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Prime Packaging owner and president, with Mariusz Sosnowski, CEO of HiFlow Solutions

Illinois-based producer of labels and flexible packaging, Prime Packaging, has implemented an MIS/MES system from HiFlow Solutions to help it manage the business more efficiently. Prime Packaging expects to benefit from several advantages, including a modern system with real-time reporting.

Prime Packaging operates roll-fed flexographic presses offering up to 11 colours using water-based and UV inks.

President of Prime Packaging Kevin Kollman said the company's decision to invest with HiFlow was due to a discontinued supplier of its older MIS which ran on Windows 7. Working with HiFlow since January 2022, he said it was to time to build the HiFlow server based on the information which could be retrieved from its existing system. In June of 2024, Prime Packaging went completely live with HiFlow and stopped using the old system.

Mr Kollman added, 'Some of the systems we looked at required us to buy a separate shop floor data collection system, which is a standard module in HiFlow. Integration with QuickBooks was fast and seamless, with bi-directional communication. And finally, we had a good inventory system where we could track raw materials, work in progress and finished goods. We also like the flexibility of the reports we can generate through HiFlow and our ability to have access to real-time data and information across the entire operation.'

Mr Kollman noted that about 80% of his employees use some aspect of HiFlow daily, and the customised role- and rule-based dashboards that makes it easy for them to know what they need to get done. When a new job comes in, all the information on the order, including specifications, purchase order numbers are entered into HiFlow.

He continued, 'In addition to a smoother, more productive operation. We are benefiting from being able to see things in real time, which allows us to achieve savings by correcting issues much faster. Furthermore, the estimating system we had with our previous system didn't work for us. We were using Excel spreadsheets that made for a cumbersome process. Now we have a great estimating system, and it's very easy to compare estimates to actuals so we can continue to fine tune our estimating process. We can also produce very detailed costing data, which we couldn't do before.'

'HiFlow records all of our training sessions,' Mr Kollman explained, 'and we have them in a library for future reference, in case someone needs a refresher, or we are onboarding a new employee. That's been a big benefit for us. We had been using the older system for 15 years, so there was a lot of change for our employees, and the ability to go back to specific training sessions was important for them. Change is hard, but as we worked through the new system, we can see the benefits for the company and our customers,' he concluded.

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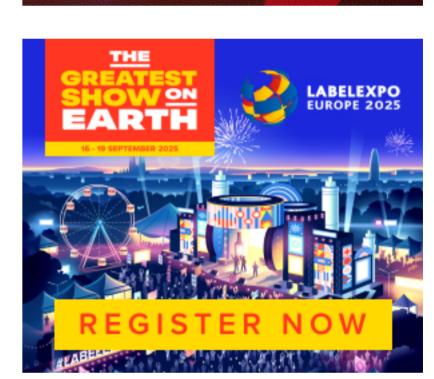
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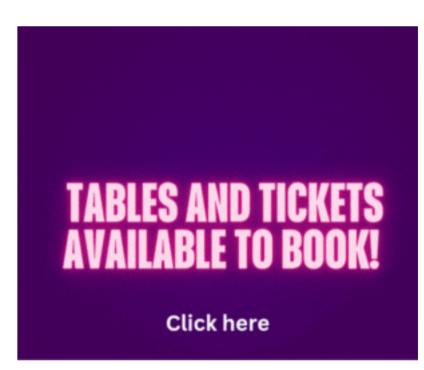
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