Fiery JobFlow

Fiery JobFlow cuts Monarch Brands' fulfillment processing time in half

Based in Philadelphia, Monarch Brands manufactures commercial linens, institutional towels, wiper rags and microfiber and sells these janitorial supplies wholesale. Monarch Brands stocks every textile the hospitality industry needs to service their guests. The company's products can be found in thousands of hotel rooms across the United States including high-quality white towels, bulk towel bales, makeup removal cloths, bleach-safe salon towels, and plush resort towels.

Monarch also wholesales microfiber cloths and mops to janitorial suppliers that handle everything from wet floor cleaning to dusting and polishing a variety of surfaces.

The need for e-commerce automation

The company, which is celebrating its 75th anniversary in 2022, started an e-commerce operation two years ago to sell its rags and towels – first on eBay and now on Amazon.com and Walmart.com, too.

"We have one employee running the entire production," explains Conrad Hough, Monarch's operations director, and, prior to automating it last fall, the process was quite laborious.

This single employee prints pick sheets and packing lists on Monarch's multi-function printer (MFP), which uses an Fiery® digital front end (DFE). "She was manually stapling around 600 orders per day," he notes. A second paper tray outputs 4-x-6-inch shipping labels, Hough adds, "then she matches up everything with the purchase order number."

Hough knew there was room for improvement in the process: "There's always a better way to do something," he says. Hough is a self-described process person, one who had Fiery experience at Kinko's/FedEx Office, where he had worked for six years with some demanding clients, including Merrill Lynch in the finance sector. "I knew the Fiery solution was intuitive enough to do what Monarch needed it to do," he says.

CHALLLENGE

Manual processes for handline order sheets in eCommerce fulfillment.

Increasing productivity while reducing costs

Fiery JobFlow™ software automates job preparation steps in prepress workflows to produce ready-to-print files. The "touchless," award-winning software can increase productivity and reduce costs, allowing users to:

- Perform essential job-processing tasks, such as image enhancement, imposition and preflighting

- Submit files to the proper location or drag and drop right on to the workflow

- Reorganize pages by splitting long jobs or extracting pages

- Receive email notifications on the job processing steps

- Manage, import and export workflows

- Submit multiple jobs and intelligently route them to other workflows

- Allow external and internal reviewers to approve jobs remotely

- Use advanced scripting to incorporate job processing from third-party applications

- Automatically send jobs to the next available printer.

Monarch Brands' product passion and market knowledge enable it to become the unbreakable first link in its customers' textile supply chain. The company only welcomes rigorously vetted suppliers into its global network, making it possible for Monarch to consistently surpass its customers' expectations. Through education, Monarch customers gain confidence in the outstanding value the company delivers. The Monarch Brands team understands that customer satisfaction forms the bedrock of its success.

Monarch Brands' marketing expertise transforms ordinary textiles into unique, industry-specific products.
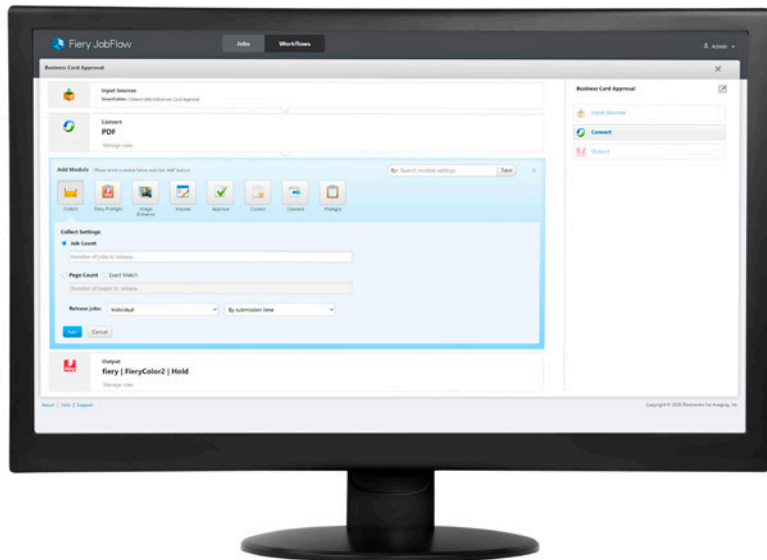
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Fiery JobFlow has brought a more structured workflow to Monarch Brands, allowing the company to increase productivity, avoid costly surprises, facilitate faster customer engagement, and eliminate bottlenecks and long delays in job processing.

