

A Radius Solutions Case Study



Print-O-Tape

“With the old system, I would have to watch the clock to log in set-up times, lunch and materials, at least 20 to 30 times per job. Now, when I’m running a job, I don’t have to look at the clock at all.”

John Mallek, Press Operator, Print-O-Tape

Client Background

Founded in 1946 as a manufacturer of masking tape, Print-O-Tape has since evolved into a leading innovator of pressure sensitive labels for the air transportation, warehousing, distribution, dairy, household, food and beverage, as well as the industrial and chemical industries. In addition to printing labels, the company also makes their own label stock, and it is this attribute that distinguishes Print-O-Tape from the competition.

Time For A New System

In 2003, Print-O-Tape decided to replace its current system with Radius Solutions’ PECAS Vision, as a result of a new and aggressive sales initiative. The PECAS Vision implementation, included Automated Shop Floor Data Collection (SFDC), Scheduling, and Estimating.

Prior to implementing PECAS Vision, Print-O-Tape’s Vice President of Operations, Ron Cuba says, “Everything was on paper and logged by hand. There was some hand written data collection from the shop floor, but that was about the extent of our SFDC capabilities.”

Since Print-O-Tape has implemented PECAS Vision, everything can be done at a work station. When a roll of paper comes in, it immediately receives a reference number and is bar-coded into the system. Before the label stock is brought to press, Print-O-Tape scans it into the system so that inventory labels can be created and updated as needed.

This process of logging in materials, assigning reference numbers, etc. has enabled Press Operators, like Print-O-Tape’s John Mallek, to get more work off the press without having to watch the clock for every adjustment that might arise.

Mr. Mallek says, “All I have to do is push a few buttons and I’m up and running.” He added, “With PECAS Vision there are fewer mistakes and I don’t have to manually write down machine counts, PECAS Vision does it all for me.”



No longer watching the clock.

A Fully-Integrated SFDC

One area where SFDC can really impact a printing or packaging business is Customer Service. Mr. Cuba says their Customer Service Representatives can now give real-time feedback, which cuts down on ineffective person to person communication.

Print-O-Tape distinguishes itself from its competition by its vertical integration of operations. Print-O-Tape makes its own label stock so they don't have to get the stock from another manufacturer, meaning they can offer their product faster at a more competitive rate.

PECAS Vision helps Print-O-Tape to support their vertical integration of operations by providing raw materials inventory. Mr. Cuba says, "PECAS Vision allows us to track inventory from the time it comes in off the truck – to the time we're ready to ship out the finished product." This is a huge benefit for Print-O-Tape as their old system could only track raw materials to press.

Looking Ahead

Print-O-Tape is also implementing Radius Solutions' Supply Chain Manager, a web-enabled tool that will give Print-O-Tape customers inventory control on-line. The customers can log online through a password protected site and view their on-hand product stock, decide whether or not they need to order more, and make product purchases. Eventually, with Supply Chain Manager, Print-O-Tape will have the capability to publish a price list on their Internet site from information supported by the core PECAS Vision system, and then tie the list to a purchasing mechanism.

Print-O-Tape has also improved its accuracy and automation as a result of the PECAS Vision system. Mr. Cuba says that he will be holding a meeting to say, "Stop writing everything down!" This will leave press operators more time to work on the press. And thanks to PECAS Vision, they can do it all – without ever having to watch the clock again.



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