

# -PRESS RELEASE-

**FOR IMMEDIATE RELEASE**

**Release – C10a/14ID  
October 2014 No Kill Date  
For More Information Contact:  
Max Leone, VP Business Development  
(315) 255-1779 or (315) 277-1458**

## **The Customer Buys the Machine, Carrier Plastics Molds the Parts**

**Auburn, NY** Carrier Plastics considered locating a satellite operation inside a customer's facility, but found that not to be in their best interest or in that of their client's. In both the injection and blow molding sides of its business, Carrier is operating some customer-owned machines in its plant. The reasons for doing so differed in each case.

In extrusion blow molding, Carrier runs a large Automa machine making three sizes of HDPE detergent bottles. According to Steve Valentino, blow molding plant manager, the basic machine cost \$1 million and required another \$300,000 to \$400,000 in hardware and software modifications for product-quality purposes and to allow quicker mold changes. Because the raw material accounted for 70% of the piece price, Carrier told the customer that the job would not be profitable if Carrier had to pay for the machine and upgrades. So the customer bought the machine and pays Carrier to operate it, but at a much lower machine-time rate than usual.

In injection molding, Carrier had been custom molding acetal electrical parts an OEM that subsequently acquired a business with in-house molding capacity. The OEM came to the conclusion that Carrier could mold the parts more efficiently than the acquired captive operation. So the OEM moved eight Engel presses to Carrier. Five of them are now molding acetal cable-connector insulators; the other three are currently idle awaiting new program approvals. "Both parties save money, so the arrangement profits both," according to Sriraj Patel, injection molding project engineering manager and tool room manager.

Carrier Plastics is located in the heart of central New York and has been custom molding for a variety of industries such as plastic packaging, beauty and cosmetics, amenities, household consumables, electronic connectors and medical measuring devices since 1982.

###

CUSTOM DESIGN / INJECTION MOLDING / BLOW MOLDING



101 Columbus Street  
Auburn, New York 13021  
315-255-1779 [CarrierPlastics.com](http://CarrierPlastics.com)