

Manufacturing

Printer helps solve logistical problems for hydraulics manufacturer

The Italian plant of the Poclain Group, the world's leading specialist in hydrostatic transmissions, is located between Bologna and Modena. This geographic area is known locally as the 'motor valley' as its manufacturing occupants include iconic brands like Maserati and Ferrari. Those brands are large users of transmissions, so the region is also known as the 'hydraulic valley'. Many of Poclain's peers and partners are also based there.



Poclain was founded in France in 1926 by Georges Bataille and the French, family-owned group now has four divisions: Poclain Hydraulics, Poclain Powertrain, Poclain Véhicules and Grandry Technologies. The Italian plant, Poclain Hydraulics Industriale SRL, was acquired by Poclain in 2010 from Comer Industries. It is now a key member of the Poclain group, contributing an annual turnover of some €20m to the business.

Line matrix helps drive business processes

Poclain's Italian plant at Gaggio di Piano largely manufactures closed loop variable displacement pumps and high-speed motors and it is also a competence centre for axial piston products. Over 130 people work at the plant and most are engaged in production and logistics. There is also a team of R&D engineers and a sales force that works closely with Poclain's 10 other manufacturing plants and 23 subsidiaries across three continents.

Poclain's manufacturing plant is a challenging, industrial warehouse environment, subject to climatic swings and changes in humidity. Such conditions can cause issues for laser printers, causing them to jam and stop working. Poclain Hydraulics Industriale SRL cannot afford interruptions in production, so this is why it needed a printer in its shop floor area that would last and prove to be reliable in such a demanding environment. Poclain Hydraulics Industriale SRL also has to produce multiple copies of invoices and packing lists for administrative and legal reasons, so the printer would need to prove cost-effective too.

Up until 2015, Poclain was outputting such documents on laser printers. However, operational problems with these printers, caused by the demanding environment of the production floor, plus prohibitive costs, drove Poclain to look at alternative solutions.

Matteo Cirulli, IT support and Carlo Venturi, Finance and Controlling Manager said: "We had to choose whether to continue with laser for this application or change technology." After careful analysis, it was chosen to change technology and switch to line matrix printer. A Printronix P8000 Open Print machine was installed in the production area.

Better performance and more cost-effective than laser



This printer produces five copies simultaneously of all the company's invoices and packing lists, and prints around 600,000 of them every year.

The P8000 is connected by Intranet to Poclain's network and is connected to the business computers through Ethernet. The company uses Windows 7 as its operating system and production uses PostScript™ and PCL emulations for printing. When it comes to the

applications/software used for printing, Poclair has a PDF print spool with custom overlay generated by its Oracle management system. The ERP servers are located in the French Data Center.

Poclair also runs PrintNet Enterprise, Printronix's remote printer management software that allows it to remotely monitor and manage printers from a single dashboard on any networked PC.

Pernix srl, part of the Xholding Group, has taken care of installation, set up and maintenance of the Printronix P8000 printer for Poclair. Its specific knowledge about industrial printing in production, logistics and warehouse environments made Pernix the ideal consultant for Poclair.

Pernix has also been chosen to supply consumables and general maintenance, although the P8000 usually needs very little maintenance, as Matteo Cirulli states. *"First of all, multi-copy printing has solved several logistics problems in document creation. In addition, the printer, which works in an industrial warehouse environment, requires little maintenance when compared with laser printers that don't cope well with climatic swings and humidity."*

Fit for demanding manufacturing purposes

"Other users might not know the benefits of the line matrix technology. But I would say that our experience proves that this technology provides reliable printing solutions and is helping us to keep costs down to produce multi-part A4 sheets in very challenging environments,"

Poclair has no plans to dematerialise its processes as, for legal reasons, it still needs to print documents and retain a paper trail.

The solution in summary

One Printronix line matrix printer (P8000 Open Print).
Printer is used in production for printing invoices and picking lists.
Print formats: A4 multi-copy (5) sheets.
Print volume: 600,000 copies a year

About Printronix

Founded in 1974, Printronix is a leader in mission critical printing solutions, offering the most reliable range of industrial printers, supplies and associated spare parts in the industry. The company provides two of the most trusted brands in industrial and supply chain printing, Printronix and TallyGenicom, known by manufacturing, distribution and retail enterprises across the globe. The combined brand portfolio comprises high quality line matrix printers delivering verifiable printing outputs and world-class use and ruggedness to manage the high level of daily orders.

About Pernix srl

Pernix, an Xholding Group company, operates within the sector of industrial and professional label printers for manufacturing, warehouse and logistics environments. Pernix services include consultancy, products like printers, terminals, barcode readers, printing and automatic label application systems, and RFID solutions.

The Pernix slogan, 'Giving voice to moving objects', accurately summarizes its mission: Pernix makes connections, enabling objects, documents and products to communicate, thus maximizing customer's efficiency, increasing their productivity and reducing their costs.



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