

NPE 2024:

INSIGHTS & OPPORTUNITIES

Processors Answer Suppliers' Questions



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You Have Questions. We've Got Answers...

...and insights to opportunities for industry suppliers to uncover and address machine and process limitations that will improve customer satisfaction.

Exhibitors do a lot to be part of NPE. We want to give back a little something extra. Here are insights and indicated actions gleaned from answers to **your** questions as provided by **your** customers and prospects.

Method:

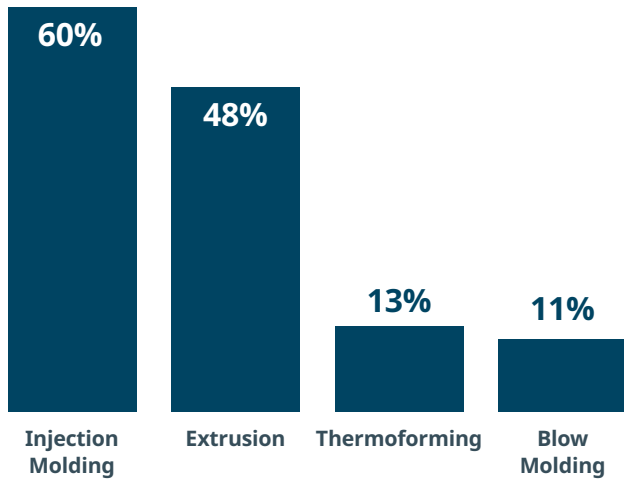
Sales representatives for *Plastics Technology* and *Moldmaking Technology* did an industry supplier 'call-out for questions.'

Gardner Intelligence tapped our audience with an online survey to get answers to the collection of questions submitted. We are happy to help you dig deeper.



