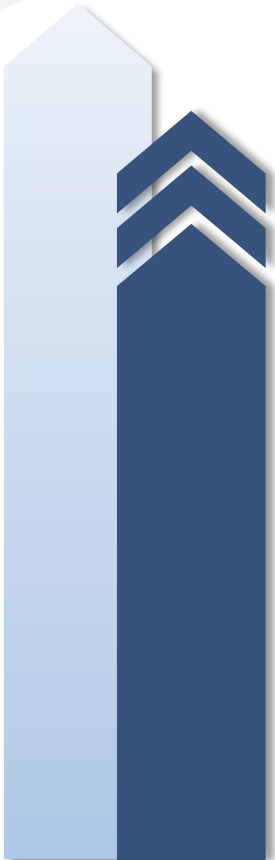


# MDC Mini-series Packet

## Tooling & Converting Solutions - Your Path to Excellence

To capture the full impact of the video Mini-series, complete the self-assessment, quiz, budget worksheet & interviews with your staff before beginning the video-series.



**MDC**  
Mathias Die Company

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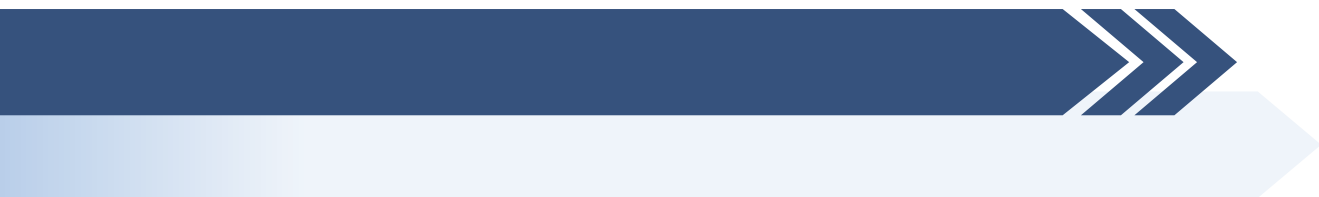


## **MDC Mini-series: Tooling & Converting Solutions - Your Path To Excellence**

### **Decision Maker Self-Assessment**

**Directions**— Complete the following assessment in preparation for Episode 1.

- 1) Do I know our Annual Die Spend? If yes, what is it? \$ \_\_\_\_\_
- 2) Am I involved in the process of choosing our cutting die supplier? (CIRCLE ONE) YES / NO
- 3) Is our tooling spend a significant expense for our company? (CIRCLE ONE) YES / NO
- 4) Are our converting processes as good as they can be? (CIRCLE ONE) YES / NO
- 5) What areas of our converting process need improvement, and which are my priorities? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
- 6) Am I aware of all flatbed tooling technologies available? (CIRCLE ONE) YES / NO
- 7) Are there flatbed converting technologies I am interested in pursuing? (CIRCLE ONE) YES / NO
- 8) Are my current flatbed converting capabilities in need of updating? (CIRCLE ONE) YES / NO
- 9) Am I satisfied with the engineering support we are receiving from our cutting die supplier? (CIRCLE ONE) YES / NO
- 10) Is our tooling RFQ process as cost effective as it can be? (CIRCLE ONE) YES / NO
- 11) Do we have the tooling & converting knowledge necessary to be as good as we can be? (CIRCLE ONE) YES / NO
- 12) Is tribal knowledge prevalent in our converting process? (CIRCLE ONE) YES / NO
- 13) Am I aware of the tooling & converting training resources available to our staff? (CIRCLE ONE) YES / NO





**MDC Mini-series: Tooling & Converting Solutions - Your Path To Excellence**  
**Preparation Quiz for Episode 2—The Role Tooling Plays In Your Operation**

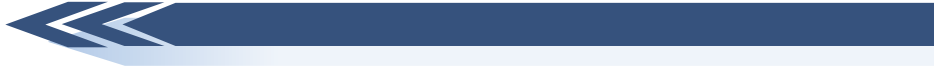
**Directions:** Fill in the blank using one of the provided words:

**ESSENTIAL, IMPORTANT, OR NICE**

1. Tooling plays a/n \_\_\_\_\_ roll in our **Converting Process Efficiencies**.  
(Fill in blank)
2. Tooling plays a/n \_\_\_\_\_ role in the **Quality** of finished parts.  
(Fill in blank)
3. Tooling plays a/n \_\_\_\_\_ role in the **Tolerance** of finished parts.  
(Fill in blank)
4. Tooling plays a/n \_\_\_\_\_ role in the **Profitability** of our converting operations.  
(Fill in blank)







## MDC Mini-series “Tooling & Converting Solutions: Your Path To Excellence” Interview— Cutting Press Operator/s

**Directions**— Consult with one (or more) of your operators and complete the following questions.  
Bring this completed sheet to Episode 3 & 4.

