

**New York State
Environmental Investment Program
Capital Project Summary
Seal & Design Inc.**

Project Background

Seal & Design Inc., of Clarence, NY (www.sealanddesign.com) is a manufacturer and distributor of gaskets, seals and o-rings for automotive, medical, military, aerospace, electronic, and other commercial industries. Seal & Design was scrapping 800 cubic yards per year of foam rubber, which represented lost raw material that was being landfilled. By reducing scrap generation, the company could free-up production capacity and reduce costs.

Project Description

This project helped Seal & Design purchase and install a new, horizontal bandknife splitting machine and ancillary equipment to reduce waste generated during its foam rubber “bun splitting” operation. A bun is a block of foam approximately eight feet long by four feet wide, and two to three feet thick. “Bun splitting” refers to the process of cutting the bun into thin sections required to make the gaskets. The new bun splitter utilizes a vacuum table to pull the foam bun tight against the surface of the table and eliminate any “hills and valleys” in the bun.

The new equipment was expected to reduce scrap foam rubber from 16 to 11 cubic yards per week, a total reduction of 260 cubic yards per year. Related cost savings were estimated at \$126,000 per year. Seal and Design also expected to increase

production capacity and increase annual sales by \$500,000.

Project Results

The installation of the horizontal bandknife splitting machine proved successful. The new machine increased control over the thickness of the foam cuts from a tolerance of +/- .020” to +/- .004”, enabling Seal & Design to achieve its goal and decrease scrap generation by five cubic yards per week. As a result, the facility has seen a significant reduction in material purchased related to the bun splitting operation. Compared to its previous seven months of operation, the scrap rate has dropped by approximately 16%, which equates to \$24,000 worth of material from one, specific supplier. This 16% reduction translated into 260 cubic yards less waste.

Furthermore, Seal & Design experienced a 17% increase in total sales during the first six months operating the new bun splitter, accounting for over \$1.3 million in additional revenue. In the six months following the installation of the machine, the total increase in sales from the top three buyers of products directly related to the horizontal bandknife splitting machine was \$124,000 as compared to sales before the machine was in service.

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| Contractor: | Erie County IDA | NYS EIP Investment: | \$104,000 |
| County: | Erie County | Contractor Match: | \$207,974 |
| ESD Region: | Western | Total: | \$311,974 |
| ESD Contact: | 518/292-5340 | Completion Date: | October, 2007 |