

ANTONIO SADA & FIGLI: HARMONIZING PRODUCTION AND LOGISTICS TO OBTAIN BETTER AND BETTER PERFORMANCES

Antonio Sada & Figli is one of the major Italian players in the packaging production sector and they boast prestigious customers who every day trust this company based in Salerno, since they are aware that Sada dedicates the highest care to the development of their products to meet the customers' requirements.

One of the keys for the success of Sada consists on their far-sighted Management that has been pursuing for many years a policy aiming at innovation and enabling their employees to operate in the best possible way by using forefront planning, control and managing systems. First of all, Sada aims at harmonizing two strategic processes for the company: production and logistics.

This has been possible thanks to the accurate planning of the area which have to be improved and to the adoption of RTS Easy Stock and PcTopp, two excellent solutions capable of enhancing the efficiency and organization level. These applications are implemented with the support of the experts of RTS Sistemi Informativi.

What are the goals that have been leading you to adopt these solutions?

"We have been cooperating successfully



From the left Mr. Filippo D'Arminio, factory Manager Sada, with Mr. Gastone Partisani, RTS's President

with RTS for many years and I must say that they have always been able to give us helpful advice and support us with proper solutions to achieve our goal, that is increasing the efficiency of our company processes to obtain higher and higher customer satisfaction levels. I'm giving you an example. Thanks to the recent acquisition of RTS Easystock, our operators are sure that they will not make mistakes, and they can save time and fatigue. Today our staff is operating more safely and this has a strong impact on the quality of the processes related to the product traceability and storage and on the way we process the

customers' orders.

Not to mention the economic savings related to the elimination of issues such as wrong deliveries or the shipment of pallets which are not in perfect conditions owing to useless handling.

I'd also like to add that even our staff is enthusiastic about this solution: the work is less mechanic, and the operators are happy with the use of a tool enabling them to be better organized and fulfil their tasks in the better possible way even in such a dynamic structure as our storage where there are various working shifts and the operations are in constant turmoil".



Corrugator Monitor: PC-ToppNET ensures the graphic visualization of the corrugator performances through the easy reading of the production speed trend, square meters produced and line efficiency. The graph, besides displaying, the average speed of the corrugator, also reports the graphics for the immediate performance reading, indicating for each combination the gap between the excellent speed and the speed which can be really reached in the production stage

How did the planning and implementing process of the solution occur?

"It was a high added-value process which has enables us to revise many operational aspects of our company in a simple and immediate way.

Obviously we have been working according to a range of articulated steps but, in general, everything went well.

It was as if we should install inside our



Pc on cart board of EasyStock

company a new hard disk enabling us to carry out the operations in the best possible way, to optimize spaces and trace our products in a better way. Frankly I think that this type of solution is essential for those who operate in our sector and I must say that we are reaching excellent levels of efficiency in favour of our customers, combining the quality of our logistics with the production”.

Concerning the production, what are the decisions you have made?

“Two years ago we switched to the new web-based version of PcTopp.

Today our IT architecture can carry out the complete scheduling of our production, as well as the management and collection of data.

Today we have got a system allowing us to plan and control fully all the processes. We are using it even to plan the annual production prizes with the unions because it enables us to collect unambiguous and detailed figures.

Moreover, the application interface is really simple to be used by anybody. One of the goals, we have reached with PcTopp has been to combine the estimate phase with that of order summarizing”.

What's your opinion about the process required to adopt the solution?

“It has a substantially simple process, though I must say that the management of change is a particularly delicate stage for any company. When you decide to replace a system and a range of consolidated habits, people will inevitably

PC-TOPP.NET: THE EXPERT PLANNING SYSTEM

PC-Topp.NET boasts 30 years of development and is installed in more than 300 plants worldwide. It is a complete solution that integrates corrugator and converter machine planning with an enterprise management system.

PC-Topp.NET is the leading Internet-based integrated solution in Europe. It is developed by the German software house Neugebauer and distributed exclusively in Italy by RTS.

It allows seamless production scheduling on corrugating and converting machines. PC-Topp.NET adapts to all leading corrugating and converting machines in Europe; it is highly advanced in terms of functionality but at the same time quickly implemented.

Being an internet-based solution that uses Internet Explorer as an interface, PC-Topp.NET is very easy to use and allows remote access.