**Operator’s Name:** \_\_\_\_\_

**1)** Do you think our die cutting processes are as good as they can be? (CIRCLE ONE) YES / NO

**2)** If we had to prioritize, what is the first thing you would change or improve: \_\_\_\_\_  
\_\_\_\_\_

**3)** What else could be better? \_\_\_\_\_

**If you use multiple die makers, please answer the following question:**

Are there differences between suppliers that impact any aspect of our die cutting process?

(CIRCLE ONE) YES / NO If yes, what are the differences? \_\_\_\_\_  
\_\_\_\_\_

**4)** How important is the cutting die to our process and finished product? (CHECK ONE)

\_\_\_\_ EXTREMELY IMPORTANT \_\_\_\_ MODERATELY IMPORTANT \_\_\_\_ MINIMALLY IMPORTANT

**5)** Rank (1-5) the following list by level of importance. (1 = MOST IMPORTANT; 5 = LEAST IMPORTANT)

- \_\_\_\_ Getting dies quickly
- \_\_\_\_ Finished cut part quality
- \_\_\_\_ Cost of tooling
- \_\_\_\_ Longevity of tooling
- \_\_\_\_ Ease of set up and use of tooling

**6)** How could our job planning process better support our die cutting requirements? \_\_\_\_\_  
\_\_\_\_\_

**7)** Are you aware of the multitude of flatbed tooling technologies available to us beyond steel rule dies?

(CIRCLE ONE) YES / NO (IF YES, PLEASE EXPLAIN) \_\_\_\_\_  
\_\_\_\_\_

**8)** Do you know the average price of a steel rule die? (CIRCLE ONE) YES / NO IF YES, WHAT IS IT? \$ \_\_\_\_\_

**9)** Do you believe your die cutting skills and our best methods & practices could improve? (CIRCLE ONE) YES / NO

**10)** Would you be willing to attend professional Press Operator training to improve your skills along with our die cutting methods and best practices? (CIRCLE ONE) YES / NO



## MDC Mini-series “Tooling & Converting Solutions: Your Path To Excellence” Interview— Estimator

**Directions**— Consult with one (or more) of your estimators and complete the following questions.  
Bring this completed sheet to Episode 3 & 4.

**Estimator’s Name:** \_\_\_\_\_

- 1) Is our process for estimating cutting dies as good as it could be? (CIRCLE ONE) YES / NO
- 2) What does our die maker do well to support our die inquiries? \_\_\_\_\_  
\_\_\_\_\_
- 3) What could our die maker do to improve our job planning/estimating process? \_\_\_\_\_  
\_\_\_\_\_

**If you request quotes for tools, please answer the following 2 questions:**

I) What information do you supply to our die makers with each request? \_\_\_\_\_  
\_\_\_\_\_

II) Considering all aspects of our estimating process, fill in the time it takes for you and others to complete the following:

- \_\_\_\_\_ MIN Design Time to prepare part files/drawings for the die maker’s review.
- \_\_\_\_\_ MIN Gathering internal technical support (E.G., ENGINEERING REVIEW) on what we need.
- \_\_\_\_\_ MIN Other staff’s time to provide you with technical support.
- \_\_\_\_\_ MIN Preparing and sending RFQ instructions to the die maker.
- \_\_\_\_\_ MIN Process for selecting the vendor. (INCLUDE THE DECISION MAKER’S TIME TO CHOOSE A VENDOR)
- \_\_\_\_\_ MIN Completing internal documentation and inputting die pricing into our quote package

**Total Time Spent Collecting One Quote = \_\_\_\_\_ MIN**

- 4) Do you know our approximate annual die spend? (CIRCLE ONE) YES / NO IF YES, WHAT IS IT? \$ \_\_\_\_\_
- 5) Do you believe this is a major expense for our company? (CIRCLE ONE) YES / NO
- 6) Do you know the average price of a steel rule die? (CIRCLE ONE) YES / NO IF YES, WHAT IS IT? \$ \_\_\_\_\_
- 7) Does our die maker provide engineering support for every application? (CIRCLE ONE) YES / NO
- 8) How would you rate our current supplier’s commitment to the success of our die cutting results? (CHECK ONE)  
 COULD BE BETTER  GOOD  OUTSTANDING
- 9) Are you aware of all the flatbed tooling technology options available to us? (CIRCLE ONE) YES / NO
- 10) Do you believe improving your tooling & converting knowledge would benefit our company? (CIRCLE ONE) YES / NO
- 11) Are you open to acquiring more tooling & converting knowledge? (CIRCLE ONE) YES / NO



## MDC Mini-series “Tooling & Converting Solutions: Your Path To Excellence” Interview— Buyer

**Directions**— Consult with one (or more) of your buyers and complete the following questions.  
Bring this completed sheet to Episode 3 & 4.

