

Reed Exhibitions
励展博览集团

cafcco
China Association of
Folding Carton Manufacturers

Optimización y sustentabilidad en la industria del cartón corrugado 2021

Fecha: Viernes 26 de Febrero
TIME: 10:00 -12:00, Hora Argentina
(21:00 - 23:00, Hora de Beijing)

PAPYRO.COM

SunChemical
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HAINT

WONDER
深圳萬德

Application of economic concepts to the corrugated cardboard industry

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Productive efficiency by company and by sector

- ✓ To use the widest paper that our equipment allows us
- ✓ To use the lowest possible paper weight
- ✓ To have the least commercial scrap
- ✓ To have the lowest possible set-up times in the printing process
- ✓ To have the lowest possible freight costs
- ✓ To have the lowest rejection rate possible



2480..

Cumplimiento: **38 compl., 0 sin progr., 0 parc., 0 exc.**

Upgrade: **0 kg**

Largo	Ancho	Cantidad ▾	Cant. Inf	Cant. Sup.	Programado	Marginal ▲	Upgr
1863	715	500	500	525	525	-4,791	
770	1148	600	600	630	600	1,056	
1498	705	400	400	420	400	2,140	
1363	580	640	640	672	640	5,712	
1212	556	593	593	622	593	5,979	
1700	884	670	670	703	670	7,858	
2140	1230	300	300	315	300	8,560	
2003	556	360	360	378	360	9,881	
1387	900	550	550	577	550	16,644	
2350	1970	400	400	420	400	18,017	
1442	1826	200	200	210	200	19,611	
1465	1195	600	600	630	600	26,370	
1400	2270	310	310	325	310	117,600	



	Status	Refile ...	Scrap (kg.)	Ancho prom. (...)	Metros	m²	% m²	% cant.	Combinac...
› 2300 2400	Resuelto	0,37	370	2324	28367	66844	92,46	90,92	2943
› 2400	Resuelto	0,65	440	2360	27820	66768	92,36	90,61	1579
› 2480	Resuelto	0,90	510	2434	27671	68625	94,92	92,14	1733
› 2500	Resuelto	0,86	557	2449	27151	67877	93,89	91,20	1764
› 2300 2400 2500	Resuelto	0,19	312	2389	27385	66215	91,59	90,21	3014
› 2400 2500	Resuelto	0,27	332	2436	27021	66650	92,19	90,72	3110

But....