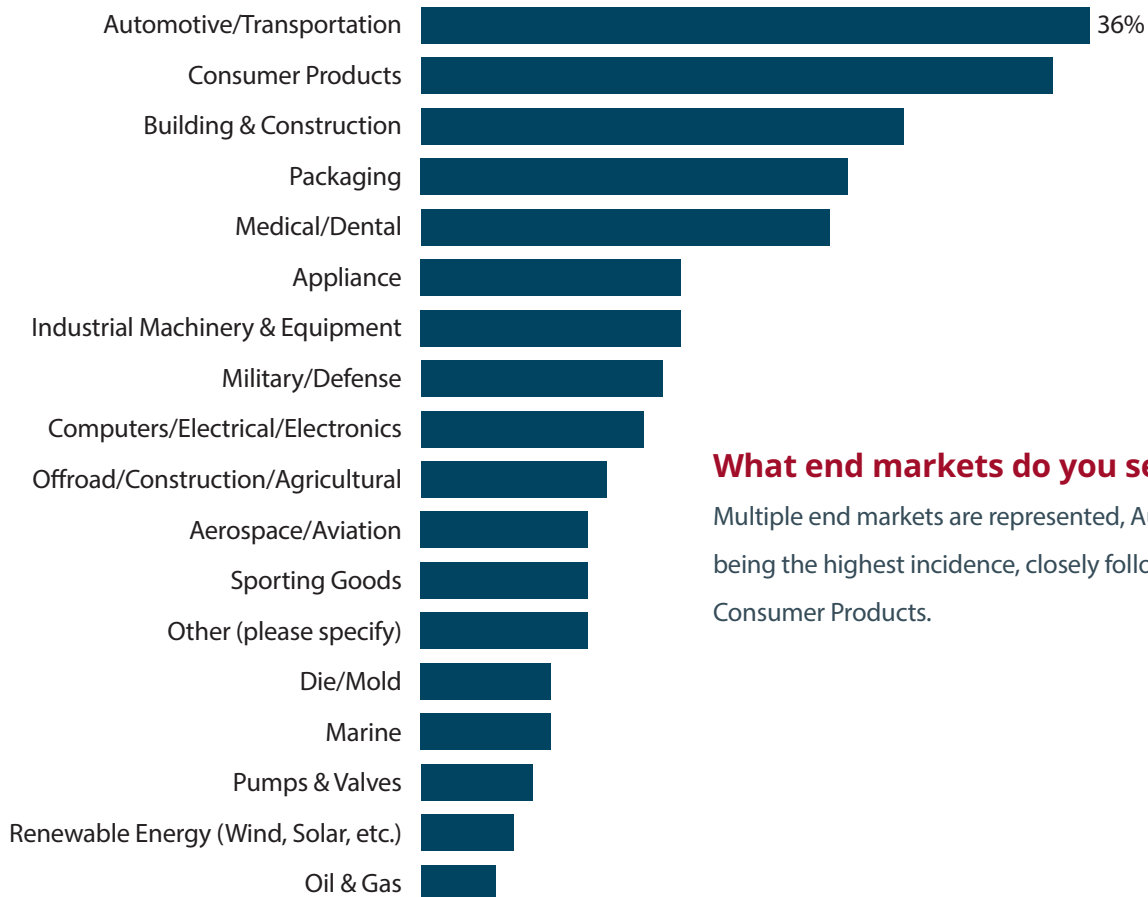
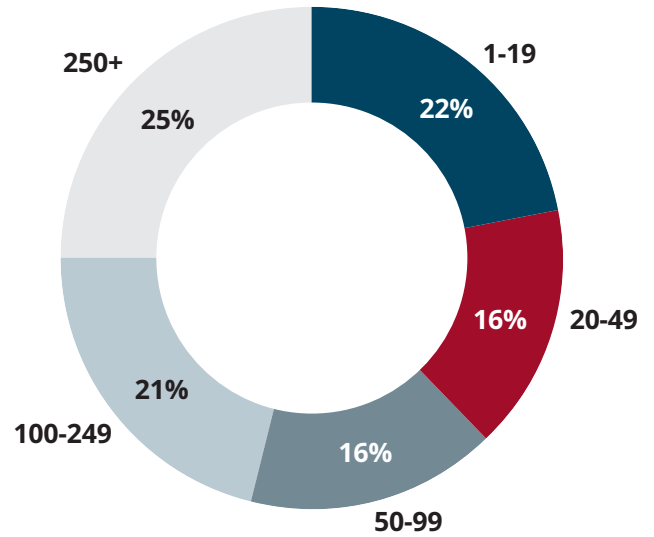
What primary processes does your facility perform?

The base of nearly 370 facilities responds from the perspective of a range of plastics processes performed.



How many employees work at your facility?

The survey base is also representative in terms of plant sizes included. Just over 50% have less than 100 employees while 46% have 100 employees or more.

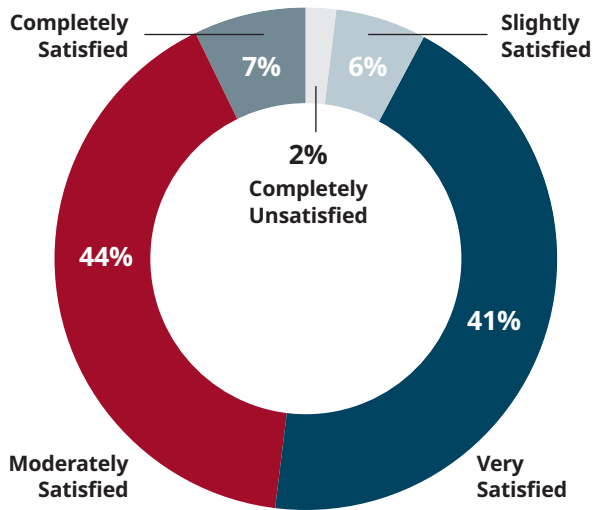


What end markets do you serve?

Multiple end markets are represented, Automotive being the highest incidence, closely followed by Consumer Products.

