



## Orbis Cuts Turn-Time on Custom Jobs Design Productivity at Mentor Facility Up 16 Percent

Every job is a custom job at Orbis, manufacturers of returnable, reusable, custom packaging solutions. Often projects go through several design revisions before the customer accepts them.

With the greatest portion of time invested in the up front design phase, "We had to reduce design turnaround time and improve our accuracy," says Dan Clark, Senior Design Engineer. They did. Here's how:

*ORBIS, North America's leader in returnable packaging for over 30 years, offers the most comprehensive array of custom and proprietary hand-held and bulk containers, pallets, and dunnage in the material handling industry.*

*Orbis - A division of Menasha Material Handling Corporation, is headquartered in Oconomowoc, WI and has multiple US offices including Mentor, OH. The company also has offices in Brazil, Canada, and Switzerland.*

*Orbis is online at [www.Orbis-Menasha.com](http://www.Orbis-Menasha.com)*

Clark and the design team worked with Technical Software, Inc. to select and implement AutoCAD Mechanical Desktop and RADAN design software. The results? In the Mentor facility alone, engineering production went up 16% last year.

"We've been able to increase the volume of jobs we're quoting, largely due to the features in RADAN and Mechanical Desktop," Clark says. "We were doing, on average, 2 projects a day; now we're completing up to 3 or 4 projects a day," he says.

### "Radan saves us a lot of time in the design process"

"We didn't really see a tremendous need for RADAN at first, so we purchased just a few seats," Clark says. "But within six months everyone in the department was using it. We found it was the most important tool for speeding up initial design time." RADAN is completely integrated with Mechanical Desktop, so it's easy to use the two packages together to save time and steps.

"It's nice to see how a lot of things are done for you in the software. Material thickness and crease and bend radius all are calculated for you; and Profile Extrude creates a sketch plane for you. The Fold and Unfold feature is great; it saves a lot of time, too," Clark says.

### "I applaud Orbis for their approach to training"

TSI Account Manager Paul Roszak explains he wasn't surprised to see Orbis increase productivity so quickly. "Dan and his engineering team had been using AutoCAD for years, so they had a great base of knowledge to start with when they came here for training. They quickly learned how to apply the extensive 3D modeling functions inside Mechanical Desktop." Once the Orbis team returned to their own shop floor, TSI came to them to provide "Over the Shoulder" training.

### "Over-the-Shoulder training was a great benefit," Clark says.

"It was tailored to our needs. (TSI Mechanical Application Specialist) Bab Hanna is great. She gets the answers to us quickly, and really strives to help us out, even now, a year after we've implemented the product."

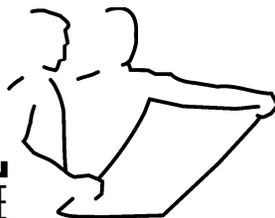
### Continued Productivity Increases Expected For Orbis

Clark feels there are at least two reasons to expect greater reductions in turnaround time. First, he says, they are continually finding new ways to integrate the software's capabilities into their work processes, saving time in ways they had not expected. Second, Clark says, each revision brings new timesaving features. "Because we have the VIP support agreement, we were able to get two full upgrades in a year, which was great," he says. Clark and his team are planning to upgrade to Mechanical Desktop 5.0 soon, to take advantage of its additional functionality and NT's faster processing time.

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