

Piroto Press – Spring 2011

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CHARITY DONATIONS

The Piroto team continue to raise money through mufti days, a Christmas card alternative collection, Christmas raffle and other internal money raising activities throughout the year. In 2010 these raised a total of £2000 which was divided between 'Friends of Cynthia Spencer Hospital' and 'Animals in Need'.

Further monthly donations raised a total of £2400 last year which was split between a variety of local organisations including Macmillan Cancer Support, SERVE and Kettering Hospital Paediatrics Play Fund.

"The last few years have been tough for charities to raise money but I am proud of what the Piroto team have raised and hopefully we will beat it again in 2011".

-Leigh Mann Managing Director

CONTINUOUS IMPROVEMENT

In Summer 2010 the team re-launched 'Kaizen' as 'CI' (Continuous Improvement) and gave it a whole new identity with a new logo and new CI teams.

Since then our 19 new ideas have been implemented saving an additional 1084 annualised hours.

One of the teams have also been reviewing past Kaizens and found that almost 70% of those raised between 2005 and 2006 are still in place and continue to save time and money.

The team have found that looking back and seeing improvements that are still relevant and in action over five years later acts as a great motivator to encourage further improvements and fresh new ideas in the business.

Closing / Opening Times

EASTER BANK HOLIDAYS

We will be closed on:

Friday 22nd April 2011

Monday 25th April 2011

Friday 29th April 2011 (Royal Wedding)

MAY BANK HOLIDAYS

We will be closed on:

Monday 2nd May 2011

Monday 30th May 2011

There will be no despatches during company closures.

If you require stock on these dates or have any other questions, please do not hesitate to contact your Area Sales Manager or Sales Co-ordinator.

NEW MATERIALS COMING SOON

Piroto are continuously looking to offer new and innovative solutions. During April we will be testing five new materials including two new recyclable backing materials for self-adhesive products and three new metal detectable tag materials with improved strength, heat resistance and printability.

Once we have completed the testing we will be in touch with those customers we feel could benefit from the new products.

QUALITY ISSUE ANALYSIS

Piroto's Quality Issue team meet weekly to discuss possible solutions for any external or internal quality issues which have disrupted normal business activities for both Piroto and our customers.

Recently we have carried out a survey to investigate any current issues affecting customers and we were delighted to receive positive feedback from all customers who responded, as well as some good ideas for future improvements.

We also carry out a quarterly analysis on all issues raised to identify any trends amongst them.

In 2010 we found a growing number of minor issues occurring as a result of the courier services used for most deliveries. In response to this we have sourced an alternative delivery company and tested them in areas where issues were most common to ensure that these are resolved.

However, if you have recently experienced any further issues with deliveries or have any other ideas on areas for improvement please do not hesitate to contact a member of our sales team.

PEOPLE ON THE MOVE

Congratulations to Lisa Hyland

Piroto are delighted to announce Lisa Hyland's appointment as Contracts and Marketing Manager.

Lisa, who has worked within Piroto's sales team for over 10 years, started out as a Sales Coordinator before moving to the position of Sales Office Supervisor and then into her new role.

The new position within Piroto aims to make sure our major contracts are well looked after and customers are seen regularly, as well as also being responsible for managing our marketing needs, prospect management, sales analysis, marketing promotions and developing relationships with industry partners and suppliers.

We are sure that those of you who have spoken or had contact with Lisa will join us in wishing her all the best in her new role.

Lisa has not left a gap!

Her successor, Louise Barge, was appointed in September and has now been fully trained and took over all internal sales responsibilities in January this year.

FOR ALL
YOUR
LABEL
AND TAG
NEEDS

Consultative design service

Innovative label and tag products

Dedicated Sales Co-ordinator and Account Manager

Tailored service

Stock management

Hygienic manufacturing

High quality manufacturing to GMP standards

