



Leader in Test Kit and Reagent Manufacturing Streamlines Production, Enhances Finished Product with REVLAR Waterproof Paper from Relyco

AquaPhoenix Scientific is a leader in test kit and reagent manufacturing, as well as a distributor of thousands of testing products and supplies. AquaPhoenix can customize test kits and reagents with private labeling, custom test factors, and custom packaging to meet the unique requirements of its commercial clients, and the company's easy-to-read, visual EndPoint ID® and EndPoint ID Plus testing procedures simplify the entire testing process. Skilled and experienced AquaPhoenix chemists can also develop customized reagents and chemicals to meet the specific needs of each application.

AquaPhoenix Scientific customers include industrial water treatment companies that must meet water-quality standards, and specialty chemical supply companies, which adhere to strict cleaning and sanitation requirements. The AquaPhoenix test kits used by organizations like these include all the items needed for testing as well as a card that provides detailed instructions. Testing is typically conducted at regular intervals and whether it occurs monthly, weekly, daily, or more frequently, following the instructions provided on the card is critical to ensuring accurate results.

At A Glance:

Customer
AquaPhoenix Scientific

Industry
Manufacturing

Relyco Product
REVLAR Waterproof Paper

Website
www.aquaphoenixsci.com

“The time we’re saving in production has made REVLAR much more cost effective overall than any other solution we considered or used in the past. Plus, REVLAR performs extremely well and that’s the greatest benefit. Our finished instruction cards have a professional, high-quality look and feel thanks to the thickness and durability of REVLAR, and we use the true white paper so our cards look crisp and are easy to read.”

Steve Snavelly
Marketing Project Manager
AquaPhoenix Scientific



AquaPhoenix had tried two complicated, time-consuming processes to produce its instruction cards, which are printed in house and on demand to meet customer requirements. As AquaPhoenix Marketing Project Manager Steve Snavelly explains, the first method required printing instructions on standard paper, cutting the paper to size (usually 4" x 7" which fits into most test kits without folding or bending) and then laminating. Alternatively, instructions were printed on a label, which was adhered to card stock. “Both approaches were very labor intensive and required that someone from our production department take time away from more important tasks,” he says. “More importantly, we were never satisfied with the appearance of the finished product. These cards remain with the test kits to be used again and again, so each time a customer sees a card, they’re seeing a representation of our company. If the printing isn’t crisp or the cuts are crooked, it can make us look less professional.”

AquaPhoenix researched a range of alternative solutions, and Snavelly was tasked with testing the samples provided by a number of vendors, including REVLAR from Relyco. “I tested papers of various thicknesses to see which would work best in our new printers,” Snavelly explains. “Then I soaked the sheets in water and in testing chemicals to see how the various papers held up in the most extreme conditions. The REVLAR from Relyco was waterproof as advertised, and it was also extremely durable and the print quality was excellent.” After Snavelly completed these preliminary tests, AquaPhoenix bought a small supply of 5.7 mil REVLAR to re-test to confirm that it worked as expected in the company’s production environment.

“With Relyco and REVLAR, we got the best waterproof paper for the job and a level of service that ensured we could use the paper as we needed,” Snavelly continues. “Relyco was very responsive and willing to work with us. Their level of expertise was especially valuable. We knew what we wanted but not how to get there, and Relyco walked me through all the options. The 4" x 7" finished size we use for most of our instruction cards isn’t standard, and Relyco was able to produce a custom solution with two 4" x 7" cards per sheet and a micro-perforation to separate them. We print cards two at a time to meet printer requirements, and then just fold and tear to separate. We still have an extra step and some waste, but the increased production speed and improved quality definitely outweigh that.”

In the two years since their switch to REVLAR, AquaPhoenix has recognized important advantages of using the paper. “The time we’re saving in production has made REVLAR much more cost effective overall than any other solution we considered or used in the past,” Snavelly adds. “Plus, REVLAR performs extremely well and that’s the greatest benefit. Our finished instruction cards have a professional, high-quality look and feel thanks to the thickness and durability of the REVLAR, and we use the true white paper so our cards look crisp and are easy to read.”

Over time, AquaPhoenix has begun to order REVLAR in different sizes for other parts of the business, including special requests. As an example, Snavelly highlights one customer in particular who orders thousands of test kits at a time, which used to require the production of thousands of laminated cards. “We always keep REVLAR in mind as we manufacture variations on our existing test kits, and we approached this customer and presented REVLAR as a cost-effective alternative to lamination,” he says. “We now produce their instruction cards in a 8 1/2" x 5 1/2" size, so we’re able to use a single half sheet of REVLAR. We benefit from significant time savings and we’ve eliminated waste; we can literally print and ship.” Snavelly adds that AquaPhoenix has even begun to point out the durability of the instructions as they promote the test kits with customers and prospects at trade shows.

About Relyco: For 30 years, Relyco has been the premier supplier of unique and innovative paper products. Our products are great for thousands of uses, which enables you to get the most value out of your printer investment. Understanding and meeting our clients’ needs is always our first priority.