PC-Topp.NET is a highly reliable solution that allows a modern approach to planning.

Thanks to PC-Topp.NET, the operator can schedule long-term planning on each machine and consequently achieve a better production flow.

As for in-factory production control, PC-Topp.NET represents a kind of "live window on the establishment". Since it is linked to the corrugator, PC-Topp.NET shows remotely which order is being processed on which machine, at what speed, and how the production is progressing. With a single click, the user can see the

programming of the machine, the order being processed or performance diagrams for the day.

With PC-Topp.NET, all production data can be shared with the main system and all the production events can then be recorded and archived; these form the basis for detailed production reports which are instantly available to everyone. Finally, PC-Topp.NET provides the ability to print shipping labels and customized inner tags, as well as complex barcodes (SSCC) and logos. Since it also supports the display of CAD drawings as output documents, PC-Topp.NET allows the user to generate graphs with details of the orders, printed layouts or the design of the box in production.

To summarize PC-Topp.NET's advantages:

- No more slowdowns and stops for lack of orders. A pre-order planning schedule allows the programmer to quickly highlight bottlenecks in order to alter schedules and eliminate any waiting time.

- Reduce the flow of semi-finished products: a simple operation allows for a rapid adjustment of the corrugator schedule in order to produce the minimum quantity possible.

This approach reduces the amount of the semi-finished product which is produced without being needed immediately.



Headquarter Antonio Sada & Figli

have a critical attitude, sometimes even hostile, against the idea of changing their way of working or the tools they have been using for many years.

The secret has been to introduce the innovations gradually. We began to equip just one machine and to train the operators for six months. The result is that today the system can govern the whole production area and the operators are very satisfied because the software system has improved their way of working and they say they could never do without it!"

In short, what are the main advantages you have obtained and why should company managers like you adopt this type of solutions?

"First of all, I'd like to point out that these solutions enable you to develop completely and effectively your operativeness. They enable you to carry out estimates and the logistic activities quickly and accurately, with a perfect and interesting overview of the various activities. What I appreciate mostly is that, whenever I print a brochure, even months or years later, with PcTopp I always obtain the same results.

This factor of data stability and consistency is really fundamental for my job, and I have never noticed such a precision in my previous experiences in which I employed similar IT solutions. Moreover, I'd like to highlight the perfect control of the cash flow monitoring, the full support to the working shift organization, the capability of managing the data coming from the field and the possibility of analysing them in real time, but also of checking the previous ones. A complete IT architecture offering huge benefits and, I daresay, a really unrivalled one, too'.

The control panel of energy produced by the photovoltaic plant of Antonio Sada & Figli Spa

EASYSTOCK: SYSTEM FOR THE LOCALIZATION OF MATERIALS IN STOCK AND THE AUTOMATION OF LOADS FOR SHIPPING

Manufacturing companies know that effective warehouse practises have become a decisive factor in competitiveness. In most warehouses, we still encounter many movements performed manually, especially as regards warehouse operations: from the initial storage of finished products up to picking operations and vehicle loading.

Order picking consists of:

- Looking for products;
- Recognising them;
- Preparing for loading.

The combination of these activities has taken on growing importance, since these operations require the involvement of many resources and, as a result, have high costs.

To provide customers with efficiency and reliability and to achieve an adequate level of service it is necessary to find an appropriate solution for each client.

RTS has developed the EasyStock system: this replaces the variability of personal decisions made by employees with a system that automatically generates suggestions or executive commands for the operators.

Storage is thus organized and managed by the system.

In line with the organizational rules of the company and the charac-

teristics of each customer, different storage criteria can be set; these are suggested to the operator during the unloading from the conveyor belt as soon as he reads, from a distance, their identifying bar code.

The strategy is designed to optimize space and handling time and simultaneously guarantees the traceability of each bale, whose location is electronically recorded.

The efficiency of the system results in:

- Increased productivity of the logistics department;
- Reduction of picking and loading times;
- Reduction in mileage and handling
- Elimination / Reduction of errors;
- Interchangeability of operators;
- Optimization of space in the warehouse;
- A paperless operation;
- Quick ROI.

The effectiveness of the system results in:

- Traceability of products, bales and pallets;
- Elimination of searches;
- Goods directly accessible;
- Accurate work and punctuality in serving and delivering to the customer;
- Better data management and accuracy in working.