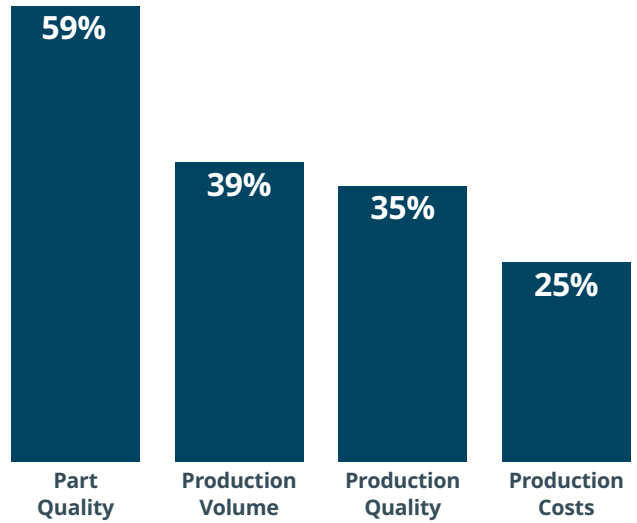
How satisfied are you with your overall production process?

Only one-half of facilities are reasonably satisfied with their production processes.



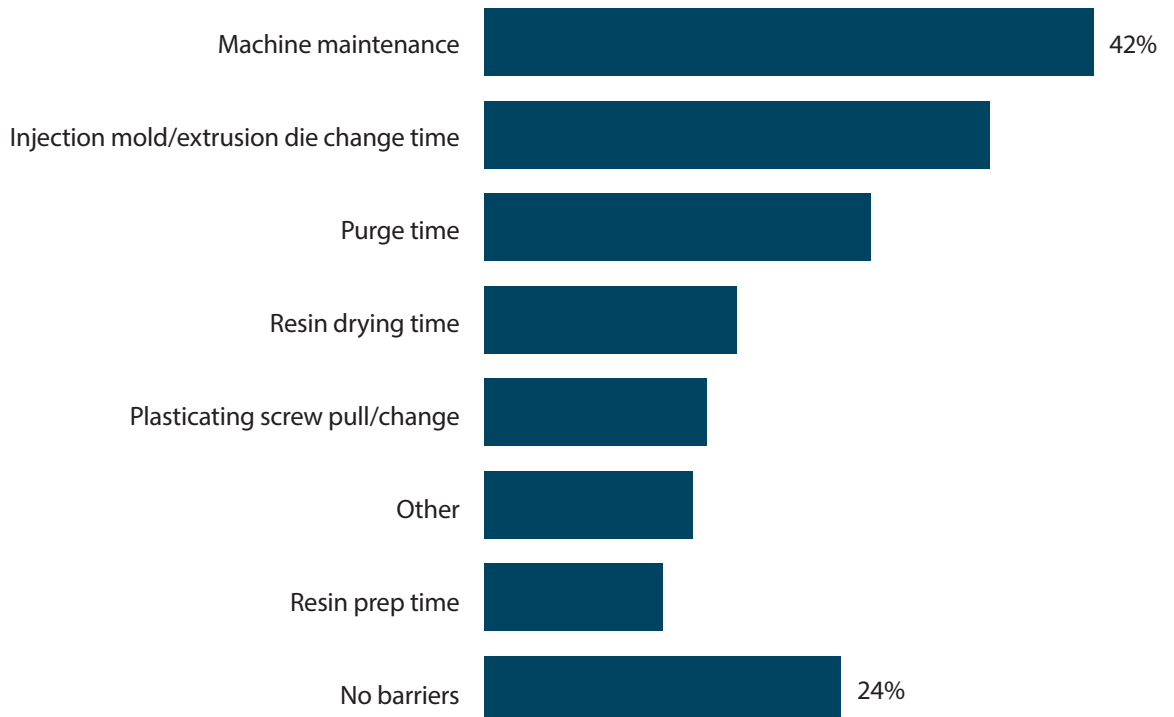
How satisfied are you with specific facility operations?

