



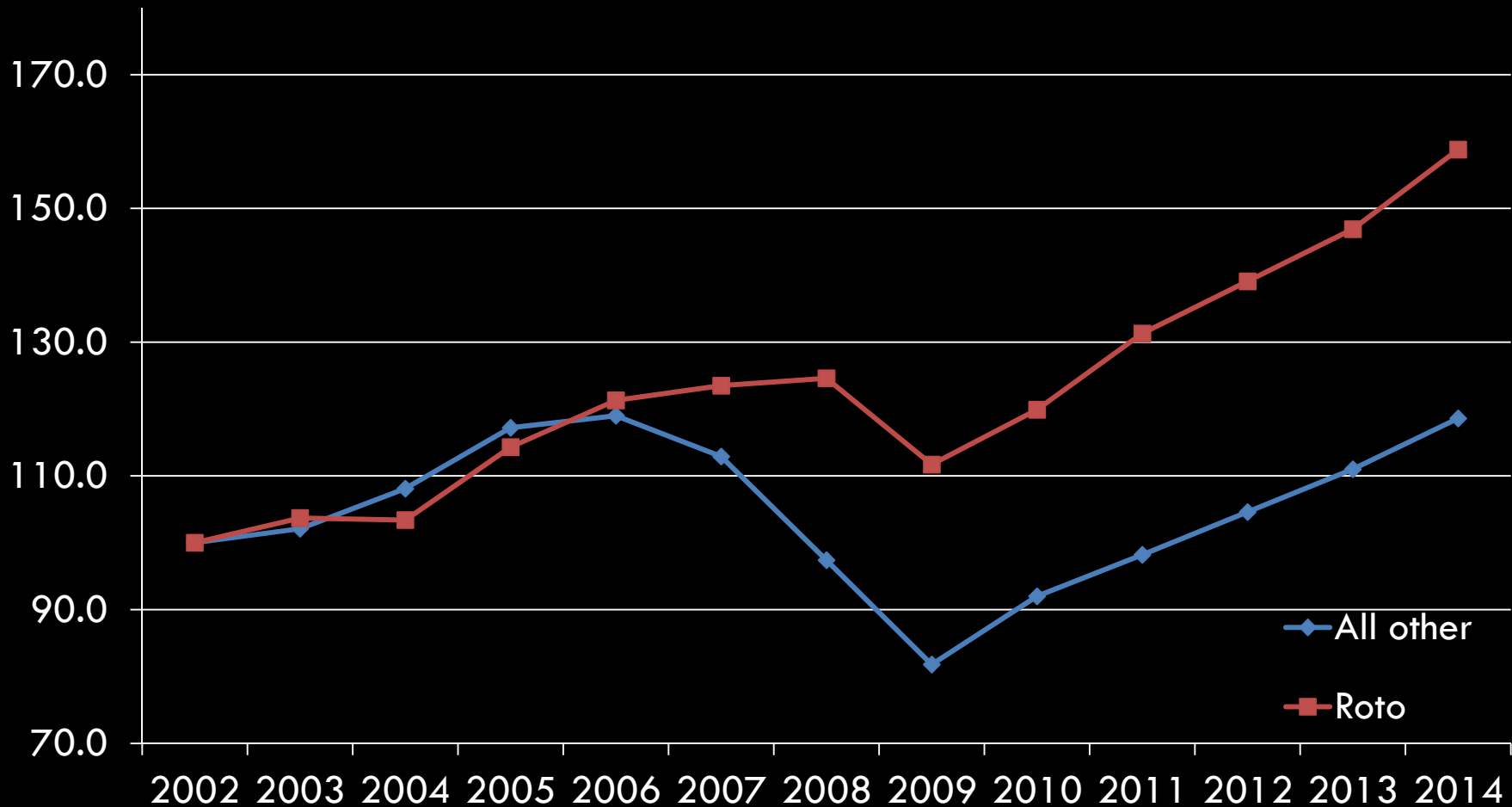
**LESSONS FROM
THE NORTH
AMERICAN
ROTOMOLDING
MARKET**



ALSO KNOWN AS:
I SHARED ALL OF
YOUR SECRETS WITH
THE BRITS

LESSONS FROM
THE NORTH
AMERICAN
ROTOMOLDING
MARKET

ROTOMOLDER V PART PROCESSOR ANNUAL SALES COMPARISON



SOURCE: PETER MOONEY, PCRS

1. VERTICAL INTEGRATION.
2. DIVERSIFY YOUR PROCESSES, MARKETS, CUSTOMER SIZE.
3. HIRE A FULL-TIME SCHEDULER.
4. INVENTORY FOR CUSTOMERS NOT SUPPLIERS.
5. YOUR CUSTOMER WILL TELL YOU WHAT THEY NEED.
6. REPLACE TOOLS.
7. CLEAN.
8. COMMUNICATE ON SAFETY.
9. PACKAGE FOR CUSTOMERS.