SOLUTION

"I knew the Fiery solution was intuitive enough to do what Monarch needed it to do."

CONRAD HOUGH, OPERATIONS DIRECTOR

Saving on labor

Within the production workflow Monarch Brands adopted in October 2021, the company receives, via email, three separate files for a job, each with a job's P.O. number. Using JobFlow's page-merge feature, the picking sheet goes on top, followed by the packing list and the label at the end. The trio of files is dropped into a monitored folder, which includes time-saving automatic stapling. "The software is able to identify the P.O. number within the three different documents and put them in a particular order," Hough explains. Labels are printed along with the picking sheet and packing list before stapling.

Five months into the process, "we are still working out some kinks," Hough notes. Nevertheless Monarch Brands is already seeing impressive ROI numbers. The more structured workflow is helping to increase productivity and avoid costly surprises. Its flexible nature adjusts quickly to changing requirements. Built-in approvals are facilitating faster customer engagement for Monarch, and JobFlow also helps to eliminate bottlenecks and long delays in job processing. Control features within JobFlow also permit close production monitoring at all times – even when offsite.

Time is money, and "this solution is saving us about four hours per day," Hough reports, primarily because ready-to-print files are only one click away. JobFlow software eliminates repetitive, manual set up and reduces the potential for human error. And even more impressive, Monarch's dedicated staffer has been freed up and redeployed for half of her work day.

The labor savings translate to a steep drop in unit costs – to 90 cents from $2.13 per order before installing JobFlow. That is $1.23 saved for each job processed. And, as Hough notes, "it all adds up." The $1.23 saved on each processed job is $1,230 daily for the approximately 1,000 online orders that Monarch now manages. And that comes to more than $7,400 per week and nearly $400,000 in annual savings. With a MSRP of under $6,000, the payback time for JobFlow is less than one week.

EFI's online ROI calculator – available at the QR code on this page provides a fast way to estimate some of the costs savings JobFlow software provides.

RESULT

"This solution is saving us about four hours per day."

CONRAD HOUGH, OPERATIONS DIRECTOR

Foodservice & Hospitality Essentials

SmartPads Microfiber Mop Dispenser Box

Wholesale White Hospitality Towels and Sheets

Fiery JobFlow can be downloaded and installed through the Fiery Software Manager. JobFlow Base comes preinstalled on external Fiery servers running FS200 Pro or newer software. It also is available for many embedded Fiery servers through the optional Fiery Productivity Package or Fiery Automation Package.

The application is installed on a Windows computer and acts as a Fiery JobFlow server. After successful installation, users can access JobFlow from a shortcut on their desktop or from an Internet browser.

Let's be brilliant. Together.

We understand you want breakthrough technologies to lead you through your digital journey. That's why we're passionate about driving your business growth with a scalable portfolio of products, solutions, services, support, and world-class partnerships for the manufacturing of signage, packaging, textiles, ceramic tiles, building materials, commercial print, and personalized documents with a wide range of printers, inks, digital front ends, and workflow software. Our unwavering commitment is to increase your profits, cut costs, improve productivity, and optimize efficiency — job after job, year after year. We're obsessed with your success. And we definitely believe we have the right people, technology and experience to help your business achieve its goals. Visit www.fierycom or call 650-357-3500 for more information.