

WHITE PAPER

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# How Quick Fitting, Inc. Cut Costs By 40% with a **QuickLabel Color Label Printer**

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## Introduction

*Quick Fitting, Inc. is the leading manufacturer of “push-connect” plumbing fittings and valves sold at Lowe’s, Tractor Supply Company, Ace Hardware and other major hardware retailers across the country.*

*They frequently found changing labels to match new retail labeling demands produced wasteful excess inventory of costly pre-printed labels, label obsolescence, and missed deadlines due to shipping delays.*

*In need of a solution, Quick Fitting discovered the in-house color label printer from QuickLabel®, the Kiaro! K-100.*

*The following paper discusses how Quick Fitting utilized their Kiaro! K-100 to eliminate their pain points, reduce production time by 80% and cut costs by 40%.*

## The Application

As the leading manufacturer of “push-connect” plumbing fittings and valves sold at major retail stores, Quick Fitting, Inc. is constantly producing a wide variety of products for shipment.

Their revolutionary plumbing products such as Corpo Pure® and Probite™ technologies were awarded Plant Engineering’s Product of the Year for 2005 and again in 2008.

They are most-known for their introduction of “push-connect” plumbing, a product that takes glues and soldering out of the plumbing equation.

“Our push-connect product allows users to simply push the fitting onto the tube, creating seamless connection in seconds,” explains David Crompton, CEO of Quick Fitting, Inc.

Quick Fitting helped to revolutionize the plumbing industry with their technologies and soon became an industry leader.

But as they moved forward, expenses were getting drained from wasted label stock, shipping delays and costly pre-printed labels.

For an industry leader with 5 U.S. patents (11 more patents pending) and relationships with many major retailers throughout the country, there was no time or money to waste on costly labeling errors and wasted inventory.

Quick Fitting set their focus on finding a total labeling solution, but first, they had to determine their requirements.

## Relieving the Pressure of Hardware Retail Standards

Distributing much of their product line to Lowe’s, Ace Hardware, etc., Quick Fitting is required to adhere to strict retail labeling standards in order for their products to appear on the shelves.

This means every product label has to meet these standards to exact the specifications, every single time.



***“We had more and more paper and more and more expense on the shelf. With the Kiaro! we don’t build up our inventory anymore, we don’t have any dead money sitting on the shelf. It’s been absolutely phenomenal.”***

***- David Crompton,  
CEO, Quick Fitting Inc.***

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“There are incredibly stringent retail-packaging-standards all the way from how the product is bagged to the barcodes that appear on the individual bags or boxes,” says Crompton.

With the stresses and intricacies of Quick Fitting, Inc.’s fast production process and large variety of product packaging, they needed a label printer that would produce fully compliant labels for every run.

David Crompton explains that the most important factor and Quick Fitting’s number one criteria for selecting a label printer was the quality of the label it created.

In search of a better labeling solution, Quick Fitting discovered QuickLabel’s line of color label printers that could be used right within their facility.

QuickLabel’s Kiaro! K-100 first needed to be tested to ensure the labels produced could withstand the shipping and transportation process through different distribution centers.



If the barcode labels are damaged in the shipping process, they will be un-usable in retail stores, forcing Quick Fitting to replicate the entire shipment.

The labels also needed to be tested for water resistance, as the product is often exposed during shipment and transportation.

Designed with their application in mind, QuickLabel makes colorfast materials that, when used in conjunction with the Kiaro! inks, don’t wash away, smudge or scratch off. The Kiaro! K-100 is also able to produce labels that are not only abrasive and water-resistant, but dirt, chemical, and UV-exposure as well.

Completing the test for abrasion and water-resistance, Quick Fitting’s labels returned completely undamaged.

After reviewing the results, Walter Tavares, Production and Logistics Coordinator, declared, "I was shocked! The condition was great. The Kiaro! is one of the best printers on the market. It's an inkjet printer, and it has better water-resistance than most laser printers!"

When David Crompton, CEO, saw QuickLabel's Kiaro! K-100 had the capability to not only produce compliant labels, but durable and professional product labels, he knew it was the right fit for his business.

"The Kiaro! labels look phenomenal," says Crompton, "the quality of the label that we get from the Kiaro! is better and more consistent than the labels that we were getting from the outside."

### The True Cost Per Pre-Printed Label

Prior to purchasing a Kiaro! K-100 from QuickLabel, Quick Fitting received their labels from an outside source.