Looking deeper, satisfaction with several specific production aspects is underwhelming.



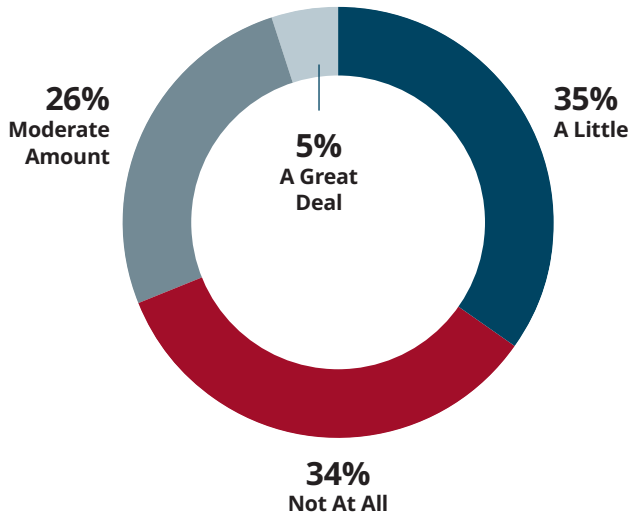
Barriers to achieving changeover time and efficiency goals

There are *a lot* of barriers, machine maintenance topping the list, with die change time not far behind.



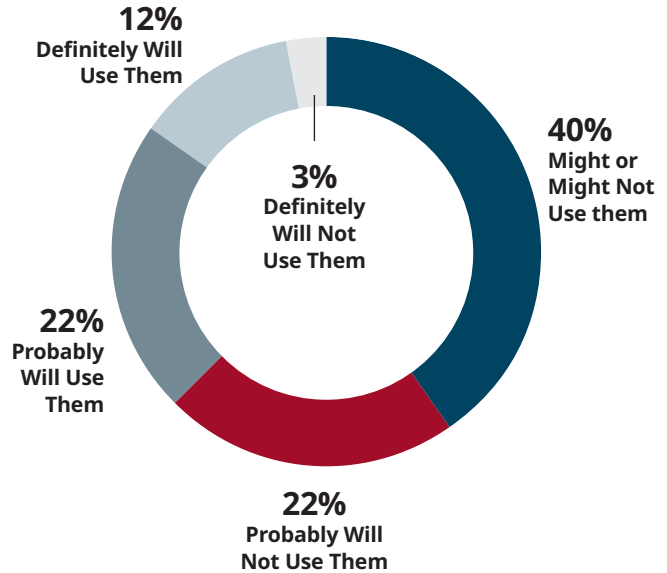
To what degree does resin drying time limit production?

Resin drying times do not appear to be a big issue; however, it is a volume limiter worth better understanding.



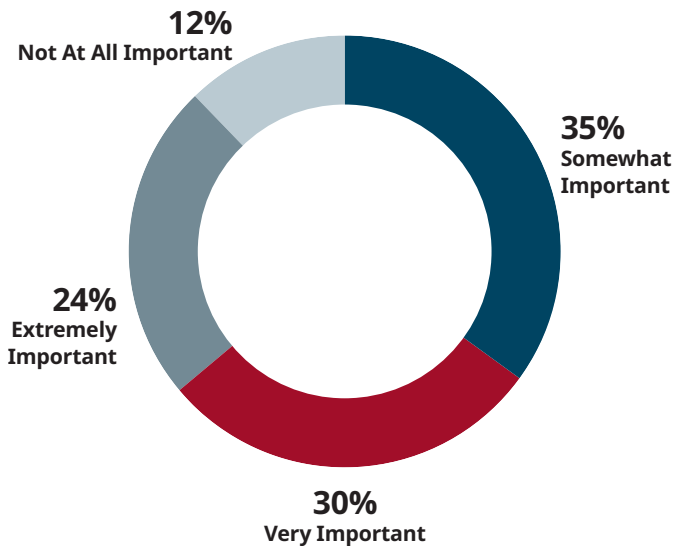
How seriously are you considering using biopolymers?

