

# TITLE: The Drive for Perfection

## The Objective:

The primary objective of any corrugated printing and packaging operation is to be as efficient as possible. *Efficiency = productivity. Productivity = success.* Royal Containers, Ltd., headquartered in Brampton, Ontario, is a prime example of a company constantly striving to be the best at what they do and committed to making the necessary investments to achieve this.

## Challenges:

There are always challenges when trying to improve on existing procedures and processes. The Royal team recognized that printing inks are a significant component of their process and if they improve this element of their business the impact to their overall productivity will increase and further improve overall efficiency of their operation. After completing an in-depth assessment of available vendors and water based ink technologies Royal made the decision to select Flint Group. The Flint Group team, led by Mr. Frank Fortunato, proposed a 3-component program consisting of:

1. Flint Group's VIVO Colour Solutions platform.
2. HMJ tech's advanced ink dispensing system.
3. A customized color lab and office located within Royal Containers facility in Brampton.

## Solutions:

### **"VIVO"**

Color matching new colors and ensuring repeat runs offer exact "repeatable" color formulations is an important part of any print shop. A great deal of waste and inefficiency results from poor color consistency. Flint Group's corporate leadership recognized the need for an improved process solution and created VIVO. VIVO is a web-based cloud system. It is essentially an ink color formulation search engine and support service designed to increase a converter's color accuracy, press uptime and to reduce substrate and ink waste.

The system provides proven formulations for all colors on all substrates. The color database was created using Flint Group's own product lines. It provides the client with a quick and easy way to select formulations for a specific substrate.

The system is supplemented through integration with an advance proofing method using an industrial printer.



## *“Automated Ink Dispensing”*

The Flint Group team in Canada have supplemented its VIVO Colour Solutions technology by pairing it with an advanced automated ink dispensing system provided by HMJ tech.

HMJ tech’s product line has proven to offer extremely accurate and repeatable color



formulations. Their proprietary software assists Royal Containers with more than just consistent batches. There are several additional features including an advanced re-work program for returned inks, detailed inventory tracking, VOC/HAPS reporting as well as design and job costing, etc.

HMJ tech’s technology is backed by an exceptional after sales support team.

## *“Color Lab”*

No ink room is complete without a professionally designed ink lab. The Flint Group team has an extensive history of designing and implementing these solutions. The custom designed lab comes complete with the latest hardware to provide Royal Containers with everything required to provide the best results possible.

## **Conclusion**

This three-pronged approach has helped Royal Containers achieve their primary objectives:

1. Provide exceptional first-time color formula accuracy
2. Provide accurate repeat color formulas
3. Maximize re-work of return inks
4. Increase their overall productivity while reducing production waste.

A good partnership starts with a clear vision, supported by strong management and good vendors that have the right experience and technology to ensure success.