



# How Infor helps paint and coating companies control costs and plan for cyclical demand needs

Manufacturers of cars, housing, construction, and other industrial goods all need paint or coatings to make their products ready for market. It's up to paint and coating producers like you to deliver on these demands. Because oil-based raw materials are subject to the fluctuations of crude oil and natural gas prices, you need the right planning tools to make sure you have the raw materials you need—purchased at the best price—and the right equipment ready at the right time.

## How Infor solutions can help

Infor® Chemicals is a purpose-built software suite that can help manufacturers of paint and coatings control costs and focus on your planning and scheduling manufacturing needs. This proven solution can help you efficiently execute and support complex sequencing rules around colors and pack sizes, rapid changeovers, short downtimes, complex tank scheduling, and faster formulation procedures.

With Infor Chemicals, you can:

**Respond faster to changes in customer demands**—You need to manage multiple pack sizes and various grades of paint, which means you have dozens—if not hundreds or thousands—of SKUs to control. Additionally, your customer orders often require specific formulations and due dates. In this complex manufacturing environment, scheduling regular production along with seasonal or cyclical demand is critical to your success.



Using Infor's sophisticated supply chain planning capabilities, you can predict demand with more certainty using daily and seasonal forecasting, replenishment planning, inventory optimization, and promotional planning. As a result, you can respond faster to changes in customer demand to avoid out-of-stock and overstock situations.

**Compensate for fluctuating commodity**

**pricing**—Because of the volatility of commodity pricing for crude oil and natural gas, a relatively small swing in price can have a significant impact on your profitability. Your raw material buyers need to hedge against significant fluctuations in market prices and exchange-rates. Having accurate information on material needs and requirement dates helps your buyers make smarter buying decisions.

With Infor Chemical's material planning tools, manufacturers like you can accurately calculate raw material requirements to guide your buyers on how much of a specific raw material needs to be purchased, as well as the date when the purchase should be made. The automatic generation of raw material requirements—based on the demand plan—provides a clear purchase requirements plan, easing communication with suppliers and allowing your buyers to focus their time on obtaining the best price to meet demand.

With Infor Chemicals, you can better manage demand capacity, while handling a vast collection of SKUs, formulations, and specific customer orders.

**Optimize formulas**—Success in this market depends on your ability to introduce a steady stream of new products to meet changing customer requirements and consumer trends. When you have hundreds of customized formulas in your product portfolio, you can't rely on spreadsheets to manage them without running the risk of introducing errors.

With Infor Chemicals' sophisticated product lifecycle management tools, you can ensure formula ingredient compatibility, respond to customer demands, compensate for current raw material availability, and meet new specifications at optimal cost. This way, you can develop new and revised formulas quickly and collaboratively, reduce the costs for new product introductions, and decrease the amount of time it takes to bring a product to market. With Infor Chemicals, you can create new formulations that respond to customer demands more quickly, compensate for current raw material availability, and meet new specifications at optimal cost.

### Improve the utilization of equipment

**resources**—Because paint production needs to be sequenced based on numerous variables (e.g., from light to dark), Infor Chemicals powerful scheduling tools can help you select the best production line and sequence for each production order so as to minimize changeover times. This is an especially crucial ability, should all of your production lines already be running when a new order needs to be scheduled. In this situation, a smooth changeover is critical to keeping production moving, while allowing for proper machine downtime and cleaning.

And, as in all equipment-intensive production environments, breakdowns and unplanned downtime during seasonal peaks are a threat to profitability. To ease this pain, Infor offers enterprise asset management (EAM) capabilities that can be used to track assets and plan preventative maintenance at suitable times to improve reliability. Infor's EAM tools can also help track and manage your energy usage, so you reduce costs and boost your sustainability credentials.

## How you benefit

To stay competitive in the paint and coatings manufacturing business, you must be able to optimize your production scheduling to handle cyclical demand. With Infor Chemicals, you can better manage demand capacity, while handling a vast collection of SKUs, formulations, and specific customer orders. You get the right balance between demand and supply—from production planning and scheduling, to asset management and raw materials sourcing to help improve your profit margins and meet customer expectations.

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