



Rotoplast
Moulage par rotation www.rotoplast.ca

Presented to:



ASSOCIATION OF
ROTATIONAL MOLDERS

Presented by Sébastien Daudelin, President

October 23rd, 2018

| Agenda

- Our 25-year History
- Our Company Profile
- Our Business Philosophy
- Our Manufacturing Philosophy
- Case Study - 3D Printing
- Conclusion



Our 25-year History

- 1994: Founded by Preston Cleary
- 2006: Purchased by 2 Venture Capital firms, Mathieu Arsenault and Sebastien Daudelin
- 2012: First VC firm bought out
- 2015: Second VC firm bought out
- 2016: Acquisition of ACO Container Systems in Pickering, ON from its founder



Our Company Profile

- Rotoplast

- East Farnham, Quebec
- 40 Employees
- 4 Ovens
- Custom Molder
- ISO 9001:2015 Certified
- Public and Private Customers in various sectors



- ACO

- Pickering, Ontario
- 20 Employees
- 2 Ovens
- Proprietary products (Industrial storage tanks)
- ISO 9001:2015 Certified
- Public and Private Customers in various sectors



Our Business Philosophy

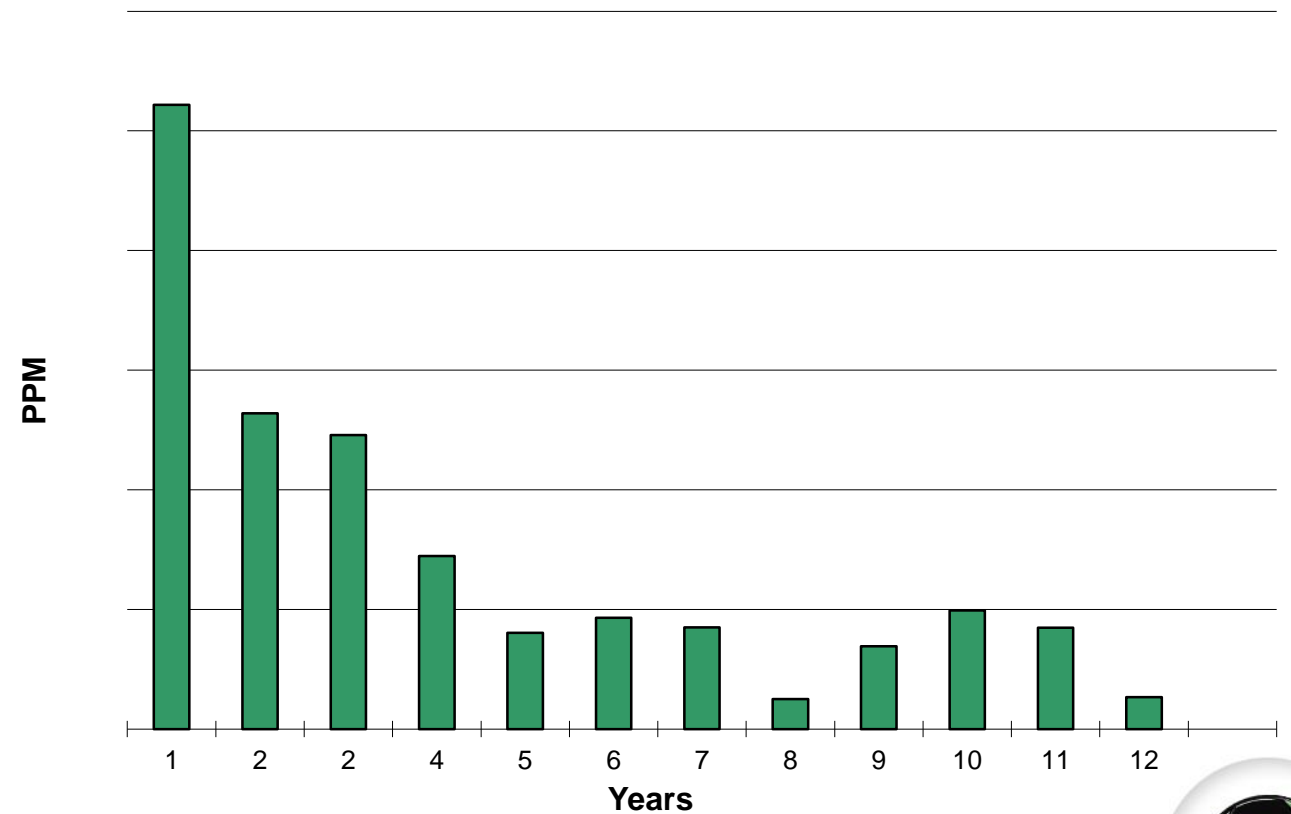
- Grow the pie for rotomolding!
 - Conversion of other materials or other plastic processes to rotational molding
- Create value for the Customers
 - Listen to their needs and challenges
 - Adapt our offer
 - Develop long-term Partnership
- Remain faithful to our Suppliers
 - Develop long-term Partnership
- Create value for the Owners
 - We are in business to make money
- We fully adhere to the ARM Philosophy
 - Plan visit of Rotoplast tomorrow (sold out!)