Commitment to using biopolymers as a primary production material is weak. Surfacing and addressing the barriers will drive adoption.



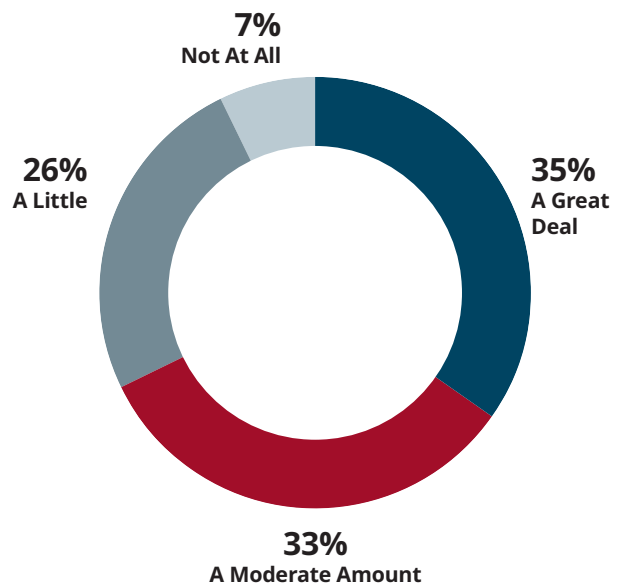
How important is it to reduce or eliminate PFAS?

Close to an even split on importance of reducing/not using PFAS. It is worth exploring the impact of information/education on boosting the sentiment.



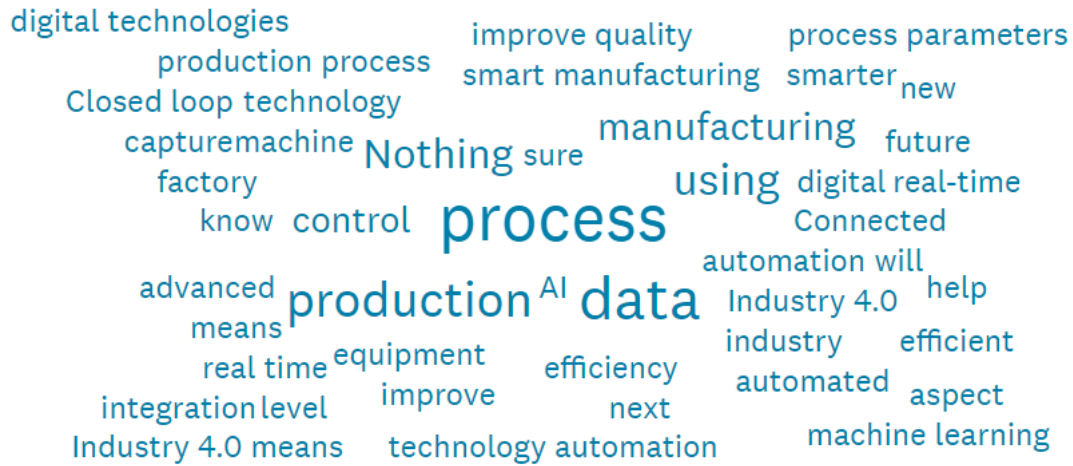
How much do you think AI can benefit plastics processing?

Expectations are high that AI will benefit plastics processing.



What does Industry 4.0 mean to you?

Industry 4.0 is not well understood nor consistently misunderstood.



Here are some direct quotes from the participants' answers to what Industry 4.0 means to them...