10. DON'T DRAG DOWN THE GOOD PEOPLE.
11. REMOVE VARIABLES.
12. TURNOVER IS A VARIABLE.
13. TRAIN YOUR ENGINEERS ON SHOP FLOOR SKILLS.
14. UGLY MONDAY MEETING.
15. PURCHASE AND REHAB CHEAP MACHINES.
16. CYCLITIC MATCHMAKING.
17. CLEAN YOUR CLOSET
18. DON'T WRECK THE SYSTEM.
19. THICK SKIN WITH LEGACY EMPLOYEES.
20. LOOK OUTSIDE THE DOMESTIC MARKETPLACE.
21. ARM ONLINE TRAINING.

GREETINGS
from

72679

SWEETCREEK COMPANY

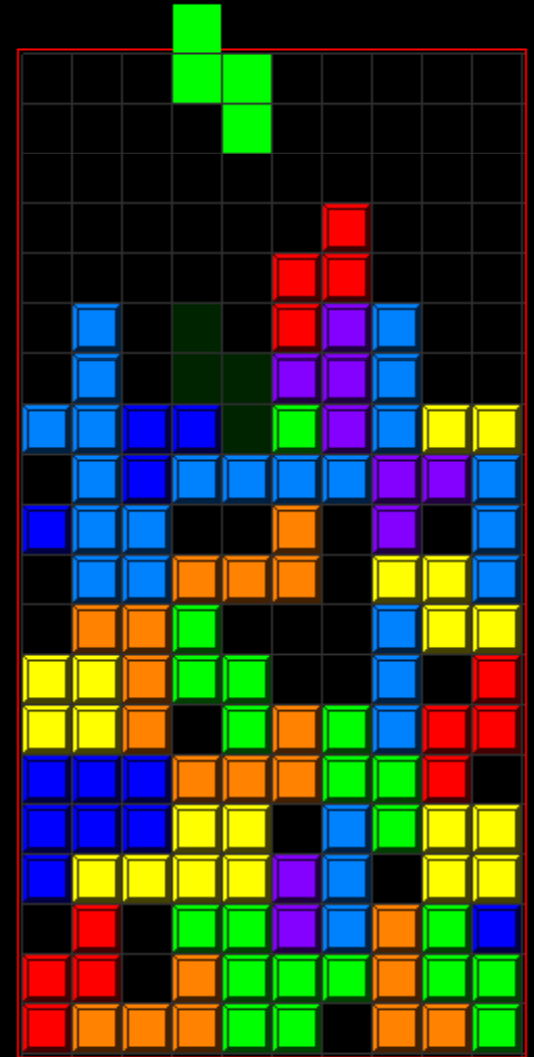
State Flower
the Violet

State Capital
Madison

VERTICAL
INTEGRATION
CAN YOU MAKE
YOUR
SPINWELDS?

