



## Jet Mold, Fresno, California

### JET MOLD BOOSTS MARGINS WITH CYFRAME ERP



Jet Mold provides custom plastic injection molding, including sonic welding, CNC milling and turning and pad printing. Concept development, mold prototyping and tooling as well as production services are provided to the tier one automotive, food and agricultural, retail and other sectors.

#### Vital Statistics

- › Annual Production: 25 – 30 million parts (this can not be correct)
- › SKUs: 1,200 (650 active)
- › Employees: 10 operators
- › Production Lines: 22
- › Injection Molding Machines: 14
- › Raw Materials: 500, including 280 colorants
- › Customers: 100 (65 active)

#### Challenges

- › Generic inventory management system (Fishbowl)
- › Manual cost and margin analysis
- › Manual order tracking and machine scheduling – 8 hours a day
- › Manual maintenance scheduling and tracking (molds, machines)

#### The solution

- › CyFrame

#### Results

- › Plastics-specific, business and shop-floor ERP
- › 12-month ROI
- › Integrated order, inventory and production management
- › Better margins with automated, current cost and margin analysis
- › 91% drop in order and machine scheduling time (40 minutes daily)
- › 50% drop in set-up time
- › 30 to 5% decrease in material costs
- › Efficient, on-time manufacturing

With CyFrame, plastics-industry veteran Chuck Forcum finally has the plastics-specific, user-friendly ERP Jet Mold needs to support its success and better manage margins.

**“CyFrame is the ERP I knew that I needed and always wanted”**, says Chuck Forcum, president, and owner, Jet Mold. “With my 30+ years in plastics, I can see that CyFrame was designed by people that understand injection molding and plastics.”

As Jet Mold grew, Chuck needed more accurate, up to the minute production data in order to more efficiently plan and schedule equipment while tracking profitability information to run Jet Mold as cost-effectively as possible. He investigated many systems including ones that had catered to the plastics industry, including CyFrame, with Jet Mold’s unique needs top of mind. With past experience in the injection molding industry (having lived through ERP implementations before he knew that he needed a system that had all the shop floor functionality built in as he wasn’t about to enter into software customization) experience taught him that the key element that makes an ERP implementation’ success are the quality of the people behind the ERP system, who have actually built it and who can lead a project, train staff and support that system long term. For Chuck and Jet Mold, availability and response times were as vital as their expertise and plastics experience.

Ask Chuck what he likes best about CyFrame, and he’ll tell you: “The people!”



## Jet Mold, Fresno, California

“CyFrame’s people set CyFrame apart – they’re good human beings that go out of their way to find and if necessary, create a workable solution,” says Chuck. “Quality people are really hard to find – the software industry is really cutthroat.”

Here’s the one example that’s stayed top of mind for Chuck because it has such an impact on daily operations. Dryer scheduling was a priority because 80% of the materials Jet Mold uses are hygroscopic. When Chuck said he needed dryer scheduling because of the hygroscopic materials, CyFrame engineering immediately understood its effect on the entire production line. The development team sat down with Chuck and played out scenarios and looked for Chuck’s feedback, with how he felt he wanted it to work on his shop floor rather than create that feature strictly from a developers’ perspective.

“Because of CyFrame, I can pre-plan my dryer schedules and keep track of the ready material – CyFrame recognized the value of listening to the individual that will use that feature in his plant every day and that was incredibly refreshing,” says Chuck.

### Profit Margin Analysis & Management

An astute entrepreneur, Chuck’s ability to monitor his profit margins and analyse the data are more effective than ever because of CyFrame’s accuracy with respects to providing live up to the minutes data and customizable reporting. Together, the wealth of integrated data and reports makes it easier to spot discrepancies and react quickly. CyFrame’s ability to manage the entire process from MRP to facilitating purchasing decisions and driving material purchase orders, raw material systems costs are current and accurate. Material costs on a previously quoted jobs are easily updated, and it makes it easy to justify price increases when necessary.

“It varies job to job, but our overall margins with CyFrame are far better than before. I constantly use the system to easily check our orders and compare standard vs actual costing,” says Chuck.

