

printing & packaging



Printing and Packaging Experience

USCCG is very experienced in the printing and packaging industry. We've helped many well-known and highly regarded companies to:

- Achieve warehousing cost reductions
- Increase labor productivity
- Improve capacity
- Improve maintenance
- Improve make-readies
- Improve pre-press activities
- Improve quality
- Improve real-time data reporting
- Improve shop floor scheduling
- Improve utilization of existing facilities and technology
- Improve yields
- Reduce back orders
- Reduce cycle time
- Reduce inventory (raw, WIP, finished goods)
- Reduce overtime
- Reduce waste

Processes Worked

- Customer service
- Job/production scheduling
- Order entry
- Pre-press, printing, binding
- Production planning
- Purchasing
- Waste management

Totally Customized Approach

Our approach is totally customized for each client and situation, but will typically include some or all of the following components and/or methodologies:

- Cycle time improvement
- Inventory and physical asset management
- Line balancing (equipment, resources)
- Maintenance, engineering, and indirect support effectiveness
- Management/supervisory effectiveness
- Problem identification and resolution
- Process/equipment control and calibration

- Process mapping and optimization
- Resource and demand planning
- Sales and operations planning
- Statistical process control
- Structure and decision making
- Visual management techniques

Client Benefits

These tools and techniques enable us to deliver a wide range of benefits to our clients.

1. Improved inventory accuracy
2. Improved labor flexibility
3. Improved productivity
4. Improved warehouse space utilization
5. Improved yield/reduction of waste
6. Reduced cycle time to customer
7. Reduced make-ready time
8. Reduced paper and ink inventory

Our Work

Let's take a look at some of our work with printing and packaging companies. Each of the following solutions was totally customized and implemented by USCCG professionals using proprietary techniques and methodologies to meet the unique needs of individual clients. Here are some highlights from three real engagements.

Case History # 1

Manufacturer of corrugated containers and related products for industry in North America needed to increase productivity

Our Assignment: Increase productivity while reducing costs

Our Approach:

1. Conducted two-week feasibility study to identify and quantify benefits of potential improvements
2. Obtained input from personnel at all levels in the organization to help develop improvement prototypes
3. Installed a closed-loop management operating system that enabled the company to focus on labor cost, scrap reduction, and on-time delivery
4. Developed daily production planning discipline to provide clear direction to the manufacturing areas
5. Re-instituted shop floor controls to drive productivity improvement
6. Recapped lost time and opportunity in daily/weekly operating and management reports to support continuous improvement process

The Results:

1. On-time delivery improved to 99% from 70%
2. Labor productivity improved 36%
3. Scrap was reduced 50%

4. Finished goods inventory was reduced 26%
5. Sheet inventory was reduced 38%
6. Overtime was reduced 50%
7. Labor costs were reduced 19%
8. Client saved \$1.2 million annually

Case History # 2

Provider of business forms and checks to a variety of industries wanted to achieve economies of scale across multiple business units

Our Assignment: Reduce total costs and increase visibility of freight and actual paper costs

Our Approach:

1. Conducted spend analysis
2. Developed sourcing strategy for various spend categories
3. Trained buyers on sourcing process
4. Validated specification
5. Conducted outreach activities to recruit potential new suppliers
6. Trained suppliers on bidding technology
7. Determined appropriate bid parameters
8. Developed and published RFQ
9. Managed the negotiation process

The Results:

1. Identified over 25 potential new suppliers
2. Sourced ten varying grades of ground-wood commodity paper at 11% savings
3. Annual savings from just this one line item totaled \$1.5 million

Case History # 3

Large-volume commercial printer of flyers, inserts, magazines, and books for the North American market wanted to reduce transportation costs to remain competitive

Our Assignment: Identify possible transportation cost reductions by consolidating loads within/between plants and common carriers

Our Approach:

1. Helped client define and capture relevant data
2. Used proprietary software to analyze the data and define a range of potential savings from consolidating loads and common carriers
3. Used Process Task Analysis tools to identify internal labor savings from outsourcing logistics
4. Conducted a series of interviews with existing and potential transportation resources to explain client needs and gauge level of interest in creating a true partnership
5. Created bilingual RFP and RFP scorecard
6. Sent RFP to qualified potential suppliers

The Results:

1. Elimination of LTL projected to reduce the number of trucks loaded by 40%, yielding a potential savings of 29%
2. Cost savings estimated at between \$2.5-\$3.0 million following completion of negotiations and contract signings with common carriers

These results are fairly typical of what we've been able to accomplish in the printing and packaging field. You can review other case histories by visiting our web site at www.usccg.com.

For more information contact us at (800) 888-8872 or www.usccg.com.



When it comes to printing and packaging, we can help improve your image

USC Consulting Group: An experienced professional resource for mid- to large-scale manufacturers of all types