



## ST Paper Tracking for Success

Custom database results in many efficiencies.

ST Paper makes tissue out of waste paper and has been in business since April of 2007, said Joan Wilson, who is the company's Fiber Procurement Manager. Currently they have approximately 90 employees.

ST Paper had no tools for tracking the trucks that were coming into the plant. "I had no tools – only manual tools as far as what's coming in," she said. Competitive Strategies, Inc. (CSI) changed that. "CSI made a program about what's coming. It's very live information," Joan said.

The custom database written for ST Papers has functions for:

- Purchasing data entry.
- Waste paper receiving.
- Printing tags for each bale of waste paper that is received.
- Tracking which bales are used when in the pulper.
- Inventory inquiry and reports.



*Custom Database application tracks what is coming, what has been received, what is on hand and what has been used.*

*Bar coded tags on each waste paper bale makes tracking efficient and reporting accurate*

*Saves 10 hours per week for Joan alone.*

*"They (CSI) developed a custom database for what we needed"*

ST Paper has worked with Competitive Strategies for about two years, and Joan says that what has made the program so successful is that during that time, they have been able to refine the program, making it even better. "It saves so much time," she said of the database program. "It used to be manual. I had to go through a sheet of paper to see what's coming in and call the carriers." Now, she has much more accurate information.

"The reporting that we use shows a large variety of things," she said. That information relates to the loads that come to the plant as well as to the efficiency of workers. "We are able to watch our inventory and identify where the loads come from," Joan explained.

Before the company had the database in place, if she asked where a load came from, the typical answer that she received was, "I don't know." Now it allows ST Paper to watch the quality of the wastepaper that is coming in and to be able to tell exactly where that paper came from.

And, the strategies that were implemented have proven to be a big time saver for the company. "For me alone, it's probably saving me 10 hours per week, and I work a lot of hours," Joan said. "I was doing that hen scratching – making hash marks. Now, it's all there."

In addition, she no longer has to walk out onto the company's floor to find out what is coming in on a particular day. All she has to do today is just look on her computer to learn that. "It's clear. They make it easy to do," she said.

Joan is very pleased with the work of Competitive Strategies and would recommend the company to others. "They're always helpful," she said, adding that as Competitive Strategies has become even more familiar with ST Paper's work, Competitive Strategies has had more ideas for ST Paper.

"They developed a custom database for what we needed," said Plant Manager Steve Lea. "Some of our accounting takes place in India. They're able to pull the information directly off. That's a big help. They (Competitive Strategies) continue to update it. With a new department in the mill, they expanded it, so that was helpful."

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