KAYSUN

INJECTION MOLDING & ENGINEERING SOLUTIONS

Injection Molding Project Considerations Part 3:

BUILDING VALUABLE PARTNERSHIPS

You choose to work with an injection molder that has the pre-production and production processes in place to achieve desired outcomes.

You choose to stay with an injection molder that values partnerships and demonstrates it by committing to ongoing customer support in **three key ways**.

1 *On Time Delivery (OTD)*

A supplier with poor OTD performance presents a risk that no manufacturer wants to take: losing customers.

Even if customer relationships remain intact, there is still loss potential when manufacturers assume responsibility for a supplier's OTD inefficiencies. Routinely managing delays, absorbing otherwise unnecessary costs like expedited shipping, or resolving other issues requires a manufacturer to invest time and money that typically cannot be recouped.

It all points to the importance of exercising caution and strategically building partnerships with injection molders that have proven track records of OTD excellence, such as Kaysun.

2 *Alternate Material Sourcing*

The far-reaching disruptions caused by unprecedented recent global events served as valuable lessons in preparedness, particularly with regard to materials availability.

Resins that were typically plentiful, affordable, and readily available suddenly became scarce, expensive, and inaccessible.

Solution-focused injection molders provide expertise and guidance on alternate material sourcing to help manufacturers pivot from supply-and-demand bottlenecks. However, a replacement strategy isn't built on guesswork and arbitrary substitution.

A molder familiar with the needs of complex applications have processes in place for:

- **Qualifying alternative materials** using Design for Manufacturability (DfM) analysis to find appropriate substitute plastics based on material properties, behaviors, and performance as well as compatibility with existing tooling
- **Testing alternative materials** by producing and trailing physical sample parts to verify the characteristics of the proposed plastics perform as anticipated

Aligning with Kaysun for materials management and alternative material sourcing proved successful for one of our industrial customers:

"Our success is directly related to the overwhelming commitment of talent and resources from the entire Kaysun team. They are professional, capable, and easy to work with. During these unprecedented times, the Kaysun team worked countless hours to keep us informed and used their considerable supply chain experience and industry influence to procure sufficient resin so we could meet our commitment to customers to 'Keep the Lights On."

— Sourcing Manager, Industrial OEM

3 *Value Analysis Value Engineering (VA/VE)*

Established Value Analysis Value Engineering (VA/VE) processes reflect an injection molder's project cost conscientiousness, and how they can influence it by applying specialized knowledge and engineering methodologies.

- **Value Analysis** identifies ways that costs may be reduced in existing injection-molded parts to ultimately increase its worth and profitability without compromising functionality
- **Value Engineering** identifies cost-reduction opportunities for injection-molded parts during the design phase to optimize performance and production

Kaysun views VA/VE as fundamental to any project, and part of a responsible partnership with manufacturers. As a supply chain leader for one of our industrial customers noted:

"Kaysun is a flexible and supportive partner in the new product development cycle. They work to understand our functional requirements and then provide valuable DfM input to achieve our desired outcome. The Kaysun team demonstrates excellent capacity for project management. Their high quality metrology capability and equipment aligns well with our methodologies for ensuring capable, repeatable processes. Overall, they bring a great combination of internal and external resources that successfully transition parts from the development phase to full production."

— Cindy L., Supply Chain Leader

The Kaysun Difference

Kaysun was founded on the principle of partnership. Decades later, our mission reflects how we've remained committed to making a difference for our customers, employees, and community in meaningful ways:

Kaysun Corporation is the go-to company for positively impacting lives through the products we make and the exceptional experience we provide. Kaysun's depth of injection molding expertise is matched only by our tenacious pursuit of solutions that align with our customers' needs, and next-level service and support that consistently earn their trust.

Culture and Community

Kaysun believes in work-life balance. Our culture:

- **Encourages** our employees to be the best versions or themselves, and supports them in reaching personal and professional goals
- **Promotes** a pay-it-forward philosophy with community initiatives that inspire others to take action

Focuses on taking actionable steps toward sustainability and sharing in the global responsibility of caring for the planet — and **celebrating accomplishments like Kaysun's milestone achievement of diverting 2,000,000 pounds of waste from the landfill!**

For the better part of a century, Kaysun has been the recognized name in custom injection molding. Our experience, passion for the process, and dedication to supporting our customers has earned us trusted partnerships with OEMs in a range of industries. Request a Preliminary Part Design Review to experience Kaysun for yourself.

REQUEST A PRELIMINARY PART DESIGN REVIEW

What's a Preliminary Part Design Review?

Set up your next injection molding project for success with help from Kaysun.

Led by Kaysun's expert engineering team, a Preliminary Part Design Review can help you make important decisions that impact your complex application, including:

- Design suggestions to improve part cost, tool cost or both
- Robust design development for consistent, long-term manufacturability
- Review of potential tool witness marks that may affect part function or aesthetics

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