### Every CyFrame Capability Matters

Before CyFrame, Chuck relied heavily on QuickBooks and Excel to handle each step in his process separately. Due to the lack of ability to compare standard historical vs. current production data, the information gaps created multiple challenges. Material shortages delayed production while machine breakdowns and mold deficiencies sometimes created unplanned downtime and even negatively affected quality.

**Which CyFrame capabilities does Jet Mold rely on the most?**

“All of them! CyFrame has made my job as President so much easier and solved so many problems that we had previously struggled with”, says Chuck, who himself uses the system daily to schedule production, optimize material recipes, monitor his true cost of goods sold and even tracks his tooling.

When custom orders come in, CyFrame pulls the recipe for that part and confirms Jet Mold has all of the raw materials and packaging required to manufacture it. CyFrame then schedules both the mold and the machines to meet the shipping and delivery requirements based on the historical tool specified run times.

“CyFrame does everything our six-figure salary production manager did and does it better,” says Chuck. “In 20 minutes, two people can accomplish what it used to take one person all day to do.”

Forecasting, planning and production are timelier and more accurate with CyFrame. CyFrame monitors inventory levels, real time orders and purchasing to prevent low inventory and out-of-stock situations that can delay manufacturing and subsequent delivery. In fact, set-up time is down up to 50% because of the way CyFrame’s optimizes Work Order Planning.

Work Orders automatically contain all the information needed to plan and schedule efficiently based on historical mold set up and run time by injection press. Employees and machines are never idle because all of the information is immediately available in the Work Order and intuitively drives the workflow forward. The Work Order tells employees which materials are required and how much of each material is needed to run a job. It also indicates whether dryers are needed, which machine is best for that job as well as machine availability. Production is never interrupted, molds never need to be pulled off the press because of planning mistakes of due to lack of material, something that certainly affects all molders from time to time.

“CyFrame’s order and inventory management has virtually eliminated production stoppages and unnecessary additional startups that had previously resulted from material shortages,” says Chuck. “Those production delays drove me batty because they wasted so much time and energy.”

To maximize uptime, minimize downtime and ensure consistent quality, CyFrame tracks machine and mold run times and performance data to schedule the appropriate preventive maintenance. Jet Mold managers know the runtime on every machine and the cycle time of every mold as well as what type of maintenance that was performed and when.

“Regularly scheduled preventive maintenance reduces downtime and repair costs and supports our quality standards,” says Chuck. “We’re on a tight schedule and watch our expenses.”



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Jet Mold has also reduced material costs by 5 to 30% because employees can now plan in advance, source and negotiate with better suppliers and make more informed volumetric purchasing decisions.

Additional time- and hassle-saving features include the Payment Proposal that lets Chuck review all accounts payables and determine what needs to be paid and when. He can determine how much he wants to pay at any given time and allocate individual bank payments across all his supplier invoices. The system automatically generates emails with notes to each supplier.

"I've always wanted to handle vendor payments this way and with CyFrame, it's possible and easily done," says Chuck.

### Searchable Recipes for Problem-Solving

CyFrame gives everyone at Jet Mold, operators included, instant access to a searchable database of all possible alternative recipes. Jet Mold employees are committed to regularly uploading relevant documentation because they see the benefits themselves on a daily basis.

Each recipe includes that SKU's history, including images, models, drawings and supervisors' and operators' notes. When operators check the recipes, they'll find the most common problems and proven solutions. If a mold core pin tends to break, operators will see that it's an expected fault that requires part #XYZ.

"With CyFrame, quality is better than ever because operators have more tools in their toolbox and the information they need to solve problems on their own," says Chuck. "They have the autonomy and needed data to make better decisions."



CyFrame also helps identify the root cause of production and quality issues, whether it was the machine, mold, material or the operator. Machines and molds can be maintained and repaired, and employees can get additional support and training when it's necessary.

"CyFrame gives everyone at Jet Mold the metrics required to track and improve our performances as individuals and as a company," says Chuck. "We're all paying more attention because we know where to look and what to look for."

### 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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