Our Manufacturing Philosophy

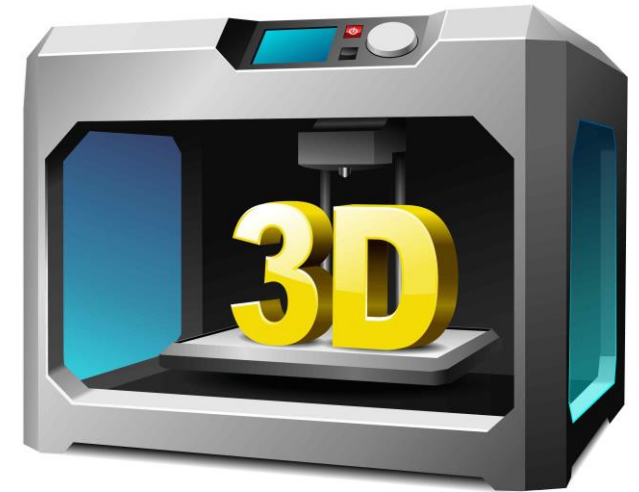
- Safety First!
 - Employees = most important resources
- Quality, Quality, Quality
 - Parts should never come back
- Productivity

Customers PPM 2006-2018



| Case Study - 3D Printing

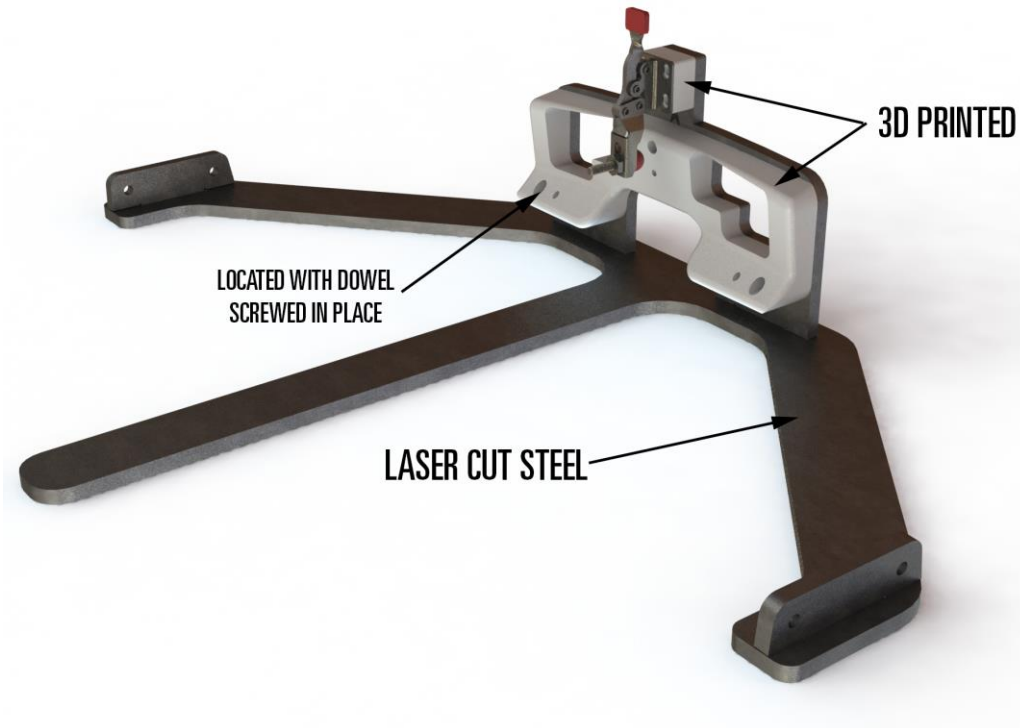
- We use 3D Printing for:
 - Validation of designs or parts assemblies
 - Marketing tools
 - Fixtures (drilling, cutting, cooling, assembly, GoNoGo, etc...)
- Advantages
 - Extremely cheap to build complex surfaces vs CNC machining
 - Good precision
 - Lead-time = almost nothing except printing time
 - Doesn't scratch the plastic parts vs steel or aluminum
 - Easy to repair / replace when broken
- We have a 3D Printer that makes 8'' x 8'' x 8'' parts that we have paid around \$1,500 CAD.
- We believe that every Rotomolder should have one since it is cheap and efficient.



