

234–560 hours per year. Exposed.

That's how much time a mid-volume mail shop spends on paperwork that doesn't move a single piece of mail. Super conservative — shops that count reruns honestly are closer to 560 hours. Here's exactly where it goes and what you get back.

234–560

hours recovered per year

6–14

full work weeks returned

0

paperwork cycles per job

15

jobs/week baseline

Where 234–560 hours goes — every year

At 15 jobs per week, 1.25 paperwork cycles per job, 50 weeks per year. None of these tasks move mail.

Print tray tags (laser, collate by tray order)	78 hrs
33%	
Print pallet placards (laser, sort by pallet)	47 hrs
20%	
Deliver paperwork to production stations	39 hrs
17%	
Rerun recall — find and destroy old tags	39 hrs
17%	
"Where's that job?" — status checks across staff	20 hrs
9%	

5%

Shops averaging 2-3 reruns per job: **560+ hours** — that's 14 full work weeks recovered.

Task by task — what changes

Same people, same equipment, same presort software. The only thing that changes is how information moves.

Task	Today	With FloorPulse	Per Job
Print tray tags (laser, collate, walk to floor)	10–15 min	0 min — tags print on demand at the workstation	15 min saved
Print pallet placards (laser, sort by pallet)	5–10 min	0 min — placards generate when the last tray scans	10 min saved
Deliver paperwork to production stations	5 min	0 min — nothing to deliver	5 min saved
Job reruns — recall old tags, reprint, redistribute	15–20 min per rerun	0 min — new mail.dat replaces old, no paper to recall	20 min saved per rerun
"Where is that job?" — supervisor walks floor, radio calls	5–15 min/day across staff	0 min — open any browser, answer is on screen	Daily time recovered
Reprint a single lost/damaged tray tag	Pull processor off current job, 5–10 min	Operator reprints from their own screen, 10 seconds	Processor never interrupted

At 15 jobs per week, the conservative estimate (1.25 paperwork cycles per job) is 234 hours per year — 29 eight-hour days — spent generating, distributing, and recalling paperwork. Shops that count reruns honestly run closer to 3 cycles per job: about 560 hours, or 70 eight-hour days.

Before and after — same floor, same people

Nothing about your equipment changes. Nothing about your workforce changes. The only thing that changes is how information moves.

Job arrives from presort

BEFORE

Processor prints tray tags on the laser. Collates them by tray order. Prints pallet placards. Walks everything to the floor. Distributes to the correct stations. If the job reruns, all of that paper comes back and the cycle repeats.

AFTER

The mail.dat file drops into a watched folder. FloorPulse imports it automatically. The supervisor clicks "Create Job." The floor has the data. No paper was printed, no one walked anywhere.

Operator needs a tray tag

BEFORE

Operator sorts through a stack of pre-printed tags. Finds the one that matches the current tray. If the tag is missing or damaged, they stop production and call the processor for a reprint.

AFTER

Operator scans a piece barcode. The correct tray tag prints at their workstation instantly. If they need a reprint, they press a button on their screen. The processor is never interrupted.

Pallet is complete

BEFORE

Operator or supervisor manually pulls the pre-printed placard from a sorted stack. If it's a warm laser print, pages may stick together — a missing placard isn't discovered until the dock.

AFTER

The last tray scans into the pallet. The placard generates and prints automatically. No sorting, no sticking, no missing placards.

Job reruns (thickness, list change, client revision)

BEFORE

Processor reprints all tray tags and pallet placards. Someone walks the floor collecting old paperwork. Old tags that aren't found become a risk — wrong tag on the wrong tray, discovered at postal acceptance or not at all.

AFTER

The revised mail.dat drops into the same folder. If production hasn't started, it replaces the old job automatically; if it has, the supervisor sets the job Done and the revised file takes over on its own. No pre-printed paperwork exists because tags are printed on demand — you can't tag a tray with old data if the old data doesn't exist anymore.

Supervisor needs job status

BEFORE

Walk the floor. Radio the operator. Ask shipping. Call the customer back. Five people spend 15 minutes each getting a number that's already stale by the time they have it.

AFTER

Open any browser. Trays done, pallets done, pieces estimated — live, on screen, updated in real time. Anyone on the network can see it: supervisor, ops manager, shipping, customer service.

Two machines running the same job

BEFORE

Station 3 prints a tray tag. Station 7 already printed it. Nobody knows until the dock or the postal audit. Wasted time, wasted materials, wasted postage.

