



CRISER SECURES COMPETITIVE EDGE WITH CYFRAME ERP



Criser produces custom corrugated, extrusion, over-molded, formed, injected and thermo molded parts for the large appliance (90 – 92%) and automotive sectors. Exports to North and South America account for up to 45% of sales. The company operates five days a week, 24 hours a day.

Vital Statistics

- › Annual Production: 25 million parts (all custom)
- › SKUs: 180 to 200
- › Employees: 120 operators
- › Production Lines: 40
- › Raw Materials: 50 (not including packaging)
- › Customers: 15 to 20 (regular)
- › Currencies: US\$, Mex\$ (peso), €uro

Key Challenges

- › Inadequate, custom-built ERP
- › Imprecise costing
- › High raw material inventory
- › Limited quality analysis
- › Difficult to plan and manage production
- › Limited traceability in some key areas
- › Impossible to make and share formulation changes

Solution

- › CyFrame

Results

- › Comprehensive, off-the-shelf, plastics-specific ERP
- › 18-month ROI
- › Precise job-by-job costing
- › 15% decrease in raw material inventory
- › 20% drop in quality costs
- › Easy to effectively plan and manage production
- › Immediate, detailed traceability in all key areas
- › Instantly make and post formulation updates

Criser's continued success is now a given with the insights CyFrame provides on the true cost of the 180 to 200 different SKUs the company produces every year.

"With CyFrame's real-time costing data and related reporting, we're now in complete control and able to make accurate business decisions that ensure our ongoing profitable success and long-term growth objectives," says Francisco Bates, general manager, Criser.

In 2019, Criser replaced its 10-year-old highly customized ERP with CyFrame's off-the-shelf, plastics-specific ERP to more accurately track material and production costs. Criser now determines the cost of its products based on the actual raw material consumption used in every customer's parts, taking into consideration scrap and production profitability. Previously, Criser pricelists had to consider worst case scenarios, even on highly efficient production runs, as opposed to actual costing, which in some cases made the company less competitive in the market.

"Because we're using CyFrame, today we're far more competitive and successful than ever before," says Francisco. "As a result, we've gained market share and earned greater customer loyalty."

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ERP solutions for the Plastic Industry

“As a direct result, not only are we guaranteed to fill customers’ orders on-time but we are now comfortable with having reduced our raw material inventory by no less than 15% to support a more just-in-time approach.”



Criser managers needed better visibility into on-hand raw material inventory levels and our production department required live information that reflected actual orders to make accurate decisions that impact not only our production capacity but on-time deliveries as well. “The company benefited greatly from a far simpler process surrounding automating our detailed raw material traceability and the ability to instantly adjust and share formulation adjustments across all departments,” says Francisco.

Criser management wanted to precisely monitor every aspect of its business, which consistently produces 25 million parts a year for 15 to 20 long-term, regular customers. With CyFrame, Criser inherited all CyFrame custom and standard reporting that readily provided current, precise data the management teams needed to make fully informed decisions that very quickly had a significant positive impact on the company’s bottom line.

“I consistently depend on 5 to 10 key financial reports out of the 200 standard reports CyFrame has available,”

says Francisco. “With CyFrame – one click and I have the accurate, actionable data at my fingertips. There is no time lag or delay because I’m no longer waiting on employees to find the numbers and create Excel reports for me.”

Francisco’s leadership team relies most heavily on critical data derived from key CyFrame reporting such as the Trial Balance and the 6 Column Income Statement while their staff rely daily on the Inventory Reports and well as the Purchase Orders by Cost Center.

“We are able to successfully build and execute strategy based off of hard data that we can see trending in our CyFrame reporting,” says Francisco, who notes CyFrame’s multiple currency capability was crucial because Criser sells products in both US dollars and Mexican pesos and also purchases equipment and materials in Euros. “We have absolute faith in our data and now rely solely on CyFrame reporting.”

Better Forecasting & Planning

CyFrame has also greatly helped Criser’s managers closely monitor production efficiencies. Thanks to CyFrame, they know how much raw material was used per part and are aware of each machine’s output and run time as well as any quality issues that may have occurred. The CyFrame data presents insights that help managers improve scheduling to minimize changeover and set-up time and troubleshoot the root causes of production delays and the occasional quality issue.

“Quality issues have a direct impact on raw material usage, production schedules, labor and machine costs and ultimately, on our total overall cost per part. We readily have on hand (and can cross-reference) our historical production and our current order information that’s needed to support the purchasing department with accurate forecasts required to execute not only what we need to buy, but how much and when,” says Francisco.