| Case Study - 3D Printing

- Examples of Fixtures using 3D Printing

CUTTING JIG WITH 3D PRINTED INSERT

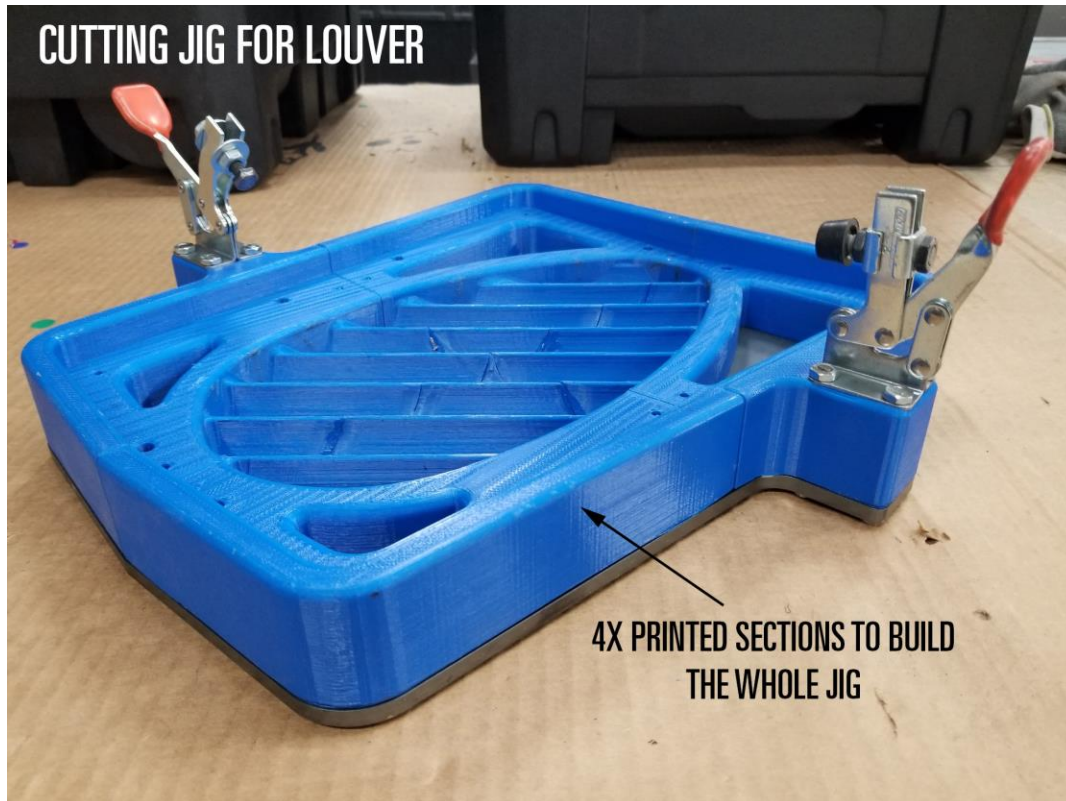


3D PRINTED DRILLING JIG



| Case Study - 3D Printing

- Examples of Fixture using 3D Printing



DRILLING JIG FOR COMPLEX SURFACES



Conclusion

As Molders, we may be competing against each other once in a while, that's business. But as a rotomolding family, we all have advantage to work together in growing our industry. Do not hesitate to talk to us.





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