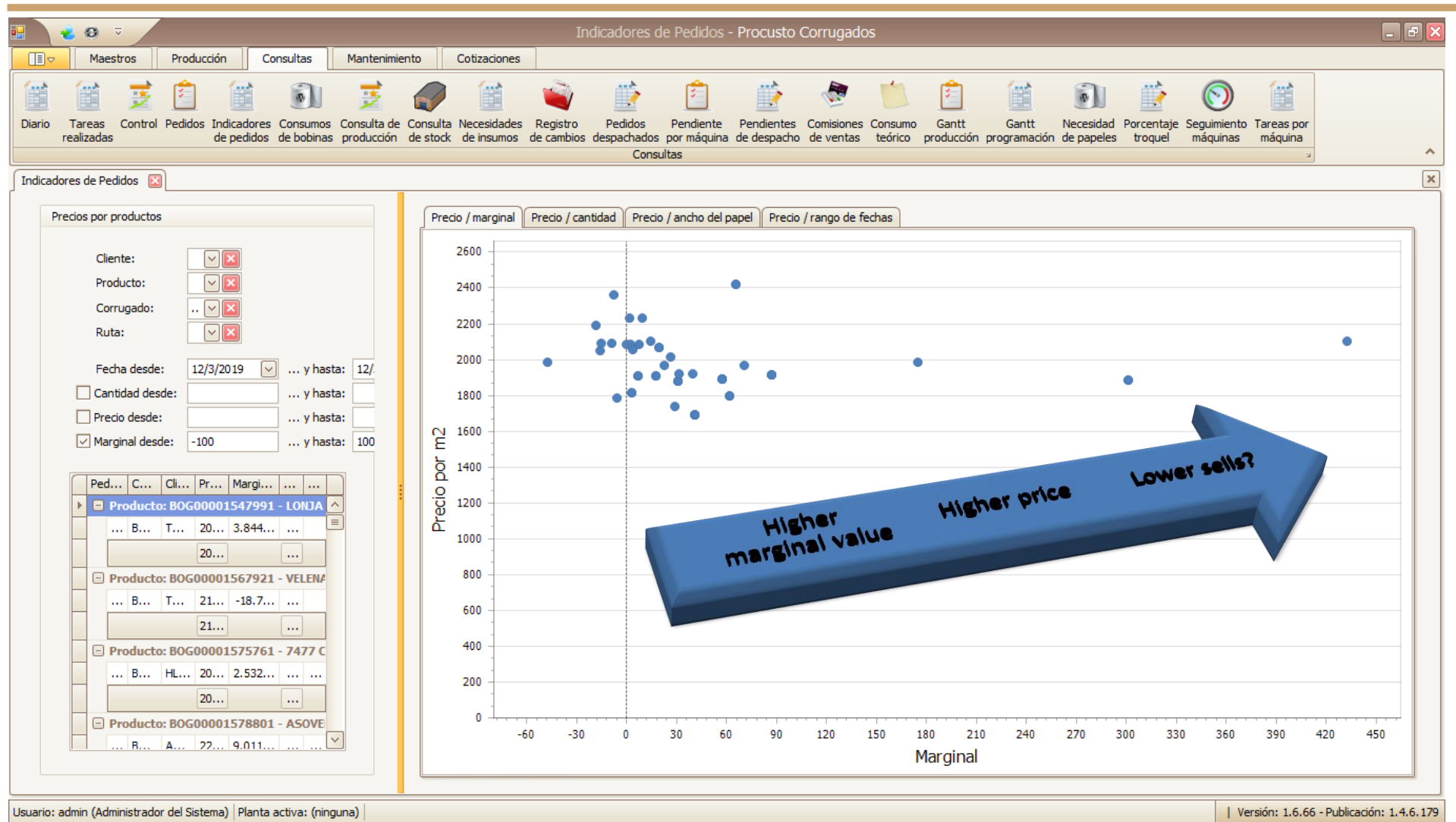
We arrived late ...

