



# Streamlining Labeling and Printing at Renowned Window and Door Manufacturer

**MANUFACTURER MIGRATES TO NEW LABELING SOLUTION TO SUPPORT 2D BARCODES, MAXIMIZE EFFICIENCY AND ENHANCE PRODUCTIVITY**

## SITUATION/CHALLENGE:

Pella windows and doors are known the world over for their beautifully designed products. In 2015, the company learned their existing labeling software application was outdated and there wasn't an upgrade path. With labels serving as an integral part of their business, Pella needed an alternative solution that would deliver enterprise reliability, fidelity, and performance, and easily integrate with their existing fleet of Zebra printers without compromising productivity.

## SOLUTION:

Pella selected Eclipse Corporation's DocOrigin enterprise-software solution to replace their aging Adobe software. Eclipse DocOrigin is a Zebra Validated Solution that provides robust software to design, present and deliver dynamic

data-driven labels as well as forms, checks and documents. DocOrigin merged the raw data from Pella's business software to produce high-volume interactive and batch generation high-fidelity labels. And importantly, DocOrigin supports Zebra's ZPL print driver which enabled Pella to continue counting on its existing fleet of high-performance Zebra printers.

## RESULT:

Most of the products that leave Pella's factories carry a label that was produced on a Zebra printer. On a peak day, Pella generates up to 20,000 labels on hundreds of individual Zebra printers. DocOrigin easily integrated with Pella's ERP system, and the custom Zebra driver enables the company to take advantage of every print feature while maximizing print performance. Results are outstanding.

## SUMMARY

**Customer**  
Pella Corporation  
Pella, Iowa



**Partner**  
Eclipse Corporation  
Cape Coral, FL

**Industry**  
Manufacturing

## Challenge

- Outdated labeling software didn't have an upgrade or support path
- Required new label application to work with Zebra industrial printers
- Maintain output of up to 20,000 labels a day

## Solution

- Zebra Industrial Printers
- Eclipse DocOrigin software solution

## Results

- Seamlessly integrates with Pella's ERP system
- Maintains high-volume output without incident
- Works flawlessly with all vintages of Zebra printers



## Finely-Crafted Windows and Doors

Pella Corporation designs and manufactures made-to-order custom windows and doors and behind-the-glass blinds and shades for a myriad of homes and businesses. Founded in 1925 in Pella, Iowa, the company employs over 6,000 workers at 14 manufacturing locations across the United States. The company has received nine ENERGY STAR Partner of the Year Awards and five distinctions for sustained excellence.<sup>1</sup>

### MISSION-CRITICAL LABELS

Printing labels is a mission-critical operation across Pella's plant floors. The company creates labels that are as custom as the products they produce, so they needed to have the ability to design a label of any dimension at any time.

"We print all kind of labels for shipping, product identification, and more," says Brad Postma, development manager of information technology at Pella Corporation. "The labels contain vital information, and it is essential that we produce them quickly and accurately. In addition to internal and regulatory

requirements," Postma adds, "customers must be able to easily identify important product information, such as window and door industry information."

Pella's previous software solution for generating labels was outdated and didn't have an upgrade or support path. "We needed a company that not only understood how critical labels are to our business but had the experience to offer a stable solution for the number of labels we generate every day," explains Postma.

Pella reached out to Eclipse Corporation to learn more about their DocOrigin software application. Eclipse was established by members of the development team who pioneered automated document generation with Adobe Central. With over 25 years in the documentation generation business, the Eclipse team has intimate knowledge of the products and a keen understanding of the mission-critical role that labels play in operations. With this type of company pedigree, it was clear to Pella that Eclipse had the required experience and understood their unique business requirements.

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<sup>1</sup> <https://stories.pella.com/about-pella-corporation---fact-sheet/>

## Streamlining the Printing Process

The Eclipse DocOrigin enterprise software application is an innovative and intuitive software solution for designing and generating dynamic business documents, forms and labels. The software makes use of open technology to produce high-fidelity, high-performance labels and works seamlessly with Pella's line of business software.

Not only was DocOrigin able to handle Pella's existing needs, but it also turned out to be more efficient and easier to customize. Pella's previous solution required the company to compile multiple IFDs (a propriety Adobe Central input format) for all of the different printers to establish the print files. With DocOrigin, Pella modifies a single PRT file to set up all of the printer parameters, instead of compiling multiple form templates as previously required, to accomplish the same task.

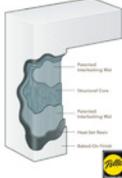
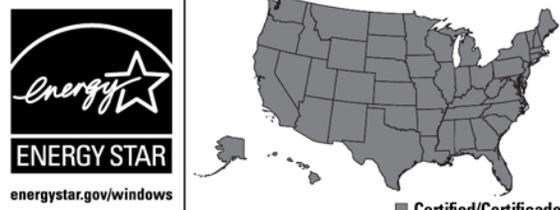
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DocOrigin also supports multiple file formats that help ensure it will be able to grow alongside the company's needs. The Eclipse team also built a custom Matrix 2D barcode specifically to address Pella's requirements.

