

Saco Industries

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-Denise Purkey,
Operations & Purchasing Director
Saco Industries, Inc.



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McShane's provides fleet of equipment to improve efficiency & quality

• THE CHALLENGE

Saco Industries, Inc. in Lowell, IN, is a leader in kitchen and vanity manufacturing and distribution. With over 285 employees and 200,000 square feet of production and office space, Saco is committed to provide the highest quality product at competitive pricing. Saco has experienced over 20% growth annually for the last 10 years, which continually increases the company's need for high quality, efficient, cost-effective office equipment.

“It was necessary to really evaluate the office equipment situation at Saco. We needed to streamline the machines they were using to make it easier for them to order supplies and manage the costs, while still maintaining a high level of efficiency,” McShane's Major Account Representative, Sherwin Slutsky, says. “This is the third time in the last decade that we have worked with Saco to upgrade equipment, and it was definitely the right time to eliminate the hassle of different lease expiration dates and such a wide variety of required supplies to keep them running.”

• THE SOLUTION

McShane's tackled this challenge by replacing various pieces of equipment with newer models, while bringing every machine under one umbrella lease. Currently, Saco maintains a fleet of equipment including six Canon imageRUNNERS and a Canon Wide Format imagePROGRAF, as well as seven networked desktop laser printers. With this strategy, Saco can easily manage costs and upgrades with consolidated leases, which in turn will allow Saco to upgrade again in 1-3 years to stay with current technologies. Additionally, all of the supplies for the new equipment is available directly through McShane's, which is a one-stop-shop for Saco.

“Before, everyone was on a different

schedule,” states Denise Purkey, Operations & Purchasing Director at Saco. “Now, we have consolidated and streamlined all of our equipment, which means we no longer need to micro-manage it. McShane's took the time to match our needs, and now we have a full operation of capable office equipment with better quality and less jamming. This equipment solved a lot of our problems.”

• THE BENEFIT

With less jamming and better quality, Saco is able to confidently utilize the equipment for their many needs. Not only do they scan to email, fax, and run day-to-day tasks, but Saco also runs large print production jobs on the 50-page-per-minute and 35-page-per-minute machines. Also, Saco regularly prints design plans for cabinetry projects on the wide format device.

With such active use, service is of utmost importance, as Ms. Purkey explains. “We are just too busy to be down! But, we've been working with McShane's for nearly 10 years, and they are always ‘johnny-on-the-spot’ when we call with any issues. They respond quickly, and we really like our service technician, Jerome Williams. He's great!”

Each device is networked, which makes printing easy and convenient, not to mention quick. Saco runs approximately 3,000 labels per day on one of their new desktop laser printers, so speed and reliability are extremely vital.

With a company like Saco continuing to grow and expand, McShane's looks forward to providing the right office equipment at the right time to ensure the company runs smoothly and receives the best value in technology.