"The melding of technologies to improve performance of the manufacturing process"

"Growing Up"

"Not sure"

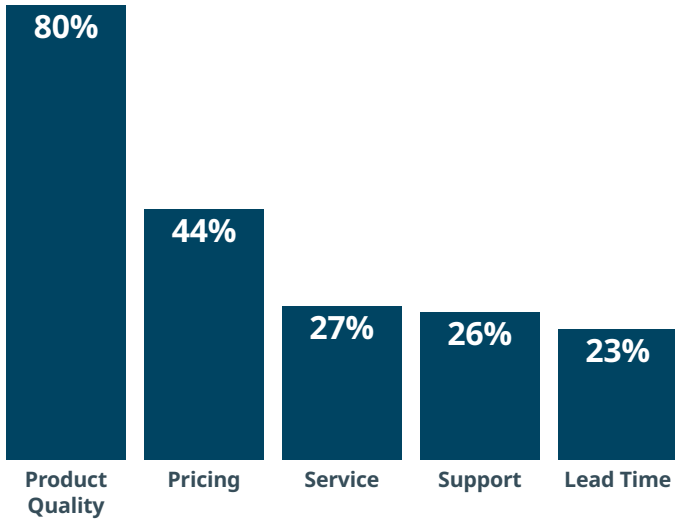
"Innovation"

"Something that large competitive shops are into to maximize processing techniques and efficiencies"

"Collecting and using data to be more efficient in processing"

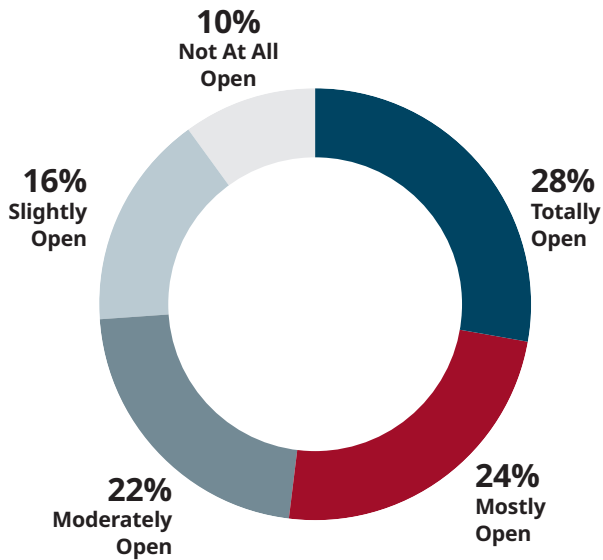
"N/A"

"Haven't heard that term"



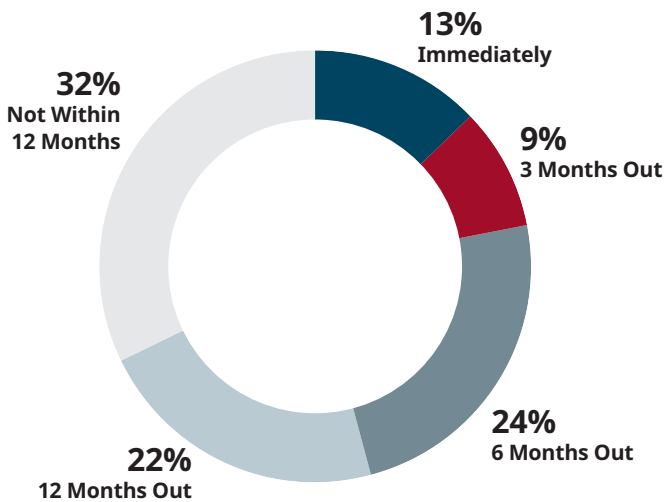
How important are these factors when choosing suppliers?

Product quality is the top consideration when choosing suppliers, ranked 1 or 2 by an 80% majority. Next most important, by about half as many, is pricing.



How open are you to supplier guidance in processing?

Shops are more open than not to help from suppliers when it comes to improving production efficiency and/or quality.



What is your timing to invest in equipment?

A 70% majority of facilities plans to invest in equipment in the next 12 months.

TELL US YOUR

Business Challenges



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Get the information you need to stay competitive. **Gardner Intelligence** can help you tackle complex business questions using a combination of research and consulting to define the best strategy for growth.



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