ATOMOS HYLA

company of sedApta group smart manufacturing made easy

PLASTIC AND RUBBER CASE STUDY

GUZZINI

Fratelli Guzzini S.p.A. is an Italian manufacturer of design articles for the table, the kitchen and furnishings in fine plastic material, founded by Enrico Guzzini in Recanati in 1912. The adoption of the methacrylate called Plexiglas, undertaken already on the eve of the second war world in 1938 and renewed in the post-war phase, marked the definitive take-off of the company. The company started mass production of objects of various types, such as ladles, cups, coffee cups, cheese dishes and salad bowls. In 1953 the company acquired the technology for the production of cast slabs and moved on from the single color to two colors.

It was precisely in the early fifties that Giovanni and Raimondo Guzzini created the current Vintage series. In 1958 the company deposited the international patent called Doppiato. During the Fifties, a small injection press was introduced to meet the needs of objects like glasses and teaspoons, hardly reproducible in plate. The automated injection molding machines of the Sixties molded thermoplastic granules, a technology that led Guzzini to gradually abandon a semi-artisan culture for large-scale mass production.

Today, Guzzini's sources of supply are located in Italy, Europe and China, depending on the merchandise class concerned. The (single) production site is still located in Italy (Recanati), where both productions of plastics and the assemblies / packings are located. The production is entirely organized in a "make-to-stock" logic, and performed based on demand forecasts.

The reference market of Fratelli Guzzini is global but the most significant is Italy, where the main warehouse is located in terms of stock SKU (9,186 pallets).

SOLUTION

In 2004 Guzzini embarked on a path aimed at reducing the crossing time in the supply chain, because this would have made the company more competitive on the market, not only as a result of reduced reaction time (compressed Lead Time and Time to Market) and an improvement in customer service (internal and external), but also following a better economic (EBITDA) and financial (PFN) efficiency.
To do this, Guzzini implemented the Demand Management, Inventory Management, Web Supply Engine, Factory Scheduling and Shop Floor Monitor solutions of the sedApta Suite.

Main objectives:

- Reorganization of assembly and packaging departments
- Reorganization of the ERP
- Contraction of production lead times: from 9 to 6 weeks
- Shrinkage of the frozen period: 4 to 1 weeks
- Control / reduction of crossing time
- Warehouse rotation index uplift, with segmentation in ABC logic
- Alignment between phase-in and phase-out of items
- Increased stock value of MTS codes.

COMPANY
FRATELLI GUZZINI

SECTOR
PLASTIC

COMPANY SIZE
1 PRODUCTION PLANT
51 < > 200 EMPLOYEES

TURNOVER
€ 50 MLN (2017)

SEDAPTA MODULES
DEMAND MANAGEMENT,
INVENTORY MANAGEMENT,
WEB SUPPLY ENGINE,
FACTORY SCHEDULING,
SHOP FLOOR MONITOR

SUSTAINABILITY

Almost all of the Guzzini products in plastic are 100% recyclable, and this allows us to give new life to the material used. Furthermore, the top design content and high quality of the raw materials used return long-lasting products to guarantee strong environmental sustainability.

ACHIEVED RESULTS

Implementations carried out in the period 2004-2015 have allowed Guzzini to today have a supply Chain in its three macro phases aligned with the needs of the B2C market and to address B2B business channels (promotional, industry), with the related logic of “short time”, extremely low demand predictability and uncertain redemption, allowing the company to:

- Analyze historical data with a simulative approach
- Identify the reference time series
- Have a forecast of future values
- Have a comparative and dynamic analysis between current data and expected values
- Manage dispersions in real time
- Align data in real time through automatic entry
- Supervise all phases of the production and set up (A.A.P.) process so as to detect any deviations from the reference values
- Calculate the progress status of the ODI on time and the date end now
- Monitor the KPIs
- Manage maintenance operations
- Connect via WEB with all the players in its competitive system: contractors and suppliers
- Manage all the work flow of the products held for processing and pure supply
- Share the state of progress of the work order and picking of the sub-batches
- Publish the work order on board the machine with thin-client: view in real time the production plan per production unit
- Have control documentation and work cycles available on the monitor.

The biggest success the customer has achieved is to have succeeded in transforming the project into a natural and shared approach, to all intents and purposes an integral part of the small daily activities, thus overcoming the human inertia more resistant to change and using tools and technologies as drivers of this process.

guzzini