



**Printing Team Realizes Cost Savings and Greater Employee Satisfaction Thanks to REVLAR® Waterproof Paper**

The Ventura Group operates the Association for Advanced Training in Behavioral Sciences and The Connecting Link (graduate level courses for teachers K-12) owned by the Education Management Corporation (EDMC), one of the largest providers of post-secondary education in North America.

One of the functions of The Ventura Group is to print the text books, study aids, and other materials used by the students who take advantage of the education and training services provided by its companies. Printing Production Manager Spiro Manos was looking for a way to improve the lamination process used with the multipage memory aids his team produced. "I was considering investing in a faster lamination machine when I received an email about REVLAR, and I began thinking that waterproof paper might be a viable option to lamination," Manos said. "Rather than going directly to Relyco for REVLAR, though, I asked my paper supplier if they offered a waterproof product. They provided me with samples, but when we saw the poor quality and low resolution with that product, I decided the best approach was to go directly to Relyco."

**At A Glance:**

**Customer**  
The Ventura Group

**Industry**  
Education

**Relyco Product**  
REVLAR Waterproof Paper

**Website**  
[www.aatbs.com](http://www.aatbs.com)

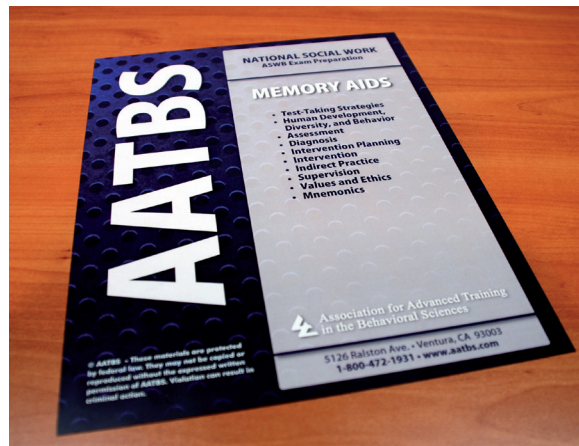
Manos ordered a small supply of REVLAR from Relyco and put the paper through its paces. “We printed, drilled, cut, folded, and scored the REVLAR as part of our first test. The product performed well and the quality was obvious; the competitive solution didn’t even come close,” Manos notes. “Next, we tested REVLAR in production by printing 100 sets of memory aids, cutting them down to size, and then collating them. The resolution and color were excellent and the readability was ideal for the type of study material. We also found that the durability was better than we had expected and probably even more than was needed—though a higher level of durability in something that is handled frequently is always an advantage.”

For the employees on Manos’s team who had been responsible for the lamination process, REVLAR proved to be a real time saver. In fact, Manos notes that his employees who were unhappy with the labor-intensive lamination process are thrilled to use REVLAR instead. Plus, he had been considering hiring a temporary or part-time employee just to do the lamination—a task that is no longer needed since REVLAR is used instead. “I’d estimate that using REVLAR saves us at least 80 percent labor time, which frees up one employee to work on other projects,” Manos says. “While I had originally been concerned about the added material costs, my business manager did a comparison and discovered that it was more cost effective to use REVLAR than lamination. And, the improvement in employee satisfaction thanks to REVLAR doesn’t hurt either.”

Manos concludes that in addition to the advantages that come from using REVLAR instead of lamination, he has found a benefit in working with the team at Relyco as well. “Relyco has helped me with any question or challenge I’ve faced—and believe me, I’ve taken advantage of their expertise with the product,” he says. “Everyone I’ve spoken to has been extremely responsive, and that has made my job easier.”

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Printing Production Manager  
The Ventura Group



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.