**Buyer’s Name:** \_\_\_\_\_

- 1) Is our process for estimating cutting dies as good as it could be? (CIRCLE ONE) YES / NO
- 2) What does our die maker do well to support our die inquiries? \_\_\_\_\_  
\_\_\_\_\_
- 3) What could our die maker do to improve our job planning/estimating process? \_\_\_\_\_  
\_\_\_\_\_

**If you request quotes for tools, please answer the following 2 questions:**

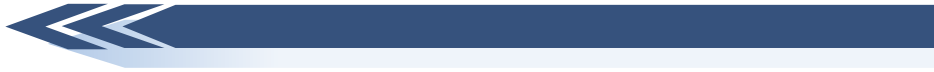
I) What information do you supply to our die makers with each request? \_\_\_\_\_  
\_\_\_\_\_

II) Considering all aspects of our estimating process, fill in the time it takes for you and others to complete the following:

- \_\_\_\_\_ MIN Design Time to prepare part files/drawings for the die maker’s review.
- \_\_\_\_\_ MIN Gathering internal technical support (E.G., ENGINEERING REVIEW) on what we need.
- \_\_\_\_\_ MIN Other staff’s time to provide you with technical support.
- \_\_\_\_\_ MIN Preparing and sending RFQ instructions to the die maker.
- \_\_\_\_\_ MIN Process for selecting the vendor. (INCLUDE THE DECISION MAKER’S TIME TO CHOOSE A VENDOR)
- \_\_\_\_\_ MIN Completing internal documentation and inputting die pricing into our quote package

**Total Time Spent Collecting One Quote = \_\_\_\_\_ MIN**

- 4) Do you know our approximate annual die spend? (CIRCLE ONE) YES / NO IF YES, WHAT IS IT? \$ \_\_\_\_\_
- 5) Do you believe this is a major expense for our company? (CIRCLE ONE) YES / NO
- 6) Do you know the average price of a steel rule die? (CIRCLE ONE) YES / NO IF YES, WHAT IS IT? \$ \_\_\_\_\_
- 7) Does our die maker provide engineering support for every application? (CIRCLE ONE) YES / NO
- 8) How would you rate our current supplier’s commitment to the success of our die cutting results? (CHECK ONE)  
 \_\_\_\_\_ COULD BE BETTER \_\_\_\_\_ GOOD \_\_\_\_\_ OUTSTANDING
- 9) Are you aware of all the flatbed tooling technology options available to us? (CIRCLE ONE) YES / NO
- 10) Do you believe improving your tooling & converting knowledge would benefit our company? (CIRCLE ONE) YES / NO



# MDC Mini-series "Tooling & Converting Solutions: Your Path To Excellence"

## Interview— Engineers

**Directions**— Consult with one (or more) of your engineers and complete the following questions. Bring this completed sheet to Episode 3 & 4.

**Engineer's Name:** \_\_\_\_\_

- 1) Is our engineering process for supporting our converting capabilities as good as it could be? (CIRCLE ONE) YES / NO
- 2) What could be better? \_\_\_\_\_

**If you work with die suppliers, please answer the following 2 questions:**

- I) What does our die maker do well to support our converting job plans? \_\_\_\_\_
- II) What could our die maker do to improve our engineering process? \_\_\_\_\_

**If you request quotes for tools, please answer the following 2 questions:**

I) What information do you supply to our die makers with each request? \_\_\_\_\_

II) Considering all aspects of our estimating process, fill in the time it takes for you and others to complete the following:

- \_\_\_\_\_ MIN Design Time to prepare part files/drawings for the die maker's review.
- \_\_\_\_\_ MIN Gathering internal technical support (E.G., ENGINEERING REVIEW) on what we need.
- \_\_\_\_\_ MIN Other staff's time to provide you with technical support.
- \_\_\_\_\_ MIN Preparing and sending RFQ instructions to the die maker.
- \_\_\_\_\_ MIN Process for selecting the vendor. (INCLUDE THE DECISION MAKER'S TIME TO CHOOSE A VENDOR)
- \_\_\_\_\_ MIN Completing internal documentation and inputting die pricing into our quote package

**Total Time Spent Collecting One Quote = \_\_\_\_\_ MIN**

- 4) Do you know our approximate annual die spend? (CIRCLE ONE) YES / NO If yes, what is it? \$ \_\_\_\_\_
- 5) Do you believe this is a major expense for our company? (CIRCLE ONE) YES / NO
- 6) What would you guess is the average price of a steel rule die? \$ \_\_\_\_\_
- 7) Does our die maker provide engineering support for every application? (CIRCLE ONE) YES / NO
- 8) How would you rate our current supplier's commitment to the success of our die cutting results? (CHECK ONE)  
 \_\_\_\_\_ COULD BE BETTER \_\_\_\_\_ GOOD \_\_\_\_\_ OUTSTANDING
- 9) Are you aware of all the flatbed tooling technology options available to us? (CIRCLE ONE) YES / NO
- 10) Are you open to acquiring more tooling & converting knowledge? (CIRCLE ONE) YES / NO