

PositiveVision Broadens the Color Spectrum for GPC

Success Story

If a person were to comment on what substance they see most often every day, it is not likely that they would name ink. However, it seems rather unavoidable—the vast majority of the colors surrounding people are printed in ink. Even less likely is the fact that they would have mentioned flush—a substance used in the making of ink. If anybody were to be an exception to this thesis, though, it would be the employees of General Press Colors Ltd in Addison, Illinois.



Since 1976, General Press Colors Ltd. (GPC) has manufactured flush. Due to the sparsely populated nature of this industry, they support a large fraction of the ink production in this country. In fact, it is unlikely that anybody walks through a store without seeing some representation of their product. They actively meet the needs of a modern and growing industry and take pride in their reputation as that industry's "problem solvers."

Old Systems Make Dull Business for GPC

In an industry that is constantly changing and advancing, it gets hard to stay at the top if a company's systems are not up to the challenge of growth. This was exactly the problem facing GPC. They were running an old DOS-based system called Vertical, customized specifically for their

business. A system like that requires good support, which GPC had for a while—until their support guy's business grew to the point where he "couldn't be bothered by us anymore," says Dawn Petry, the Office Manager and IT Manager of sorts for GPC.

Obviously, such a situation left them in a tight spot. They were running Vertical for their inventory, a different software for receivables, and a third program for shipping—and reaching the limits of those programs' capabilities. In fact, they were exceeding the caps on data files, which would crash the system.

On top of that, when system problems arose or the system crashed, GPC was not able to move their trucks. That certainly would mean lowered productivity—an unmoved truck means an unsold product—but they were also being fined for leaving their trucks where they were at. With such a loss of time, productivity, and money, it was time to see that something was done.

PositiveVision Paints a Brighter Vision

GPC's first efforts at bringing their systems up to date ended up being a mess. They hired a company for installation of Sage Platinum for Windows,

Challenge: GPC was running their business on an outdated system using 3 completely disconnected programs. As the system fell short, they were losing time, money, and productivity.

Solution: PositiveVision came in and updated GPC with Sage Platinum for Windows. They consolidated the 3 programs and met every customization requirement that GPC requested.

Results: GPC saves time without the old redundant data entry and therefore increases productivity and delivers invaluable peace of mind.

Company: GPC

- Addison, Illinois
- Flush Manufacturer
- 50 Employees

System Profile:

Platinum for Windows

- Accounts Receivable
- Accounts Payable
- General Ledger
- Order Entry Pro
- Formulas
- MSDS
- Production
- Inventory Pro
- Bank Book
- Costing
- Laboratory
- Customization Workbench



“GPC’s Shipping Manager saves 3 to 4 hours daily—all time that he previously spent inputting redundant data. That’s a savings of over 1,000 hours a year!”

About PositiveVision

Positive Vision is one of the leading providers of affordable information technology software for manufacturing businesses in the greater Chicago area. Our expertise lies in streamlining systems and processes to maximize your business technology. We offer expert advice, project management, training, and technical support so that your business objectives can be met in the most effective manner possible.

Positive Vision’s consultative approach recognizes that each organization is unique. The team at Positive Vision is well trained and experienced in learning each client’s business to provide a tailored solution. We value honesty and integrity above all else, and at all times operate with your business objectives in sight.



© Copyright PositiveVision. All rights reserved. The capabilities, system requirements, and/or compatibility with third-party products described herein are subject to change without notice. The Sage Software product names mentioned herein are registered trademarks of Sage Software, Inc. and/or its affiliated entities. All other product names and/or trademarks are the property of

the product they knew they wanted. Then they began training and hit a brick wall with that company’s service. The software company had made promises concerning customization of the software, but whenever GPC wanted something changed, they were stonewalled. They ended up “scrapping the whole project” for what Dawn calls “an extreme loss.”

For four more years GPC suffered with their old program until they decided to make that big step once again—only this time, they went with PositiveVision.

“Whenever we asked the same things of PositiveVision (as we had asked the previous software company), they just said ‘ok, we’ll change the system.’” GPC was astounded by PositiveVision’s level of helpfulness. Says Dawn, “First they came in and asked what we needed, then they came back with a presentation on how they would fill those needs.” Even after that, when GPC wanted further customization, “(PositiveVision) just took our wish list and filled it all.”

PositiveVision’s first order of business was to consolidate inventory, receivables, and shipping into Sage Platinum for Windows. “It immediately cut away the hassle of repeated data entry,” says Nicole of PositiveVision, “now information is entered once and available to all branches immediately.”

GPC had also wanted more customized reporting and some specialized inventory tracking. PositiveVision made short work of those problems and now GPC can follow certain materials into the

different batches of flush they get used in and all the way onto the trucks that deliver them.

Business was finally moving at the speed GPC required.



Updated System Equals Royal Flush

PositiveVision’s support and customer service have been a particular point of praise from GPC. At one point the system was acting up and PositiveVision came in to find a virus on the server that was getting into Sage Platinum. They ended up staying after hours, days in a row, totally rebuilding the system and installing additional safeguards on the server to make sure it never happened again.

“PositiveVision and Sage Platinum has saved us considerable time, thereby increasing productivity” says Dawn.

“GPC’s Shipping Manager saves 3 to 4 hours daily—all time that he previously spent inputting redundant data. That’s a savings of over 1,000 hours a year!” Now, information generated in production or orders is immediately available in shipping for him to view. The new system is easier to use, information is easier to look up, and it is easy to do multiple things at once. “Peace of mind was the biggest thing,” says Dawn. “We don’t have to worry about anything.”