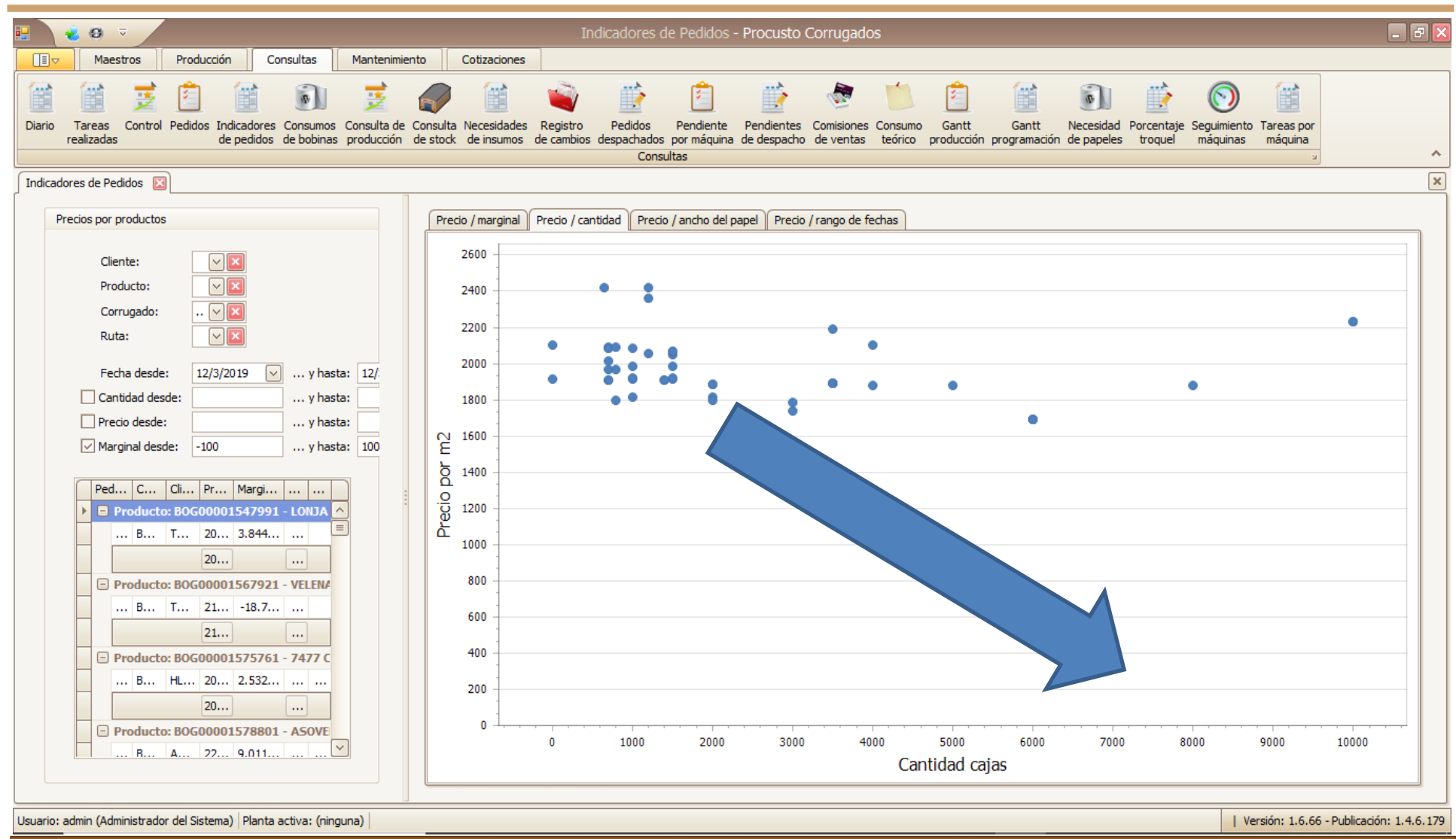
How the factory is
fed: **the right price**

