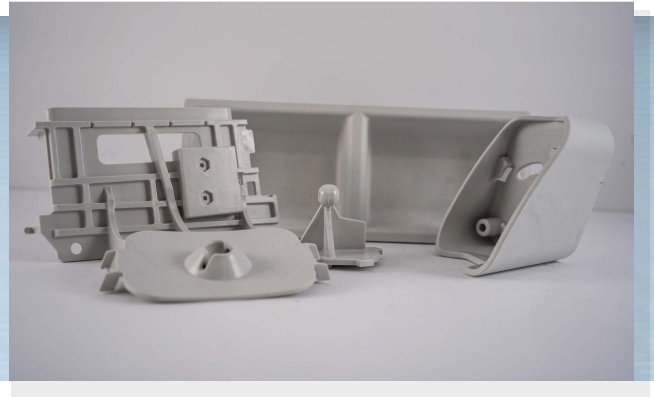


HOW A SMALL SHOP INJECTION MOLDER ACHIEVED BENCHMARK-LEVEL ENTERPRISE MANUFACTURING PERFORMANCE



Every growing manufacturer eventually reaches a point where the systems that once supported the business begin holding it back. For many small and mid-sized plastics processors, that moment creates a difficult choice. They need the visibility, automation, and operational control of an enterprise ERP system, but the cost, complexity, and lengthy implementation of traditional solutions put them out of reach.

Vital Statistics

- › Founded in 2015
- › 43,000-square-foot manufacturing facility
- › 15 injection molding machines
- › 55-1,150 Ton Press Capacity
- › Custom injection molder serving medical, industrial, consumer products, automation, and defense markets
- › 99.4% New Program Success Rate
- › 99.3% First Trial Approval Rate
- › 100% Customer Retention
- › 350+ Production Tools Successfully Launched
- › Multi-million-dollar plastics processor

Key Challenges

- › Manual, paper-based business processes
- › Heavy reliance on spreadsheets and QuickBooks
- › Owner became the primary operational bottleneck
- › Limited visibility into production costs and financial performance
- › Labor-intensive labeling, shipping, and documentation
- › Manual Certificates of Conformance
- › Limited raw material traceability
- › No central information hub
- › Disconnection between front office and shop floor
- › Business systems could not keep pace with company growth

That was the challenge facing Polymer Contours. Under the leadership of owner Tyson Daniels, the company had grown steadily, but its operating systems were ready for the next step in order to keep pace with its growth. Information was being entered across many spreadsheets, paper-based processes, and disconnected software, limiting visibility and making Daniels the hub for operational decisions and processes that could easily be handled at a lower level.

CyFrame ERP changed that. Designed specifically for plastics processors, CyFrame delivered the integrated visibility, automation, and operational control Polymer Contours needed without the cost, complexity, and lengthy implementation of a traditional enterprise ERP. Processes were automated, information flowed throughout the organization, and Daniels was no longer the operational bottleneck. Employees were empowered to make informed decisions, management gained real-time visibility across the business, and Polymer Contours acquired the operational foundation to continue growing with the confidence and operational maturity of a much larger manufacturer.

POLYMER CONTOURS

Allentown, Pennsylvania

polymercontours.com



ERP Solutions for the Plastics Industry

“Implementing CyFrame was life changing. It removed me as the company’s primary bottleneck and reignited my passion for growth.”

Solution

CyFrame ERP

A plastics-specific ERP platform integrating:

- › Accounting
- › Production Management
- › Shop Floor Data Collection
- › Production Scheduling
- › Inventory Management
- › Live Production Costing
- › Traceability
- › Shipping & Receiving
- › Workflow Automation

Results

- › Four-month implementation with zero downtime
- › Plant floor fully operational almost immediately
- › Complete real-time operational visibility
- › Live production costing
- › Automated production labeling
- › Certificates of Conformance reduced from 20 minutes to seconds
- › Approximately \$14,400 annual reduction in outside bookkeeping costs
- › Complete raw material lot-code traceability
- › Simplified shipping and receiving
- › Team members empowered through immediate access to information
- › Operational platform built to support future growth

