

## Streamlined Color Supply Boosts Quality, Efficiency

Detailed dental floss containers that require critical color matches benefit from a single, highly qualified supply source.

### Situation

A global oral-care company specializing in innovative, high quality products opened a division in China late in 2008 to meet demands of an expanding Asian market. In addition, the new facility was built to provide customized manufacturing solutions to serve private label and branded markets in all regions.

This plant began injection molding millions of plastic dental floss containers per month in a variety of geometries and colors for use in final production. Most of the containers have colored plastic windows molded separately and snapped into the cases. Others have colored containers with a translucent window. Each color is customized for the final customer, and requires a critical color match.

Plant managers soon realized that their practice of sourcing custom colorants from local vendors was causing inefficiencies and quality issues. Scrap rates were at an unacceptable level, and because batch-to-batch consistency was low, the quality team had to perform additional testing to “catch” the off-spec colors.

### The PolyOne Difference

This oral-care supplier turned to PolyOne for a solution, based on the Company's global presence and high quality standards. They wanted to not only streamline colorant development and improve quality, but also needed to ramp up the plant's production quickly to take advantage of a major new opportunity in Asia.

PolyOne's team went to work developing a significant number of color matches and ensuring that they were accurate and consistent from lot to lot. By using OnColor™ HC colorants to create the final masterbatches and applying its rigorous quality systems, PolyOne helped to lower the supplier's risk. OnColor™ HC color concentrates, which feature regulatory-compliant base polymers and additives, also help to create distinctive effects for the dental floss containers.



## Delivering a Value-Added Solution

PolyOne provided a solution that met the oral-care supplier's stringent color match and performance requirements while simultaneously eliminating inefficiency, scrap, and cost from the manufacturing process.

### Single supplier = Reduced supply chain cost

In streamlining the colorant supply chain by selecting PolyOne exclusively, the oral-care supplier was able to reduce its supply chain management cost, for an estimated savings of \$72,000 per year. In addition, because of PolyOne's considerable compounding expertise, its technical team was able to improve material cost performance without trading off properties or aesthetics.

### Accurate color matches = Lower scrap rate

The supplier estimates it has reduced its scrap rate by 30%. For this type of injection molding operation, a reduction of this size equates to roughly \$40,000 in annual savings. To reduce scrap rates, PolyOne's masterbatch expertise and quality systems ensure consistent color performance from lot to lot.

### Global presence = Ability to leverage new market opportunity

The global resources of PolyOne made it easier for the supplier to take advantage of a major new opportunity in Asia. Having a local PolyOne manufacturing facility in China enabled this supplier to quickly obtain material without high shipping costs.

### Local support = Faster response

Fast feedback, troubleshooting and color matching procedures enable the supplier to respond to its customers quickly to capture new business. PolyOne local technical resources are on hand to assist with all color customization requirements.

**Product choices often vary by region due to differences in regulatory and agency requirements, availability and other key factors. Please contact your nearest sales office for assistance in choosing the right solution for your locale.**

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