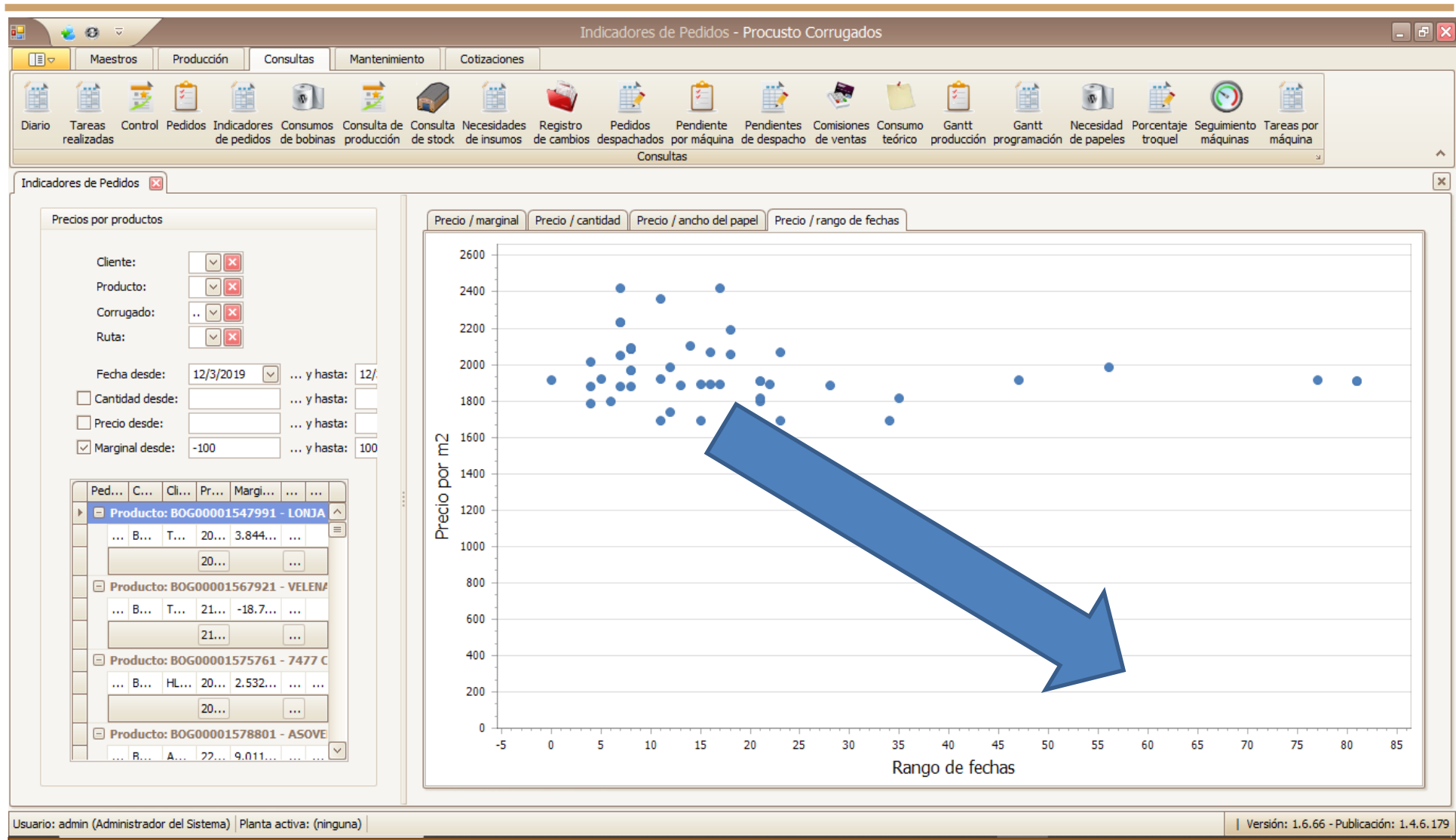
- ✓ While using PANDORA, you get an optimal solution, on the basis of already defined orders.
- ✓ Will the use of PANDORA influence the later orders to combine? The answer is YES
 - ✓ Reflecting the values that we have just seen
 - ✓ Helping to understand which widths of papers are more convenient and pointing out orders that require the use of narrower paper
 - ✓ Observing which orders require an upgrade to combine



- ✓ We elaborate PROCUSTO that uses PANDORA as an auxiliary for the corrugator programming.
- ✓ It has a module for quotes and economic data analysis.
 - ✓ The quotes must be understood by the operators of the company
 - ✓ They must be clear and reflect real costs in the PRICE. PRICE is the language of our link with the chain and the one that has to help us to be efficient



