Significans® AUTOMATION

CASE STUDY:

Wallace Graphics

How Wallace Graphics Increased Throughput with Customized Automation

Who They Are

Wallace Graphics is a second-generation commercial printer based in Duluth, Georgia. Founded in 1987, the company has grown from a one-man operation into a diversified print manufacturer offering commercial print, direct mail, fulfillment, promotional products, apparel, and custom product simulations.

The Challenge

As the business expanded, manual production processes became a major bottleneck. Wallace Graphics needed a faster, more scalable way to process work while improving efficiency across the business.

Its objectives were to:

- Eliminate manual production steps
- Increase throughput and reduce turnaround times
- Improve production accuracy
- Reduce pressure on prepress
- Support future growth through automation

> "We were processing jobs through customer service and prepress using mostly manual steps. This made it almost impossible to increase our throughput, especially when a large volume of jobs arrived at the same time."
>
> - Anthony Guice, Director of Technical Operations

The Solution

Significans Automation designed a customized automation and integration solution built around Wallace Graphics' production environment.

The deployment included:

- Enfocus Switch, PitStop, Phoenix, and PDF Review
- Custom scripting and XML integrations
- Enfocus App Store applications

The new workflow automated order intake, proofing, prepress, print production, job creation, MIS updates, customer data processing, and material planning - eliminating repetitive manual work across the business.

ENFOCUS

The Results

Wallace Graphics began seeing measurable improvements within 1-2 months.

"Once you travel a certain distance, you can see much further. We now have a clearer vision of what's possible - and it's invigorating." - Anthony Guice, Director of Technical Operations

Results at a Glance:

- Prepress kitting reduced from 1 day to 30 minutes
- Processing time for 50 daily jobs reduced from 40+ hours to around 2 hours
- 10x increase in employee time savings
- Improved accuracy and faster turnarounds
- Increased production capacity without additional staff

The improvements also supported the investment in an HP PageWide T2200 Press, helping keep production running continuously while further increasing throughput.

ROI and Future Growth

> We started to see tangible, measurable results in about a month or two. We can do so much more with the staff and equipment we already have. I'm estimating that we'll recover our original investment in about 90 days.
>
> - Anthony Guice, Director of Technical Operations

Today, Wallace Graphics continues to work with Significans Automation to identify new opportunities for automation and long-term operational growth.

"The only restraint we have is our imagination."

Ready to reduce bottlenecks and unlock scalable automation?

Talk to Significans Automation about an assessment of your automation and integration needs.

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