**DIVERSIFY YOUR
PROCESSES,
MARKETS,
CUSTOMER SIZE**

HIRE A FULL-TIME SCHEDULER



**INVENTORY FOR
CUSTOMERS
NOT SUPPLIERS**

901 A MODERN DRIVE-IN AND MOTEL IN CALIFORNIA

MARS ROTOMOLDING

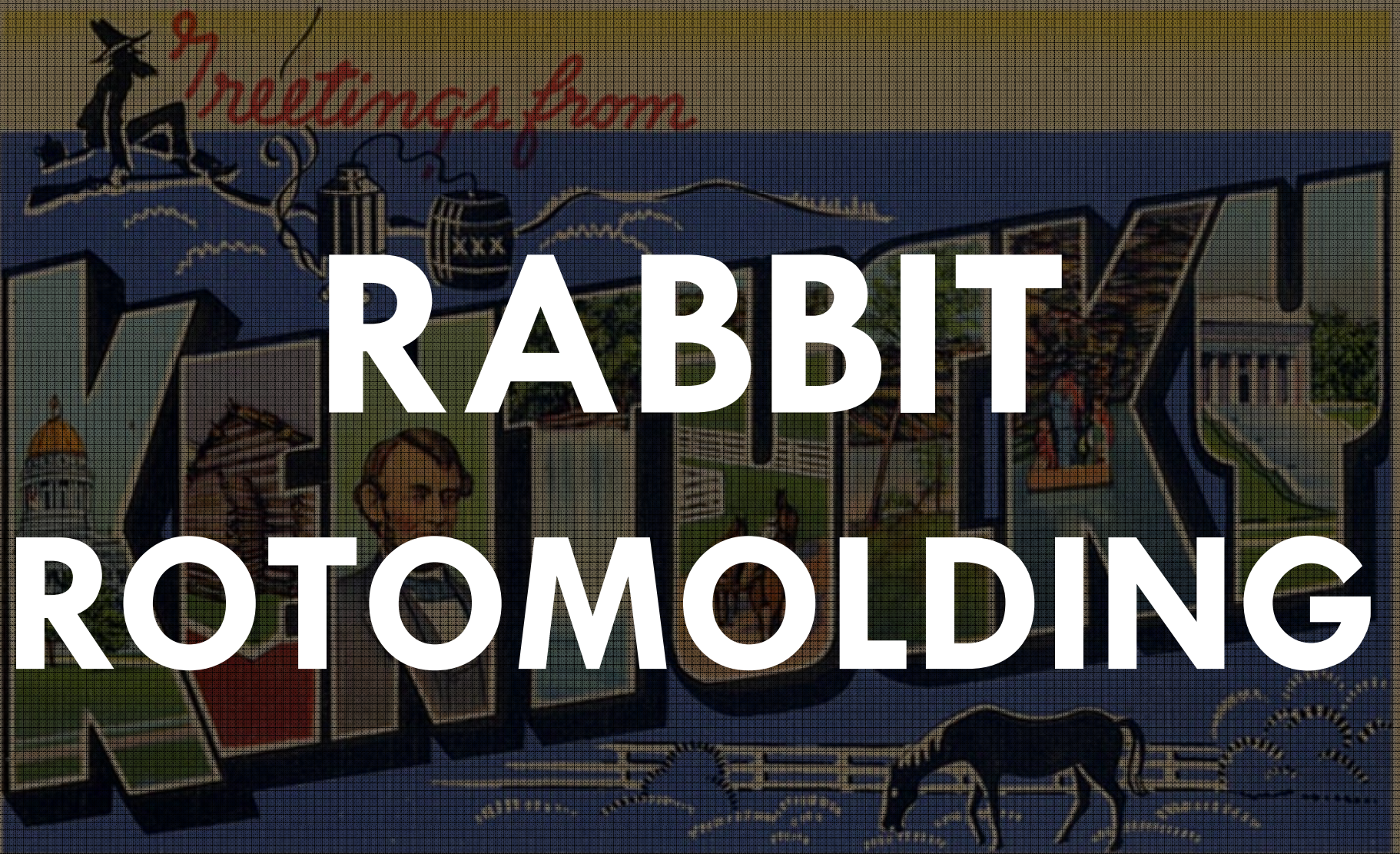


**YOUR
CUSTOMER WILL
TELL YOU WHAT
THEY NEED**

**FIND MORE
EFFECTIVE
TOOLS**

CLEAN

**SAFETY
COMMUNICATION
IMPROVES ALL OF
YOUR BUSINESS**



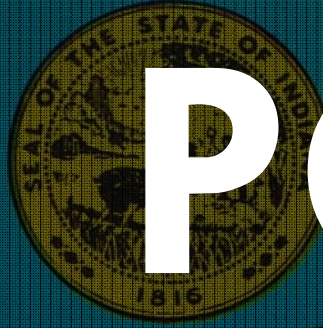
© CURT TEICH & CO., INC.

