

The basic outline for the initial discussions for application with a customer is as follows:

Film- post-industrial scrap only (non E:GRAN applications)

1. Type of material
2. Forms of material
3. Desired output rate
4. Volatiles?
5. Contamination?

Each product/application will be different. The notes below are what you should be familiarized with so you are ready to clarify immediately as much as possible. As Fritz mentioned, asking again for details multiple times with multiple emails should be avoided. It is not efficient. More importantly, we need to seem like experts to gain confidence from the customer. This will come it time and experience.

- Type of material (HDPE, LDPE, LLDPE, PP, etc.)

If barrier, what are the components and approx. % of each

If Nylon is present at higher than 10%, check with NGR technical director, Thomas Pichler, if a vented extruder is needed for removal of moisture

For specialty films such as high % of metallocene, surlyn, PET, PA, hytrel, biodegradable, etc., get technical clarity from Thomas Pichler

For biodegradable films, try to get the trade name of the material so you can download spec. sheets to include with technical clarity

- Forms of material that would be subject for recycling (loose film, roll slabs, continuous trims, roll stock, baled scrap, startup scrap/tubes, purgings, die drool, bricks, etc.)

For roll slabs, baled scrap, startup scrap/tubes, purgings, die drool, bricks, etc. remember that the size of the scrap

(whatever the largest dimension is) must not exceed the width of the shredder (see shredder sizes below)

For edge trims, do they want to feed via pneumatic conveying (air separator cage is needed)

For bales, ensure size of bale will fit under the metal detector (larger metal detectors are available upon technical clarification)

- Desired output rate. Our quotes are in lbs/hr or kg/hr. However, the customer may give that to you in lbs/day, lbs/month, tons/month, etc.

For daily or monthly output rates, clarify with the customer what their expected working hours per day would be

For 24/7 operations, assume 20 hours maximum per day and 300 working days per year.

- Print, moisture, coatings, etc. will require a vented extruder

For print, get the approx. coverage

For moisture such as bales stored outside, the limit is 5%

For coatings such as PVDC, etc., get technical clarification prior to quoting

- Contamination (most post-industrial scrap will not have a lot of contamination)

Get the type of contamination (paper labels, dirt/dust, floor sweep, etc.)

For high levels (>0.5%) a backflush screen changer should be quoted

For very high levels (1% up to 10%) a scraper type (e.g. Ettlinger) should be quoted after technical clarification

For paper contamination, always advise the customer that it will be difficult to use the repro pellets in blown film at higher than 25%

Remember, output rates on brochures and quotes are for reference only. We can guarantee output rates only after running a trial test at either NGR Inc. or NGR GmbH. Also, encourage a trial test on every quote. Our chances of getting an order increase if we can get them to visit here to personally see their material running.

Shredder widths (approx. size in inches)

A:GRAN and L:GRAN 65, 75 are 20" wide (0.51 m)

S:GRAN 65, 75, 85, 95 are 30" wide (0.77 m)

S:GRAN 105, 125 are 40" wide (1.025 m)

X:GRAN 125, 145 are 55" wide (1.4 m)

X:GRAN 165, 185, 205 are 70" (1.8 m)