

# USA

**Keystone Folding Box Co.**  
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Mr. Wade Hartman,  
President

## Operating two RMGT presses for short and long run printing of healthcare packaging

Keystone Folding Box Co. is one of America's leading printing companies specializing in package printing for healthcare products. By providing high-quality, high value-added products and services with short lead times, the company has earned the trust and confidence of clients, both large and small. In renewing its production line with the aim of ensuring continued stable growth, in 2021 Keystone purchased an RMGT 970 model A1-plus size press, followed by an RMGT 1060 model B1-size press in 2022. The results have been even more successful than they expected.

### The expertise to promptly and accurately respond to client needs

Keystone has enjoyed steady growth as a proven leader in the continuously expanding healthcare package printing market. The company's main business is packaging (folding boxes and blister packs) for pharmaceutical products, including prescription drugs, OTC

and retail drugs, and drugs for clinical trials, as well as packaging for medical devices. Rather than merely producing packaging, Keystone's wealth of expertise enables them to work closely with pharmaceutical companies and propose the ideal packaging and solutions for specific client needs.

Keystone has devoted considerable time and

resources to developing innovative packaging solutions now used by a number of the pharmaceutical industry's most prominent companies. That expertise has won the company an excellent reputation throughout the pharmaceutical industry, as evidenced by the many awards received.

President Wade Hartman explained Keystone's policy. "We acknowledge the importance of a small customer with a small order. We don't bump the little guy to give priority to a massive order. Smaller customers don't get that treatment everywhere in the industry. That integrity is important to me." Regarding the company's strengths, he states that their ability to design novel products, their engineering and their capacity to make custom samples are top notch. The company does high quality rapid prototyping and offers a large amount of



custom product innovation, with a focus on rapid turnaround and the highest quality standards.

### Achieving a synergistic effect with the 970 model and 1060 model

The 970ST-5 + CC + SLD model that Keystone purchased in 2021 is ideal for printing small-size packaging such as blister packs. Although it is the company's first A1-plus size press, it has been a great success and has delivered high-quality results from the very start. Regarding the 970 model's performance, Mr. Hartman says it "has been running for 3 years with little to no maintenance issues. Downtime is almost nonexistent with this machine. It's great for jobs with quick turnarounds and gives us the extra push we often need."

Anticipating lower running costs and increased production volume after their purchase of the 970 model, in 2022 Keystone also purchased a 1060LX-6 + CC + LD model. As a result, they have been able to efficiently allocate jobs to the two presses according to the type of work, printing mainly small and medium-size jobs on the 970 model and large jobs on the 1060LX model. The ability to flexibly satisfy client needs with high-quality products has further enhanced the company's reputation.

The 1060 model is currently used to print about five jobs per shift for a total of 50,000 to 60,000 sheets, while the 970 model is used to print three or four small-to-medium size jobs averaging 1,000 to 10,000 sheets each. With the addition of these two machines, the company has significantly increased their sales volume.

The new presses have enabled production to grow, helping the company keep up with increased customer demand. Mr. Hartman says that auto register and auto color density controls are critical in ensuring the production of good materials with a higher yield. They give the company both a competitive and quality edge while also reducing operator stress levels. According to Mr. Hartman, "Operators enjoy when the press is responsive and helps them do their jobs more effec-



RMGT 970ST-5 + CC + LD A1-plus size 5-color press



RMGT 1060LX-6 + CC + LD 1,060 mm format wide-stock range 6-color press

tively. Our customers get a bump in quality and we reduce waste and save material, which is particularly important as material costs rise. That has been our experience with these RMGT presses."

### Ensuring efficiency throughout the production process

Having achieved a system capable of fast, high-quality printing at low cost, the company is now planning to also renew their post-press equipment with the aim of improving the efficiency of the entire production line. Commenting on the company's future vision for further strengthening their production infrastructure, Mr. Hartman says

"With the 1060 and 970 models upgrading our printing department, along with acquisitions to upgrade other departments downstream, we are able to create a significantly larger company with excellent balance so there are no bottlenecks in production."

Regarding RMGT and RM Machinery, he says "In addition to the support we receive from RM Machinery, it is obvious that RMGT management is engaged with and supporting the US market. They make the effort to come over to the States. They are approachable and willing to listen to customer feedback. This gives me a great sense of security, knowing that future product innovations are going to be customer-driven."