World Forum
Coral Springs, FL