



Trojan Manufacturing Case Study

Silkjet Leicester



Silkjet (Leicester) Limited is a niche manufacturer of Plastic Injection Mouldings specialising in low volume production runs with short lead times and providing the highest levels of customer service. The company also has vacuum forming and plastic machining, fabrication and assembly capabilities.

With over 25 years' experience Silkjet offers a comprehensive injection moulding service which includes design and development, prototyping and any post-moulding operation or assembly technique required. Its injection moulding machines have capacities from 22 to 1,000 tonnes.

Silkjet manufactures point of sale materials and products for the construction, children's toys and materials handling industry - for example the tote bins used by a major on-line retailer in some warehouses are made by Silkjet. With a number of major customers across the UK, Silkjet today has a turnover of around £3million.



Decision to Invest in Trojan Manufacturing Plastics

When Glen Wells joined Silkjet as Managing Director in 2006 he brought with him many years experience in the injection moulding business. He quickly identified as one of his first tasks the introduction of new financial and manufacturing systems. In particular, Glen identified the need for a costing system which could handle the variation, complexity and other industry specific requirements of an injection moulding business.

A number of different suppliers were considered including some of the major business software providers such as Sage, SAP and Microsoft Dynamics GP (formerly known as Microsoft Great Plains) however, none of these could provide Glen with the costing functionality that is so important to the Silkjet business

Glen had had experience of Trojan Manufacturing Plastics from Gould Group International in a previous organisation and knew that the software functionality had been developed specifically to meet the requirements of plastic injection moulding businesses – the Trojan Costing module was particularly strong and 'ticked all Silkjet's boxes'.

A decision was therefore taken to install Trojan Manufacturing Plastics.



Trojan Manufacturing Plastics was launched in 2006 as a system designed specifically to meet the needs of injection moulders and was developed in partnership with plastic injection moulding companies. It is based on Gould Group's well-established manufacturing system for batch manufacturers in the metal industries.

The future for Silkjet and Trojan Manufacturing Plastics

Following a recommendation from Gould Group, Business Link were approached with a view to providing funding support for the implementation. A grant of £3000 was provided and the process is now well underway.

Software has been installed on site and data is currently being loaded into the new system with a plan to go live in May 2007.

Clearly the benefits of Trojan Manufacturing Plastics cannot yet be assessed but Glen is convinced that the Costing Module alone will bring significant benefits to the business, providing the confidence that all elements of cost have been accounted for and enabling Silkjet to provide customers with fast, accurate and competitive quotations.

'Silkjet has grown its business by providing the highest levels of customer service. The implementation of Trojan Manufacturing Plastics will allow us to build on this in the years to come. Trojan will give us the information we need to run the business effectively and improved confidence in our ability to meet our customers' expectations.'

Glen Wells, Managing Director, Silkjet Leicester Limited.



Further Information on Trojan Manufacturing

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