



Specialist label designers and printers

**Pirotto Labelling Limited**

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THE FAMILY OF PIROTO BRANDS:

**PIROTO**  
LABELLING LIMITED

*We make labels and tags to make your lives easier*

**PIROTO**  
PHARMACEUTICAL LABELLING

*Tailored solutions to meet your needs*

**TOTRAC**  
TOTAL TRACEABILITY

**PIROTO**  
LEISURE LABELS & TAGS

**PIROTO**  
RETAIL LABELS & TAGS

“We have dealt with Piroto for many years. They are a professional labelling company that have helped us on numerous occasions to solve difficult and complicated labelling applications where others have failed or given up.

They are always willing and helpful in conducting trials and demos and we have found they have always managed to go the extra mile when we have needed them to. We would not hesitate in recommending their services to anyone.”

*Total Solutions Provider*



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## FUTURE INNOVATIONS

Piroto will continue to invest in the people and assets of the company to ensure its long term future and position in the market place.

This will require training and development of people for growth and succession planning. It will also require investment in production capability to continuously improve how we manufacture our customers products and to add to the range of labelling solutions we offer.

## NO IDEA IS A BAD IDEA

All of our products/solutions have started as a customer need or idea and developed from there!

Whatever your label needs please talk to us - we would welcome the opportunity to work with you to resolve your issues.

## KAIZEN

Working under the Kaizen philosophy of continuous improvement, each of us constantly strive to fulfil our part in delivering the best possible service to our customers.

“By continually challenging ourselves as individuals and as a company, we are able to move forward, becoming better at what we do.”  
Sales Office Supervisor



As a committed and accredited 'Investor in People' we recognise that the success of our company lies in the hands of our people; and as such, boast a team of individuals who are empowered, resourceful, energetic and dedicated.

Our success stems from the skills and commitment of all Piroto personnel. Their ingenuity, knowledge and enthusiasm, and our willingness to invest for our customers, will help to ensure Piroto will always be among the top performers in our industry.

## MISSION

“We make labels and tags to make your lives easier”

Challenge us!



## ABOUT US

Since 1972 Piroto have been designing and manufacturing specialist label, tag and print related solutions for a wide variety of markets.

During this time we have recognised it isn't just a special product or service that builds relationships with customers, but a tailored package that meets all their needs.

## MARKETS

Our major markets are food processing, food retailing, non food manufacturing, raw meat and fish processing, specialist pharmaceutical manufacturing, distribution, leisure and travel.

Based in the UK, our products are used in an ever-increasing number of countries and industries across the globe.

## PHARMACEUTICAL LABELLING

*Tailored solutions to meet your needs*

Piroto Pharmaceutical Labelling is a specialist division of Piroto Labelling Limited, offering the pharmaceutical, health and medical industries a full range of tailored labelling solutions.

## WHAT DO WE OFFER?

- Consultative design service
- Innovative label and tag products
- Dedicated Sales Co-ordinator and Account Manager
- Tailored service
- Stock management
- High quality manufacturing to GMP standards

- This can include:
- 100% print inspection during finishing
  - Quality Controlled to GMP standards
  - Individual pre-printed labels inspected and consecutively numbered
  - Positive line clearance and segregation during manufacture





## SERVICE

At Pirotto we recognise the importance that service has to live up to the quality and innovation of the products.

It's no good if you have chosen the right product but it does not arrive on time to meet your packaging schedule.

That's why Pirotto's service includes, as standard:

- ✔ Dedicated Sales Co-ordinator and Account Manager
- ✔ All orders acknowledged with delivery dates
- ✔ Stock monitoring service
- ✔ Stock holding service
- ✔ Tailored pricing
- ✔ Scheduled deliveries



## WE WILL ALSO:

Work closely with each client to improve their processes and speed up delivery.

Encourage clients to work in partnership, rather than just buy the product.

Provide a fast turnaround of labels and tags - from brief to delivery.

Create templates and standards to speed up processes for each client, to help their packaging selection in the future.

## PRODUCTS

We are producing an ever increasing range of products:

- ✔ Cards:
  - Appointment
  - Record
- ✔ Tags:
  - Patient personal belongings
  - Patient wristbands
  - Bed tags
- ✔ Pre-printed product labelling:
  - Verified bar-code labels
  - Variable data in rolls or sheets
- ✔ Various types of labels:
  - "Sample" container
  - Clinical trials
  - Pharmacy dispensing
  - Pharmacy pre-pack
  - Tamper evident
  - Black out
  - Scratch off
  - Hospital labels in rolls, sheets or dispenser boxes



## CASE HISTORY: BLOCK OUT, THE SOLUTION


Western Sussex Hospitals NHS Trust has a pharmacy re-packaging unit at their Southlands Hospital site. The role of the unit is to prepare ready-to-dispense packs for pharmacies that are otherwise unavailable from pharmaceutical manufacturers.

A great deal of order picking in hospital pharmacies is now being carried out using automatic methods. Identifying the packs by barcode reduces human picking errors primarily, and also offers a time saving.

The re-packaging unit over-labels some manufacturer's packs with dispensing labels containing barcodes, as well as instructions for using the drugs. In some cases the original manufacturer's barcode, which has to be covered by the label, could be scanned through the label. This leads to picking errors and potentially could lead to the barcode scanning as another product, where the implications for that scenario are very serious.

After a number of ideas were discussed, Piroto sampled a material suitable for laser printing, which has an opaque layer between the adhesive and face paper, blocking out anything underneath the label.

The barcodes scanned regardless of what was printed on the carton; the material was then adopted for all over-labelling operations and the problem was solved.

**Western Sussex Hospitals**   
NHS Trust

## CASE HISTORY: PILL PACK BOOKLET LABEL HOLDER

A well known clinical trials company faced a major problem!

Their booklet label supplier had promised to provide a multi page label that could be applied directly to a blister pack of pills for an important study, where timing was of the essence.

With only a few days to go they were advised that the design could not be manufactured, as planned, and they could only deliver standard booklet labels, not suitable for use with blister packs.

The clinical trials company contacted Piroto, who sent two specialist members of the team the following day and a brief was drawn up.

The label had to stay fixed to the blister pack throughout its useable life, regardless of how many pills had been dispensed, and had to be capable of carrying a standard booklet label.

After consultation with Piroto's Technical team, mock ups were handmade, re-designed and proofed, with the delivery of a useable product manufactured within 7 days of the first call.

The product was a success, it can be made to fit any size or configuration of blister pack and a number of follow up orders have since been received.

Without this quick response and innovative design the trial would have been in jeopardy.