TRANSFORMATION AT A GLANCE

Before CyFrame	After CyFrame
Paper-based workflows	Integrated plastics-specific ERP
Word, spreadsheets & QuickBooks	Single source of real-time information
Owner coordinated nearly every process	Employees access information independently
Production costs understood after the fact	Live production costing while jobs are running
Manual production labeling	Fully automated shop-floor labeling
Certificates of Conformance required 20+ minutes	Automated in seconds
Manual shipping & receiving	Streamlined integrated workflows
Manual lot traceability	Complete raw material traceability
Outside bookkeeping expense	Approximately \$14,400 annual savings
Systems limiting growth	Operational platform built to scale



“As we grew, I became the number one bottleneck in the business,” Daniels explained. “Everything eventually came through me, which is simply not sustainable.”

Outgrowing Manual Processes

When Tyson Daniels purchased Polymer Contours in 2015, the company consisted of two injection molding machines generating less than \$100,000 annually. Although he had no previous plastics manufacturing experience, Daniels grew the business through determination, customer relationships, and continual reinvestment.

As the company expanded, so did the complexity of managing it. Every shipment required manual intervention. Packing slips were created in QuickBooks, so passing on this simple task also meant granting full accounting access, something Daniels was not comfortable with. Certificates of Conformance were individually prepared, converted into PDFs, printed, and filed. Production data lived in spreadsheets while accounting depended heavily on QuickBooks. Employees relied on emails, paperwork, and verbal communication simply to keep production moving.



While the business continued growing, the systems supporting it did not.

Without the ability to empower the team with information, nearly every critical decision flowed through one individual. Although this is not unique to smaller organizations, Daniels knew that the only way to get to the next level was to deploy a system that provided real-time information while simultaneously removing him from tedious decision-making. The company needed a completely different operating platform, one where information flowed throughout the organization instead of through a single person.

A Solution Designed Specifically for Plastics

Daniels evaluated numerous ERP solutions before selecting CyFrame. Most systems were designed for much larger manufacturers and required extensive customization, lengthy implementation schedules, and costly consulting engagements. CyFrame offered something fundamentally different. Designed exclusively for plastics processors, it already understood molding operations, production scheduling, inventory management, costing, traceability, and manufacturing workflows.

“CyFrame has been the perfect solution for my business. As a small-to-mid-sized injection molder, we needed a system that could help us grow without becoming overly complicated or financially burdensome.”



ERP Solutions for the Plastics Industry

“Production labeling has gone from a tedious, time-consuming task to a simple, fully mechanized process that eliminated the risk of human error.”

Implementation proved equally impressive.

“The CyFrame team's dedication from sales through needs analysis, project kickoff, training, and deployment was exceptional. Their communication, attention to detail, and plastics processing expertise made all the difference in our successful transition. We went from handshake to live in four months flat with zero downtime. And just one day after installation we were rolling.”

Daniels also appreciated that the implementation remained predictable from start to finish.

“I was surprised at how quickly our team was able to put the system to work. The learning curve was much shorter than expected, and one day after installation we were rolling. Information that used to require emails, spreadsheets, or a trip to someone's desk was suddenly available on demand.”

“CyFrame has not only given me the tools, personalized attention, and hands-on training needed to take my business to the next level, but their communication and plastics processing expertise were exceptional, with no hidden, never-ending fees that are associated with their competitors.”



Transforming Daily Operations

Following implementation, the company experienced far more than software improvements.

CyFrame fundamentally changed how information moved through the organization. Production, accounting, purchasing, inventory, scheduling, shipping, and management were no longer operating as separate departments supported by spreadsheets and paperwork. Instead, every function became part of one integrated operating environment with immediate access to the same real-time information.

Automation quickly replaced many of the repetitive administrative tasks that had consumed valuable employee time. Production labeling became fully mechanized, Certificates of Conformance were generated automatically, shipping workflows became streamlined, inventory planning synchronized with production demand, and information that once required emails, paperwork, or management intervention became instantly available throughout the organization.