AFTER

Station 3 scans the piece. FloorPulse shows the tray was already printed by Station 7. The operator sees it immediately — before paper, before postage, before the mistake compounds.

Risks that go away

These aren't hypothetical. Every mail production supervisor has dealt with every one of these. The question isn't whether they happen — it's how often and how expensive.

Wrong tray tag on a tray

Pre-printed tags can be placed in advance (pre-tagging), placed in the wrong tray, or survive a rerun. With on-demand printing, the tag doesn't exist until the tray is scanned — the entire category of pre-tagging errors disappears.

Old tags used after a rerun

When a job reruns with new presort data, old tray tags are physically on the floor. Finding and destroying all of them is a manual process that fails silently. FloorPulse eliminates this because tags from the old run were never printed — they were generated on demand from data that no longer exists.

Missing pallet placard at the dock

Warm laser paper sticks together. A placard that was printed but never separated from the stack becomes a missing placard discovered at the loading dock — or at postal acceptance. Automated placard generation on last-tray-scan eliminates the physical handling that causes this.

Duplicate production across stations

When two inkjet lines run the same job without real-time coordination, duplicate tray processing goes undetected. FloorPulse flags it at the moment of scan — not at the dock, not at the audit.

Production decisions based on stale information

"How far along is that job?" The answer is always a guess unless someone walks the floor. Shipping, customer service, and management make decisions based on information that was current 30 minutes ago. Real-time dashboards make that question and that risk obsolete.

No chain of custody

When a client walks your floor, you can show them equipment and people. But you can't show them where a specific piece is, which tray it's in, when it was processed, and at which station. FloorPulse makes that answer available on any screen, for any piece, in real time.

What operations gains

Beyond time savings. These are the operational improvements that compound over months.

Processor capacity recovered

Your processor — the person who runs presort — spends a material portion of their day on paperwork that FloorPulse eliminates. That time goes back to processing mail. More jobs through the same person, or the same jobs with time left for quality checks, client communication, or the next run.

Operator self-sufficiency

Reprints, tray lookups, pallet status — operators handle it from their own screen. They don't stop production to find a supervisor. They don't pull the processor off their current job. The floor runs without constant intervention.

Institutional knowledge captured

Every scan, every print, every pallet completion is timestamped and queryable. When your most experienced person is out, the data is still there. New hires don't need to know the tribal knowledge — the system knows which tray is next.

Client confidence

Pull up any piece barcode on any screen and show the client exactly where it is. Not a report generated after the fact — live data, their job, while they're standing on your floor. That's a differentiator you can demonstrate, not just describe.

Postal acceptance readiness

USPS-compliant tray tags and pallet placards, generated from the actual mail.dat data, with correct barcode formats and dimensions. No manual transcription errors. No handwritten corrections. The label matches the data because it was generated from the data.

Measurable production data

For the first time, you have data on how long jobs actually take on the floor. Scan timestamps show when production started, when it finished, how many trays per hour each station processes. That's data you've never had — and it comes automatically, without asking anyone to track anything.

What it takes to get here

This is not a six-month implementation. It's not a consulting engagement. It's not a platform that requires dedicated IT staff.

Hardware

One Windows computer on your network (an i5 with 16GB RAM is more than enough). A thermal tag printer at each workstation (Zebra or Microcom). A barcode scanner per station (Bluetooth or USB). A network laser printer for pallet placards. You may already have most of this.

Installation

Download one file. Run the installer. FloorPulse is running. The database, the application, and the runtime are all packaged together. No database server to provision. No middleware. No configuration files to edit. First job imported same day.

Training

Operators learn one action: scan the barcode. Everything else is automatic. Supervisors learn one screen: the dashboard. Configuration is done once during setup. In-app help is available on every page in English and Spanish.

Ongoing

No IT staff required to operate. Updates are the same installer, run again — it backs up first and rolls back if anything fails. The system starts automatically on boot, survives power outages, and monitors its own health. Your presort workflow doesn't change — you still run your presort software exactly as you do now. FloorPulse consumes the output.

The bottom line

Every mail shop generates paperwork for every job. Most shops rerun jobs multiple times. Every rerun triggers another cycle of printing, distributing, and recalling. The time spent on this is real, it's measurable, and it's recoverable. FloorPulse recovers it.

The question isn't whether you can afford this. It's how many eight-hour days per year you're spending on work that a scanner and a printer can do in seconds.