



ROCHELEAU IMPROVES EFFICIENCY AND GROWS BUSINESS WITH CYFRAME ERP



ROCHELEAU designs, builds, services, and operates highly productive and efficient blow molding machinery that is simple in design and exceptionally versatile. Since 1938, the Rocheleau family has owned and operated the manufacturing business and built a team of skilled engineers, sales, service technicians and support staff to provide the best service and support in the industry for years of reliable production.

Vital Statistics

- › Founded in 1938 and headquartered in Fitchburg, Massachusetts.
- › Product line features state-of-the-art blow molding machines designed for efficiency, reliability, and versatility.
- › A blow mold extrusion business was introduced in 2017 to serve customers throughout the Northeastern United States.

Key Challenges

- › Growth would depend on automating manual processes and greater insight into shop floor activities.
- › Inputting data into spreadsheets was time-consuming and subject to human error.
- › A previous EXCAL-based system was simply not designed to support a growing plastics business.

Solution

- › Developed especially for the plastics industry by plastics professionals, CyFrame automates processes and streamlines operations without extensive customization.

Results

- › Automation and improved efficiency from CyFrame's have allowed Rocheleau to triple business with no addition to front-office staff.

Fear no task – for decades, these three simple words have inspired Rocheleau Tool to continually improve, push innovation, and remain responsive to a growing customer base. Since opening its doors in 1938, the family-owned business has evolved from its roots in precision tooling to become a cornerstone in the plastic manufacturing industry. Today, Rocheleau equipment is at work in more than 40 countries producing a diverse range of plastic products.

Recently Rocheleau began leveraging its equipment and expertise to offer blow molding services. And today the company supplies dairy and cider containers to approximately 160 customers throughout the Northeastern United States.

Initially, the new venture relied on EXCEL spreadsheets to track processes and run operations. However, demand soon exposed the limits of this manual approach. With its sights set on expansion, it was clear that a robust and automated solution was needed.

ROCHELEAU TOOL & DIE
Fitchburg, MA
rocheleautool.com



ERP Solutions for the Plastics Industry

“CyFrame understands blow molding and the plastics industry; and their people and system reflect this. CyFrame ERP uses industry terminology and, unlike other systems, addresses our requirements without extensive customization or a prolonged implementation process”



“Demand was growing, and we were adding equipment, operators, line workers, and shifts to run jobs around the clock. But we were spending too much time on data entry and other administrative functions. It was clear that we could no longer afford to run the company manually. Business as usual was no longer an option, we needed a solution that could be implemented quickly and grow along with us.”

A Move to ERP

In 2017, a decision was made to replace EXCEL with a formal ERP system. But not just any system would do. The intricacies of plastics processing demanded a solution developed especially for the industry. And after surveying the field and considering the alternatives, Rocheleau found the answer in CyFrame.

“CyFrame understands blow molding and the plastics industry; and their people and system reflect this. CyFrame ERP uses industry terminology and, unlike other systems, addresses our requirements without extensive customization or a prolonged implementation process,” said Babcock.

Migrating a manufacturing operation from spreadsheets to an ERP system is not as simple as flipping a switch. To help ensure success, CyFrame provided training, oversaw the launch on-site, and provided ongoing technical support. Soon Babcock’s team found the system to be user friendly, intuitive, and easy to use.

Growing Business Challenges

For any business, growth has its challenges, and this is especially true for plastics manufacturers. From work order entry and labeling to inventory, scheduling, planning, and quality control, plastics processing has multiple touchpoints. Performing and managing these and other tasks by hand creates unnecessary bottlenecks, promotes inconsistencies, and limits growth.

This manual process created disconnected islands of information that did not provide real-time information related to inventory, production, rejects, on-time delivery, and costing models. Without such reliable insight critical business decisions were subjectively based on estimates or outdated data.

With strained resources and EXCEL unable to deliver, Rocheleau Plant Manager, Robert Babcock knew that a proven solution was needed to automate and streamline the process.





ERP Solutions for the Plastics Industry

“Despite this growth we were able to scale up production without adding administrative support or headcount to the front office. This is something that simply would not have been possible with EXCEL and much more difficult with a generic ERP system”

Results: No Added Overhead

With CyFrame, Rocheleau can anticipate and plan according to sales, process orders faster, and get products out the door more efficiently.

“CyFrame quickly lived up to its reputation and we saw a real change,” said Production Manager, Steve Applegarth. *“We are no longer wasting time manually entering work orders, tracking inventory, or typing labels. Since implementing CyFrame, we can focus on our customers, our jobs, and growing the business.”*

For many manufacturers, even modest improvement can have a measurable impact on the bottom line. For others, like Rocheleau, the gains were exponential. Thanks to CyFrame, Rocheleau is tripling output to support a surging demand without added overhead.

“In just a few short years, we’ve gone from a single shift and a total of three people in the building to three shifts of more than 30 operators and line workers,” said Applegarth. *“Despite this growth we were able to scale up production without adding administrative support or headcount to the front office. This is something that simply would not have been possible with EXCEL and much more difficult with a generic ERP system.”*

Today, CyFrame is at work helping Rocheleau automate tasks associated with work orders, labeling, inventory, scheduling, and production planning.



Unmatched Efficiency

With a commitment to innovation and quality, Rocheleau has been a trusted name in the plastics industry for more than 85 years. Today, the company’s plastics processing business is adding to this legacy by providing exceptional service, and responsiveness.

Backed by the industry’s most trusted ERP solution, Rocheleau has a finger on the pulse of the business along with the framework and confidence to pursue any challenges that lie ahead.

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 Sheetting Extrusion, Color and Compounding producers, Calendaring Sheetting, Environment Services and Cutting Die 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)