DA-HEAT

**PACKAGE FOR
CUSTOMERS**

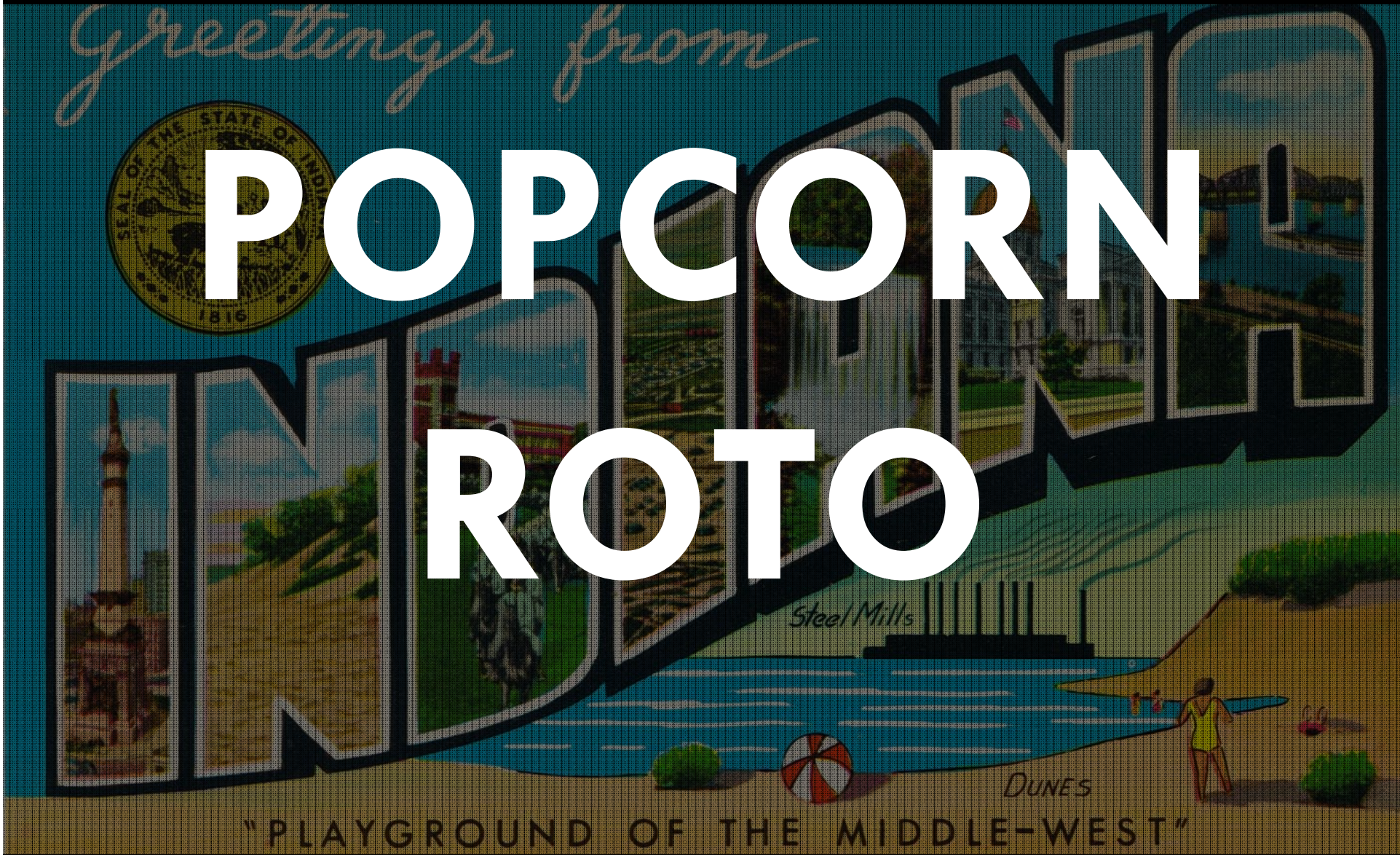
**DON'T DRAG
DOWN THE
GOOD PEOPLE**

Greetings from



POPCORN

ROTO



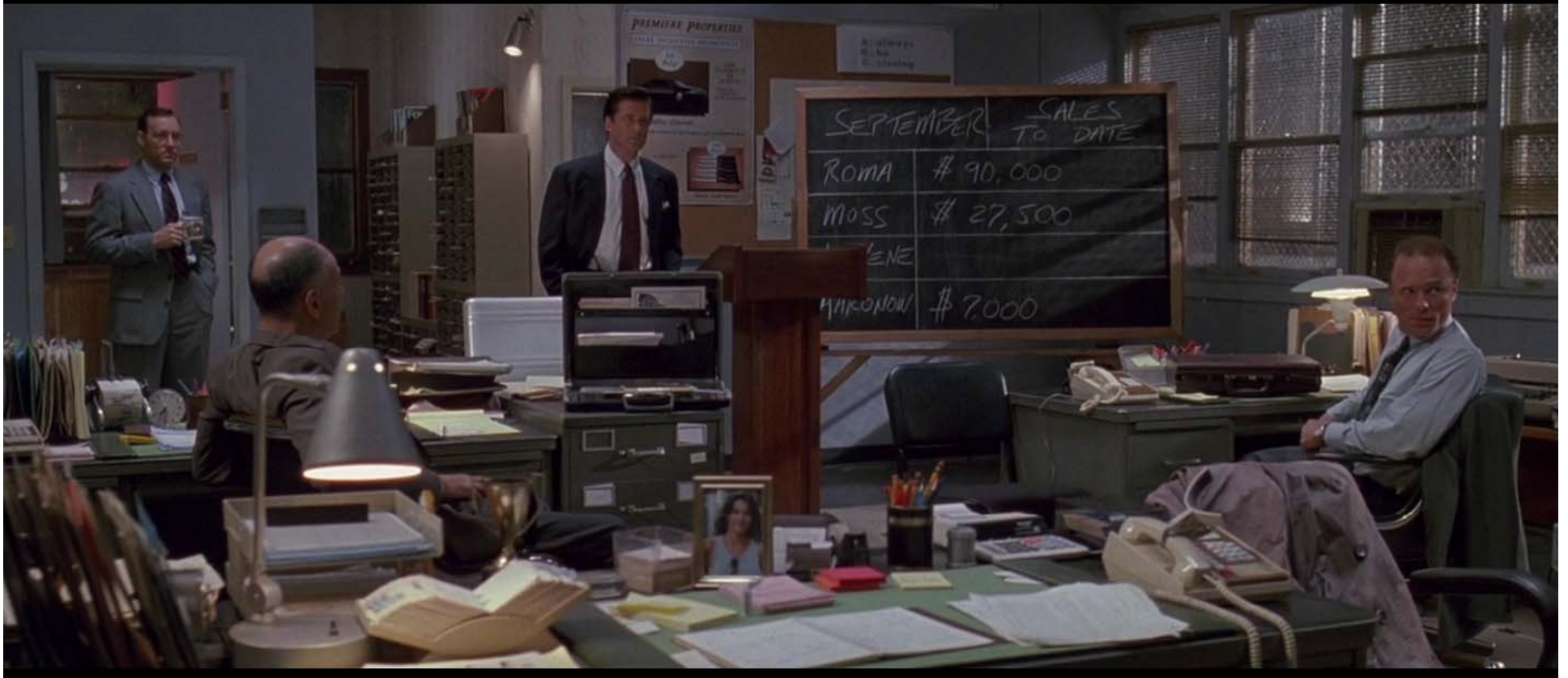
**REMOVE
VARIABLES**

**TURNOVER IS A
VARIABLE**

**TRAIN YOUR
ENGINEERS ON
SHOP FLOOR
SKILLS**

**PURCHASE AND
REHAB CHEAP
MACHINES**

UGLY MONDAY MEETING



CYCLITIC MATCHMAKING

A vintage postcard from New York State. The top left corner features the text "Greetings from" in a yellow, cursive script. The main body of the postcard is dominated by large, black-outlined block letters that spell out "NEW YORK". Each letter contains a different scenic illustration of New York State, including a skier, a lake, a cityscape, and a mountain range. The background of the postcard is a light blue sky with soft clouds. The entire postcard is set against a dark, textured background.

ABENAKI PLASTICS

**CLEAN YOUR
CLOSET**

**DON'T WRECK
THE SYSTEM**

**THICK SKIN
WITH LEGACY
EMPLOYEES**

**LOOK OUTSIDE
THE DOMESTIC
MARKETPLACE**

**SELF-SERVING
PORTION**

ARM TRAINING

15 WEBINARS

6 VIDEOS

750+ DOCUMENTS

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EMAIL

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