

### AT A GLANCE

Vitopel is the leading BOPP Company in Latin America with more than 127000 tons produced every year. In 2003, after two years of a careful selection process, Vitopel decided to implement X-Trim, Greycon's solution for trim optimization on the two mills owned at the time. Six years later, X-Trim implementation has proven not only to be profitable but also easy to expand to newly acquired locations.

#### Company

- Name: Vitopel
- Locations: Mauá and Votorantim (not implemented in the first phase) in Sao Paulo, Brazil  
Totoral in Córdoba, Argentina.
- Industry: Plastic films
- Products and services: Biaxially Oriented Polypropylene (BOPP)
- Annual production: 127000 tons
- ERP System: ORACLE
- Web site: [www.vitopel.com](http://www.vitopel.com)

#### Objectives

- Minimize trim waste through trim optimization.  
Primary goal was 1%
- Automate trim process
- Observe company's strict budget

#### Key Challenges

- Different locations with different systems
- Bi-lingual implementation team
- Implementation to be done without disrupting normal operations
- Special equipment: Bi-Winders & Metalizers

#### Solution

- X-Trim interfacing with Vitopel's system via Greycon's standard interface
- Implementation approach, one mill at a time

#### Implementation

- Planners started using X-Trim before interfaces were completed thanks to the use of import via spread sheets.
- Standard interfaces provided solid integration with mill systems.
- Functional and technical training.
- Implementation was completed in two months, one month in each location.

#### Key Benefits

- Reduced trim waste by 3%
- ROI < 1 month
- X-Trim had to be implemented in Votorantim when Vitopel acquired the mill. Only one week on-site visit with two consultants was needed.
- 20% of reduction on the labor force in S&OP area (headcount).

*“With X-Trim we were able to reduce our trim waste by 3% obtaining a ROI of weeks”*

*“Greycon provides the best support compared to all of our software providers”*

Eduardo Furlan,  
Supply Chain Coordinator &  
International Logistics