Bottlenecks disappeared. Rather than waiting on operations to answer a question or track down information, team members could access what they needed in the moment, make decisions with confidence, and keep work moving, all while maintaining complete visibility across the business.



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“CyFrame has given us an automated system that quickly provides our customers with full raw material lot-code traceability from the moment a purchase order is entered through receiving, production, inventory, and final shipment. At any point, we can quickly identify exactly what material was used in what box, when the product was made, and where it was shipped, giving both us and our customers greater confidence and control.”

Control Through Visibility

Perhaps the biggest transformation was visibility. Instead of discovering problems and counting scrap after production ended or after month-end financial reports were completed, management could monitor operations as they happened, identify issues immediately, and make informed decisions before small problems became expensive ones.

“Live production costing has given me complete visibility into every part and production run, allowing me to price each component accurately and confidently while being able to course correct in real time.”

Accounting experienced a similar transformation. Instead of waiting days or weeks to understand the company's financial position, Daniels now has immediate visibility into receivables, purchasing, profitability, inventory, and cash flow.

“CyFrame provided complete visibility over the accounting side of the business, so much so that we’ve slashed \$1,200 per month in outside bookkeeping fees. What’s more, time-consuming tasks like preparing Certificates of Conformance that once took 20 minutes each are now completed in seconds, from preparation to print.”

Complete Traceability and Streamlined Shipping

For customers in medical, defense, and other highly regulated industries, complete traceability is essential.

Shipping operations experienced similar improvements.

“CyFrame drastically simplified shipping and receiving. Finished products now move seamlessly through the process, and previous bottlenecks related to partial boxes and unit-of-measure conversions have been eliminated.”

The result extends well beyond regulatory compliance. Polymer Contours is now able to respond faster to customer requests with data while dramatically reducing the administrative effort traditionally associated with documentation and traceability.





ERP Solutions for the Plastics Industry

“CyFrame provides the control, clarity, and confidence to build a business where decisions are driven by real-time information, not a single individual. And just as important, it made me fall in love with my business again.”

Positioned for Continued Growth

Growing from a two-machine startup into a multi-million-dollar custom injection molder requires far more than adding equipment, employees, or even customers. It requires an operational foundation capable of supporting the business. Without integrated systems, growth eventually creates bottlenecks that slow decision-making, limit visibility, and force owners to spend more time working in the business, rather than on it.

Polymer Contours has evolved from a business dependent on manual processes, disconnected software, and owner-driven decision-making into an integrated manufacturing operation built around real-time information, standardized workflows, and operational visibility.

Team members throughout the organization have immediate access to key information. Management monitors production, inventory, financial performance, and profitability as events occur rather than after the fact. Administrative work has largely been automated, allowing employees to focus on serving customers instead of managing paperwork.



Most importantly, CyFrame removed the operational constraints that often prevent manufacturers from realizing full growth potential. Instead of answering questions, locating information, and coordinating processes, Tyson Daniels now focuses on developing the business, serving customers, and pursuing new opportunities.

When asked what advice he might offer other smaller processors who may be struggling with the decision to automate and mechanize with ERP, Tyson offered this:

“When you are small, an ERP can feel too expensive and easy to postpone. But as the business grows, it becomes a necessary tool for maintaining control, improving efficiency, and supporting the next stage of growth.”

About CyFrame

CyFrame is a leading international provider of best-of-breed business ERP, shop-floor ERP, and shop-data acquisition solutions created exclusively for plastics manufacturers, including blow molders, injection molders, profile, film and sheet extruders, color and compounding producers, calendaring operations, environmental-services companies, and cutting-die and tooling manufacturers.

CyFrame.com | 9800 Boulevard Cavendish, Suite 210, Montreal, QC H4M 2V9, Canada

T 1-514-693-0999 | **TF** 1-855-693-0999 (Canada+USA)