***"The Kiaro! has given Quick Fitting the flexibility that we didn't have in the past."***

- David Crompton  
CEO, Quick Fitting Inc.

Within their facility, thousands of packages are shipped per day. By keeping pre-printed labels in-stock from an outside print house, they ran the risk of major forecasting errors.

Crompton explains, "If we ran out of labels in the course of the day, or we were even short 30 labels, we were short from completing a shipment."

To ensure there was always enough pre-printed labels in-stock, Quick Fitting began ordering enough pre-printed stock to keep their shelves full. What they didn't anticipate, however, was that they would remain on the shelves.

The amount of wasted stock from pre-printed labels sitting on the shelves for months, run obsolete by customer or retail requirements, began drowning business expenses.

Crompton's dilemma was the need to have the right labels in stock for every valve and fitting, exactly when the customer requested them.

"Customers may change an order," explains Crompton, "they may style it differently from month to month, which meant that we were forever shifting the label demand that we currently had in stock."

When considering the Kiaro! K-100 in their search for a labeling solution, the need to properly maintain their production line became a large factor.

As an on-demand printer however, the Kiaro! K-100 is designed with the ability to print labels for every product variation—every SKU—on an as-needed, on-demand basis.

This meant no more production delays and no more waiting for more pre-printed labels to arrive; a process that would typically take more than a week.

"With a Kiaro!," continues Crompton, "we just simply walk over to the unit, print off some more labels, they complete the shipment and it's out the door."

After reviewing for both production and retail standards, it was easy for Quick Fitting to make a decision on the Kiaro! K-100.

"The Kiaro! eliminates the need to park your money and have labels with no cash value just sitting on the shelf," states Crompton, "it gives you the ability to go to just-in-time inventory, and it's going to give you a label that's absolutely perfect."

## The Labeling Solution That Changed Their Business

Since using the Kiaro! K-100, Quick Fitting, Inc. has completely eliminated label overstock and maintains a streamlined production line.

They no longer worry about wasted expenses from overstock, custom orders, errors, or shipping delays; giving them the flexibility they didn't have in the past.

In addition to eradicating all of their pain points, the Kiaro! K-100 was also able to provide Quick Fitting with professional labels that saved them time and money.

***"When using the Kiaro! we actually get to see the labels printed right in front of us. If there are any mistakes in the label design, you get to fix them; right then and there. It cut our time by more than 80%."***

- Eric Sanches, Production Manager, Quick Fitting Inc.



Now utilizing just-in time production, Quick Fitting gained enhanced quality control, cutting excess production time significantly.

Eric Sanches, Production Manager at Quick Fitting, saw an immediate 80% drop in production time.

Sanches explains, "When using the Kiaro! we actually get to see the labels printed right in front of us. If there are any mistakes in the label design, you get to fix them; right then and there. It cut our time by more than 80%."

With the help of their QuickLabel printer, Quick Fitting was also able to cut labeling costs by 40%.

"We don't build up our inventory anymore; we don't have any dead money sitting on the shelf. It's been absolutely phenomenal," says Crompton.

By providing Quick Fitting with the ability to produce custom, compliant, and professional labels within their own facility, Quick Fitting, Inc. was able to eliminate all of their overstock, drop production time by 80% and cut costs by 40%.



## More About Quick Fitting

Quick Fitting, Inc. provides innovative and repairable quick connection fittings, valves, stops, PEX and accessories for copper, CPVC, PEX and stainless steel plumbing, heating, compressed air, inert gas and fluid applications.

Their push-connect technology offers significant benefits over conventional and competitive alternatives, such as ProBite™ fittings, which are easily installed, reused or even repaired.

Quick Fitting manufactures a broad selection of push-connect products in copper, brass and lead-free compliant brass. For product information on all Quick Fitting brands visit [www.QuickFitting.com](http://www.QuickFitting.com) or look for them in any many major retail store.

*"The Kiaro! gave us the ability to get exactly what we needed, to create our labels just-in-time, and it cut our cost on those labels by 40%."*

- David Crompton,  
CEO,  
Quick Fitting Inc.



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*If you want to be in control of your business and remove exterior dilemmas, it's time to invest in your business.*

*We invite you to schedule a demonstration with us to see how a QuickLabel printer can advance your business. Or, if you'd rather speak to one of our specialists, contact us today to learn more about our labeling solutions for your industry.*

**(877) 757-7978 | [www.quicklabel.com](http://www.quicklabel.com)**