ERP solutions for the Plastic Industry

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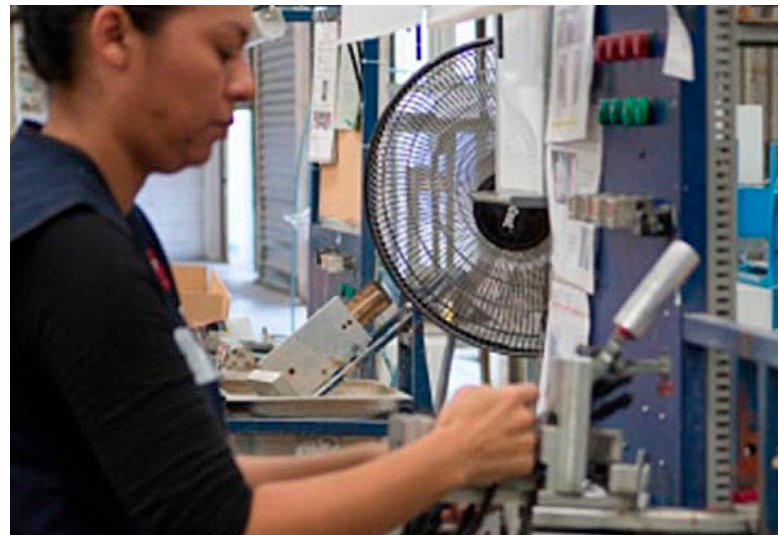
With CyFrame, shop floor employees quickly scan finished product labels generated by the system and the ERP automatically links all the relevant raw material lot numbers consumed, the machine that manufactured the part and even the employee that ran that machine. That is a huge time saver for Criser and also instills confidence in the company’s customers that if needed, Criser is easily able to trace any product back to its source material origin.

CyFrame even supports Criser’s management teams by pointing out machines that may require maintenance or repair or even when an operator might require additional training or support. CyFrame has exceeded Criser’s initial objectives and continues to bring value even in areas their management hadn’t anticipated to realize benefits from the system.

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Prior to implementing CyFrame, it would take several hours to find all of the relevant material and production data needed to begin identifying a problem. Today it takes us longer to boot up a PC than it takes us to access the information needed to make a course correction.”

With greatly improved visibility into Criser’s true material demand based off of live Material Requirement Planning (MRP), CyFrame has enabled Criser to precisely forecast, plan and schedule production so that we can be certain we can meet our customers’ on-time delivery requirements.



“As a direct result, not only are we guaranteed to fill customers’ orders on-time but we are now comfortable with having reduced our raw material inventory by no less than 15% to support a more just-in-time approach,” says Francisco.

As a result, the cash that had previously been tied up in inventory has been reallocated to other needed areas of the business such as research and development, new equipment acquisition and other facility improvements.

“We were able to realize these needed global improvements while also maintaining a few weeks of finished goods inventory on hand so that even if a customer’s demand unexpectedly increases, we are still able to support their needs,” says Francisco.

Instant Formulation Updates

With CyFrame, Criser can now instantly change recipes and post formulation updates that will immediately affect the material pick lists that get sent to the floor. As a result, no



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matter what happens, the most current recipe formulation is immediately available to the employees that need it.

"This is something we had heavily invested in and customized in our old ERP, but despite all the time and energy expended to get that to actually function, the process was ultimately so messy and cumbersome that employees would find every excuse not to use it and would continue to rely on internal memos that were manually being emailed or even passed around physically.

If someone didn't see that memo, it affected everything from raw material inventory to production scheduling and on time part delivery," says Francisco, who notes the memos were error-prone and often easily missed.

As much as Criser's leadership greatly appreciates CyFrame's positive impact on their daily operations and especially when making business decisions, Criser's 120 operators love CyFrame because it makes their jobs easier. Because operators were already familiar with smartphones, tablets and touchscreens, CyFrame's adoption rate was extremely high the moment it went live.

Operators were immediately comfortable with CyFrame's technology and now leverage it as part of their daily process to manage their priorities and simplify their job functions. CyFrame has eliminated the need for manual time sheets and automatically populates all the live dashboards and reports at the end of each shift.

"Our operators are really happy because their end-of-shift routine takes less time and Criser's senior leaders are really happy because we have the accurate, current information we need to make better, more timely decisions that make us even more competitive," says Francisco. "CyFrame has definitely reduced stress levels and provided us with peace of mind.

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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