



## Blow Molder Easily Adjusts to Pandemic Demands with Help of CyFrame ERP for Plastics



Australia's first carbon neutral, solar-powered plastics factory moulds custom and off-the-shelf bottles and other containers in virgin and recycled plastics for the personal care, veterinary, laboratory, promotional and other sectors.

### Vital Statistics

- › Founded: 1997
- › Employees: 22, 3 shifts/5 days a week
- › Molding Lines: 9
- › SKUs: 800

### Key Challenges

- › In-house-made Ant-specific ERP
- › 10 to 15 hours weekly to update and maintain in-house ERP
- › Owner/co-founder/self-taught programmer no longer had the time for it

### Solution

- › CyFrame

### Results

- › Comprehensive, plastics-specific ERP
- › Zero hours to maintain, update and upgrade ERP – all part of the CyFrame service
- › 18-month ROI
- › 85% increase in profits
- › 10% decrease in late deliveries
- › 2% to 5% drop in material waste
- › 3% increase in online orders
- › 5% increase in orders invoiced to 100%

Ant Packaging survived and better yet, thrived through the 2020 pandemic, because CyFrame's ERP helped the company's 22 employees injection mould and deliver an extra 4.3 million hand sanitizer bottles in just three months – up 67% from regular volumes.

"We were so swamped with business, we stopped answering the phone for two weeks to focus exclusively on meeting the needs of our existing customers," says John Ant, owner and co-founder. "Our outstanding performance through the pandemic, thanks in large part to CyFrame, really locked in customer loyalty because the CyFrame ERP helped us keep our promises."

CyFrame gave John and his team the ability to plan and create viable schedules six to eight weeks ahead, but shipping dates were an ongoing challenge in the face of rotating and extended COVID-19 lockdowns. Fortunately, the CyFrame ERP let Ant Packaging plan so far ahead they could accurately predict where they'd be at any given time.

"The CyFrame data allowed us to give clients at least a month's notice if we expected delays, and because we were so transparent and kept them informed, customers understood we were doing our best for them under the circumstances," says John.

**Ant Packaging**  
**Bangalow, Australia**  
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## ERP solutions for the Plastic Industry

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“Customers loved the fact we knew if we’d be late and if so, by how much.”

CyFrame’s ERP, implemented in mid 2018, shortly after John’s co-founder and business partner retired, paid for itself in 18 months. **That payback was 50% faster than forecast thanks to an incredible 85% increase in profits (planning and production efficiencies, fewer rejects, less material waste and lower material costs).**

Because John had replaced the in-house ERP he’d built and designed himself in the mid-1990s with CyFrame, Ant Packaging was able to support sales increases of 28 to 67% (pre-pandemic and through the pandemic) without scheduling and paying for overtime, hiring new employees or investing in new machines.

“Even pre-pandemic, I simply didn’t have the 10 to 15 hours a week required to research and write software updates for our in-house ERP once my business partner had retired,” says John, a self-taught programmer, who notes keeping pace with the software industry’s constant change can be daunting. “Without CyFrame, there is no way we could have manufactured an extra 4.3 million bottles for existing customers, 70% of which were custom orders, during the pandemic’s busiest three months.”

Ant Packaging has always had to be incredibly agile and extremely organized to schedule a wide range of custom orders and access the materials needed to support the just-in-time delivery customers demand. That was more crucial than ever during the pandemic as CyFrame seamlessly managed operations end to end, from confirming and processing orders to material resource planning and ultimately, invoicing.

“The CyFrame ERP keeps us on track from start to finish and flags redundancies, so we’re not getting double billed for any of the goods and services we’ve purchased,” says John. “On top of that, CyFrame’s automated invoicing really closes



the loop by making sure we get paid for every job we do.”

CyFrame’s drag and drop production planning, which proved 50% faster than the in-house ERP, relies on current and historical data to accurately forecast up to two months into the future. It locks production into the sequences required to most efficiently manufacture the SKUs and meet customers’ timelines.

“That drag-and-drop feature is an outstanding winner because with a single click, CyFrame tells us how to produce and deliver that SKU as efficiently as possible,” says John.

The CyFrame ERP tracks historical production data and learns which machines will run a specific SKU the most effectively. It takes into account both quality and speed as well as the potential regrind and material waste if it’s run on a different machine. Material waste is down 2% to 5% due to improved production planning, and the fact mould and colour changes are better coordinated to ensure they’re not simultaneously scheduled on multiple machines resulting in too few operators for the tasks at hand.

“The operators are more comfortable because they know they’re where they need to be thanks to schedules and routines that avoid conflicts,” says John. “They know what to expect day to day and months ahead and overall, I think this has contributed to improved employee satisfaction and retention.”



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Online orders placed through Ant’s own website now account for 18% of business, up from about 15% before CyFrame streamlined and enhanced the user experience. CyFrame’s online ordering seamlessly replaces the three standalone software systems that had supported Ant’s online orders. Orders are confirmed by CyFrame which also fully automates the creation of accurate, timely invoices based on order and shipping information. Pre-CyFrame, customers occasionally had to ask Ant to correct the price on an invoice or even issue an invoice for the SKUs they’d received as Ant employees had to rely on their semi-automated accounting system to invoice.

“We probably didn’t bill for up to 5% of the work we did and we only knew if a client owed us money, when and if they told us,” says John.

While a Google search initially led John to CyFrame, an Ant customer that John learned was also a CyFrame user,

highly recommended it. John’s research proved the off-the-shelf CyFrame ERP had been designed and built by people that were very familiar with the plastics industry. As the brains behind his company’s in-house ERP, John also recognized CyFrame had everything he needed to run Ant Packaging and that CyFrame was fully committed to supporting, updating and upgrading its software.

CyFrame is always learning and constantly improving their already excellent ERP, and although, Ant and CyFrame are on opposite sides of the world, John and his employees always get the answers they need whenever they have questions.

“As much as I enjoyed programming and maintaining the inhouse ERP, I’m appreciating the extra time I have to devote to customers and managing Ant – our results prove CyFrame was the right choice for us,” says John. “Logical and intuitive, CyFrame really identified and addressed issues we didn’t even know we had and made us more agile, more profitable and more responsive than we’d ever been.”

### About CyFrame

CyFrame is the leading International provider of Best-Of-Breed business and Shop Floor ERP and Shop Data acquisition Software Solutions dedicated to improve productivity exclusively for plastic manufacturing industry such as Blow Molders, Injection Molders, Profile Extrusion, Film and Sheeting Extrusion, Color and Compounding producers, Calendaring Sheeting, Environment Services and Cutting Die Tooling manufacturers.

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