### BACKWARD COMPATIBILITY

Pella has hundreds of Zebra printers installed throughout their factories and replacing those models was not an option. "As far as I can remember back, we've had Zebra printers at Pella," says Postma.

Remove this label after final inspection; SAVE for future reference

 <p style="font-size: small;">ENERGY STAR® Certified in Highlighted Regions</p>  <p style="font-size: x-small;">World's Best Window Co. Millennium 2000® Single-Pane Wood Frame Double-Pane Wood Frame (Low-E) Product from Member State Last NFRC 100-03</p> <table border="1" style="width: 100%; border-collapse: collapse; font-size: x-small;"> <tr> <th colspan="2">ENERGY PERFORMANCE RATINGS</th> </tr> <tr> <td>U-Factor (U.S./F.P.)</td> <td>Solar Heat Gain Coefficient</td> </tr> <tr> <td style="text-align: center;"><b>0.30</b></td> <td style="text-align: center;"><b>0.30</b></td> </tr> <tr> <th colspan="2">ADDITIONAL PERFORMANCE RATINGS</th> </tr> <tr> <td>Visible Transmittance</td> <td>Air Leakage (U.S./F.P.)</td> </tr> <tr> <td style="text-align: center;"><b>0.51</b></td> <td style="text-align: center;"><b>0.2</b></td> </tr> </table> <p style="font-size: x-small;">Manufacturer stipulates that these ratings conform to applicable NFRC procedures for determining whole product performance. NFRC ratings are determined for a fixed set of environmental conditions and a specific product size. NFRC does not recommend any products and does not warrant the suitability of any product for any specific use. For more information, call (641)621-3114 or visit the Pella web site at <a href="http://www.pella.com">www.pella.com</a> or visit the NFRC web site at <a href="http://www.nfrc.org">www.nfrc.org</a></p>	ENERGY PERFORMANCE RATINGS		U-Factor (U.S./F.P.)	Solar Heat Gain Coefficient	<b>0.30</b>	<b>0.30</b>	ADDITIONAL PERFORMANCE RATINGS		Visible Transmittance	Air Leakage (U.S./F.P.)	<b>0.51</b>	<b>0.2</b>	<p>Pella Corporation</p> <p>0.66 Fixed Window Annealed Fixed Advanced Low-E Argon Gas</p> 
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The fact that there is a dedicated Zebra ZPL print driver available within DocOrigin meant Pella could keep using their existing printers. “The driver in DocOrigin drives the Zebra printers at full speed, which is crucial for a company that labels everything coming off an assembly line,” explains Steve Brown, account manager at Eclipse Corporation.

Pella can also use DocOrigin to design and generate the Zebra labels, so if Pella’s needs expand beyond labeling, they can use the software solution across their entire enterprise – from the corporate office to the plant floor.

## SEAMLESS INTEGRATION

At the heart of the DocOrigin system is the Merge engine that sits beside the existing ERP application. The Merge engine takes data coming out of the ERP system, interprets it, merges the data into the suitable label and then sends it to the appropriate printer. While the printer is preloaded with labels, the Merge engine ensures the right data gets to the correct label.

“We’re an independent application, and we have something that’s called Integration Without Modification™ which means we can take the data stream coming out of the ERP system and handle it without the ERP application needing to be modified – which is a big deal,” notes Eclipse’s Brown.

This also meant that migration to the new system wouldn’t adversely affect productivity. Instead, since DocOrigin can support so many different file formats and provides one environment for designing and distributing labels, it’s much more efficient. The configuration also translates into savings since Pella won’t have to request modifications or changes.

“We liked the development tool to build the label template on a desktop and publish it up to the server. In that regard, we’re excited to switch to DocOrigin and use its desktop solution to build a template,” adds Pella’s Postma. “It provides a lot of flexibility to work with our existing fleet of printers.”

**“The driver in DocOrigin drives the Zebra printers at full speed, which is crucial for a company that labels everything coming off an assembly line.”**

Steve Brown, account manager, Eclipse Corporation



### ABOUT ECLIPSE

Eclipse Corporation is a leading provider of enterprise document, form and label design, presentation, generation, automation and customer communication management software. Eclipse provides tailored but affordable solutions that conform to specific needs. Eclipse’s principles are simple: provide the right solution and get the job done - on time, making the world a better place one document at a time.

To learn more about how Eclipse and Zebra can help you improve operational efficiency and worker productivity, visit [www.eclipsecorp.us](http://www.eclipsecorp.us) and [www.zebra.com](http://www.zebra.com)



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