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Feedback report



## **The Cercle Vert group entrusts its printing to Printronix, saving € 1 million in 5 years**

*The business challenges associated with distribution require the technologies within the logistics chain to be mastered perfectly. Of these, the choice of printing solutions plays a key role. Regardless of whether issuing delivery notes or producing invoices, volumes can in fact become so large that they constitute a considerable proportion of a company's operating costs. This is the conclusion drawn by the Cercle Vert group, which decided to integrate Printronix line matrix printers into the heart of its IT system.*

### **More than 2.5 million sheets printed per year for 450,000 orders delivered**

Founded in 1985, the Cercle Vert group specialises in the distribution of food and non-food products in the region around Paris for professionals in institutional catering (healthcare, public authorities, schools and businesses) and commercial catering such as restaurants. The company employs 250 people and has over 8,000 customers. With 14,000 items in stock, the Cercle Vert group performs almost 450,000 deliveries each year with a fleet of 80 trucks.

The company has a major need for printed documents. The Cercle Vert group issues almost 8,000 documents a day. Delivery notes, invoices, billing statements, account statements, and commercial reports related to every order require paper-based documents to be produced quickly and are essential for managing the company's logistics chain and business chain.

*"We face major logistical hurdles. The challenge is to deliver to our customers quickly as they must be supplied on time in order for them to run their business well. We perform more than 1,000 deliveries every day, which is a considerable volume given that each order consists of multiple items.*

*We produce 8,000 printed documents every day in our logistics centre. Each pallet needs to be labelled and there needs to be a corresponding delivery note. These documents are produced using multi-copy forms. At the same time, invoices are issued and the documents are attached to the goods,”* explains Patrick Mendez, IT Manager at the Cercle Vert group.

### **Delivering printing solutions adapted to the business needs of logistics**

Cercle Vert was looking for a printing technology that met the business requirements of logistics. The company has been using Printronix printers based on line matrix printing technology since 1997. 8 printers are deployed in the group’s warehouses and head office.

*“I recommended the use of Printronix printers when I joined the company in 1996. I had previously worked at the Leclerc group, a major French retail chain, which used their equipment. I therefore knew Printronix for large-volume printing and also for the quality of their solution,”* Patrick Mendez emphasises.

The P8000 line matrix printers are intended to meet the needs users in the logistics field. These printers actually allow multi-copy forms to be printed as well as the on-demand production of mailing material and personalised documents. The high-performance line matrix printers are also designed for industrial and warehouse environments. They withstand use in difficult environments that are prone to dust and variations in temperature and humidity.

*“We cannot process multi-copy forms with a laser printer. Where you can use a line matrix printer for a single pass to print 2 or 3 copies at the same time, you would need to print 2 or 3 times with a laser printer. That would entail lost time, costs and consumables, and also affect the printer’s service life,”* Patrick Mendez explains.



## Managing costs and ecological impact

Another goal of Cercle Vert is also to reduce its ecological impact by deploying printing solutions at its sites with a long working life that use few consumables. Printronix is the winning choice. Printronix line matrix printing technologies allow the company to benefit from a reduction in costs of between 1 and 15 compared to laser technologies. The consumable materials used by the P8000 also have a service life twice as long as that of laser technologies. This difference enables the company to lower the environmental footprint associated with its business operations.

*“Let’s be clear. The service life for laser printer equipment is between 3 and 5 years. A line matrix printer is going to last between 5 and 10 years. With regard to consumables, all you need to change in an impact printer is the ribbon. With a laser printer, you will have to change various elements like the development unit, the fuser and the toner, all of which limits the service life with regard to the number of pages, and results in considerable maintenance costs,”* Patrick Mendez adds.



*Patrick Mendez, IT Department*

## Printronix: versatility, adaptability and customised support

The printers come with a USB port, a serial port and a parallel port as standard, have an Ethernet connection and are ready to print after configuration. The P8000 line matrix printers were easy to integrate into Cercle Vert’s network environment. The company’s IT system is based around an ERP system running on an AS400 ISeries server. Printronix printers are versatile and immediately proved to be compatible with this environment.

Moreover, Cercle Vert has calculated that the use of the Printronix equipment has enabled the company to save time and reduce the cost of consumables, resulting in savings of over € 1 million in 5 years!

Printronix has stood for reliability and innovation as a leading supplier of printing solutions designed for users in the industrial supply chain for over 40 years. Printronix has been able to depend on local partners for integration and reselling services to provide its customers with optimum support. The Cercle Vert group works with Techniprint, who has given end-to-end support for the deployment and configuration of the printers.

### **The solution in summary:**

Use of 8 P8000 line matrix printers delivering 2,000 lines per minute.

Documents produced: delivery notes, billing statements, commercial reports

Print formats: A4 equivalent and lists

Print speeds: 2000 lines/min. in correspondence quality

Consumables: long-life ribbons (30,000 pages)

Reduced time and costs of consumables have enabled savings of more than € 1 million in 5 years

Print volume: over 2.5 million pages per year

Daily operating time: 6 hours with stand-by

### **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 the two most trusted brands in industrial and supply-chain printing, Printronix et 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.

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