



## PERFECT TEAMWORK BETWEEN CARLISLE HARDCAST EUROPE AND QUINSO CUTS PRODUCTION TIME FROM 10 TO 5 DAYS



In 2011, Carlisle Hardcast Europe implemented SAP ERP with a view to enabling full optimisation of the production company's top floor. In October 2014, it was time to focus on the shop floor. Order forms and ballpoint pens were replaced by state-of-the-art screens and the latest software. 'Shop floor operations have become much more efficient,' says Rob Reeve, Managing Director of Carlisle Hardcast Europe. 'Thanks to Quinso, we now have a robust foundation for Lean Manufacturing.'



Carlisle Hardcast Europe, industry leader in industrial tapes and adhesives had the healthy ambition to further expand its business through IT improvements. 'We believe IT can be used as a tool for smarter business practices,' explains Managing Director Rob Reeve. In Quinso, the Weesp-based company found a reliable partner for advice and implementation. The changes that took place on the shop floor include:

### **1. Powerful and Robust Shop Floor Control System**

At Carlisle Hardcast Europe, there are three phases in the production process: (1) the production of adhesives, (2) the cutting of tapes, and (3) the packaging of the end product. This process used to be entirely paper based. Today, paper has been replaced with shop-floor screens. When the operator initiates an order, the system tells the warehouse personnel exactly which products need to be picked. All information is registered and processed in real time.

### **2. Practical and Ultra-fast Labelling Software**

SAP ERP 6 is now directly linked to the NiceLabel software. As a result, the labels are generated directly and automatically when an order is created. Reeve: 'This works great. Our system generates exactly enough labels for exactly the right products. If a label gets stained or damaged, you can simply print a new one. This process used to be manually controlled, which was labour intensive and highly prone to error due to the wide diversity of labels that we work with. Now, it's all taken care of with a single push of a button.'



### Processes without Red Tape

With ERP and the Shop Floor Control System Carlisle Hardcast Europe has laid a robust foundation for Lean Manufacturing. Reeve: 'The production process now dovetails much more effectively with our automation objectives. We are no longer caught up in the red tape of manually processing information. We don't have to prepare order forms or labels, and orders no longer need to be reported back into the system. Instead, our customer service representatives can check the order status real time, which saves them having to go downstairs. This new way of working has not only made our lives a lot simpler, it saves us around 60 hours of administrative work every week. Perhaps even more importantly: because there are no longer any waiting times, we have managed to cut our production turnaround time from ten to five days.'

### The Power of Real Time

Wouter Vervoort, Project Manager at Quinso, emphasises the major benefits of real-time analytics. 'The Shop Floor Control System registers everything, increasing tracking reliability of finished products to 100 percent. This means it is no longer necessary to record machine hours afterwards. In addition, the information in the system provides valuable insights that can render the processes on the shop floor even more efficient. For example, insight into unscheduled production standstills. Soon such information will be visible at a glance and easily accessible for Carlisle Hardcast Europe in so-called Overall Equipment Effectiveness (OEE) reports.'

### Quinso: Proactive and Pragmatic

Although implementation has not yet been completed, Carlisle Hardcast Europe already looks back on a successful collaboration. Reeve: 'Quinso's specialist knowledge of manufacturing is unprecedented. They are committed, master every aspect of project management, take a leading role and address matters in an open and straightforward manner. Thanks to their pragmatic and proactive approach, the consultants were not regarded as outsiders but as fully-fledged members of our team.' Vervoort couldn't agree more: 'It's all about teamwork. That's the best foundation for success.'

### About Quinso

Quinso – Quality in Solutions – allows companies in the production and wholesale industry to excel in what they do by providing total solutions for top floor (ERP) and shop floor operations. Our unique strength is our ability to integrate these two dimensions, both horizontally and vertically. We employ a team of knowledgeable consultants who are always alert to new technologies and deliver SAP based solutions.

### *Hubert Wezenberg, Business Development*

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### About Carlisle Hardcast Europe

Carlisle Hardcast Europe manufactures tapes and sealants for the construction and installation sector. We offer unique, custom solutions that provide superior adhesion for virtually any surface. Our products are used throughout Europe to create air-tight and water-tight seals for, for example, facades, cellars, air ducts and window frames. Both production and research and development activities are carried out at our head office in Weesp, the Netherlands.

### *Rob Reeve – Managing Director*