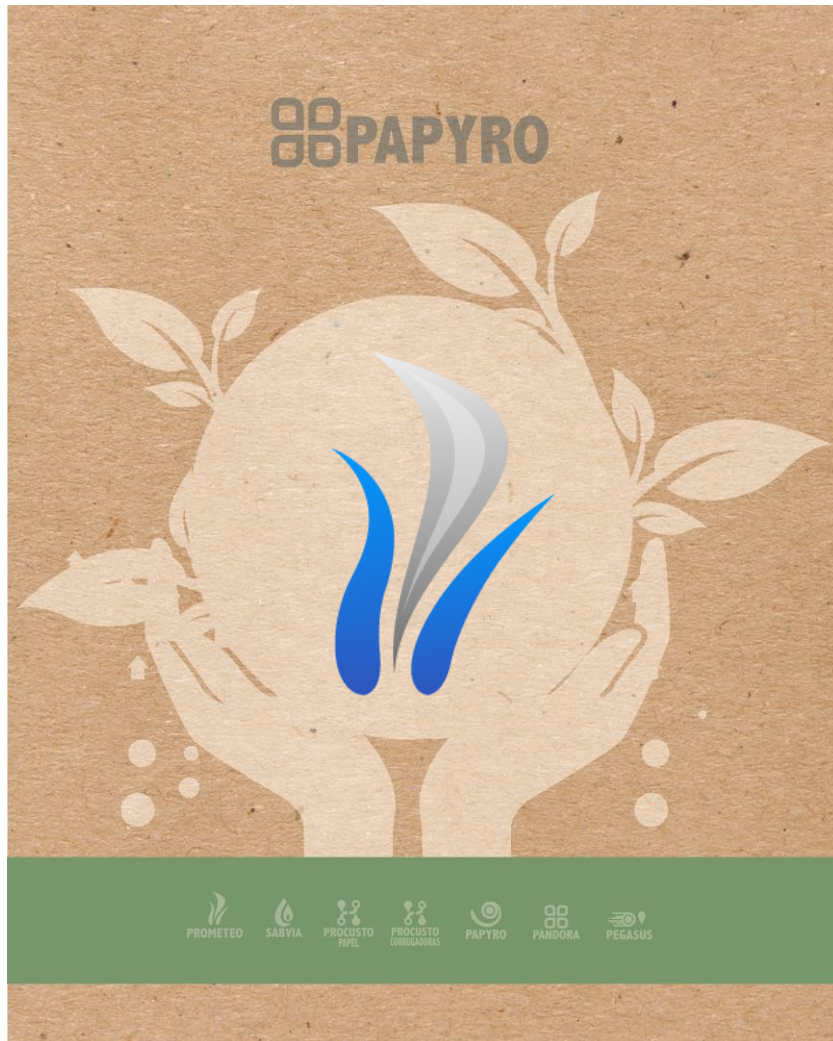




**BUT...
WE ARRIVE
LATE
(AGAIN)...**

**WHO ARE WE AS
A COMPANY?**

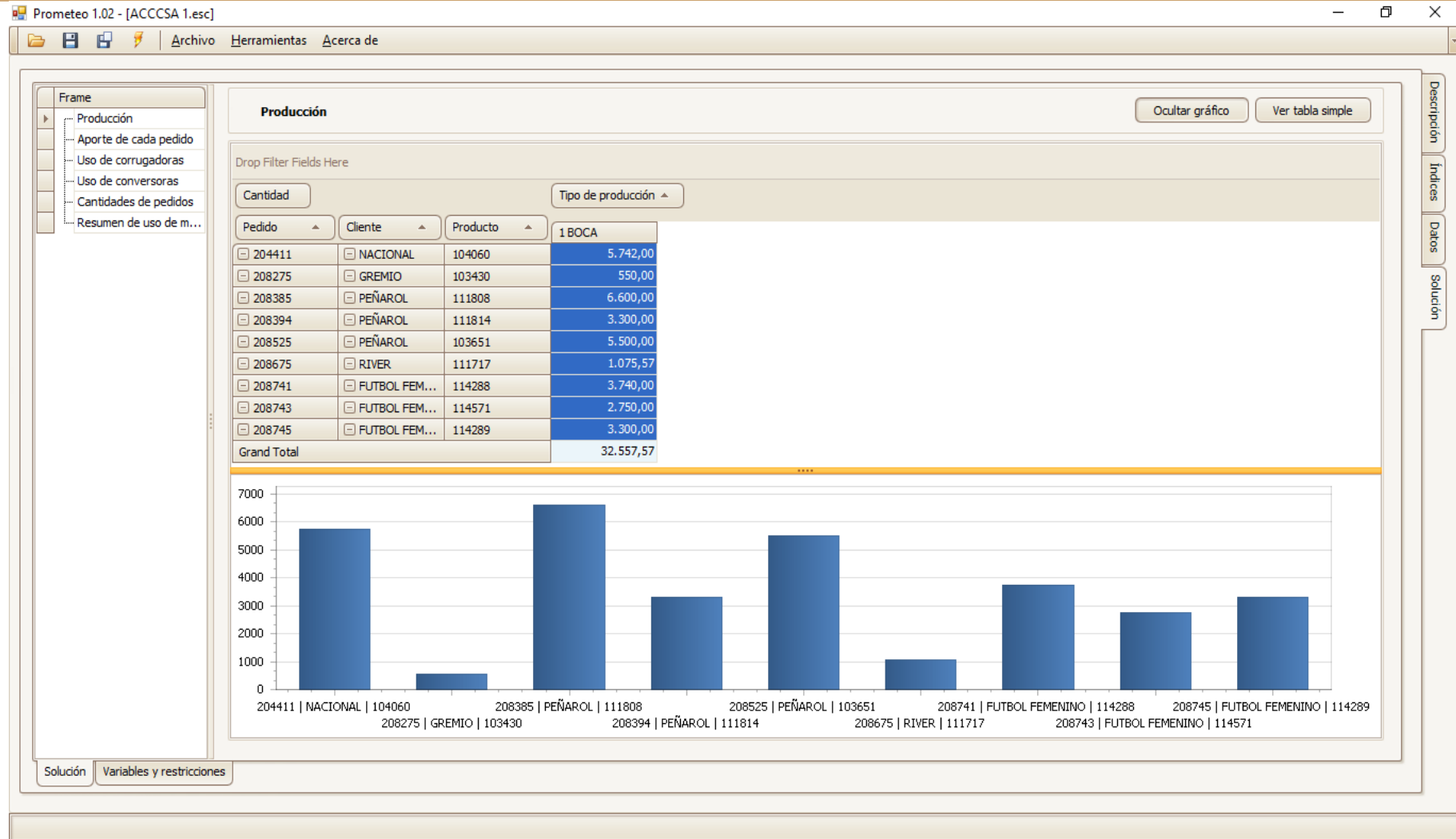
- ✓ We must understand our market, including customers and competitors (or collaborators if we see ourselves as a sector)
- ✓ We must understand the role of our company in relation to the chain
- ✓ We must know how to answer the question of which is our ideal box to produce efficiently
- ✓ Each company is different and just one will be able to make the box better based on quality, price and freight.



- ✓ We elaborate PROMETEO that uses PROCUSTO AND PANDORA to feed itself with data and to generate information for decision-making.
- ✓ It has structural information of the company
- ✓ It allows to carry out a global analysis and understand where is the profitability of our company
- ✓ It allows to evaluate globally, being able to observe the detail by product or by customer, for example.
- ✓ It allows us to identify bottlenecks and value them, going down from the perfect box



TP1 CORR1 CONV1			Drop Column Fields Here	
Valor Dual			Grand Total	
ID	Descripcion	PED1	Valor	Dual
<input type="checkbox"/> limite_corrug...	<input type="checkbox"/> Se respetan los limites de las corrugadoras *		10.000,0	2.760,1
<input type="checkbox"/> pedido_supe...	<input type="checkbox"/> Se respetan los limites maximos de cada pedi...	204411	5.742,0	2.056,3
		208275	550,0	1.224,5
		208385	6.600,0	2.456,7
		208394	3.300,0	2.443,8
		208525	5.500,0	1.612,3
		208741	3.740,0	590,2
		208743	2.750,0	1.431,9
		208745	3.300,0	1.280,1
Se respetan los limites maximos de cada pedido * Total			31.482,0	13.095,8
Grand Total			41.482,0	15.855,9





If I quote low, I can lose money; If I quote high I can lose a client. In all cases, I damage the chain

IF WE WIN IN EFFICIENCY, WE GENERATE
WEALTH TO DISTRIBUTE AMONG ALL OF
US.

ALL TOGETHER WE WIN TO INEFFICIENCY



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