

... Continuous Inkjet  
**Vinh Tuong**  
Case study



# Vinh Tuong improves its code quality and accuracy with Videojet inkjet printers

**Vinh Tuong was one of the first Vietnamese producers of suspended ceiling frames, drywall frames, and ornamental ceilings, replacing the need for imported products.**

Established over 20 years ago, Vinh Tuong has experienced constant growth. In the past five years, the business has grown 500%, making Vinh Tuong one of the top 100 enterprises in Vietnam and the largest ceiling and drywall provider in the country.

With aspirations to become the largest provider of ceilings and drywalls in the Association of Southeast Asian Nations (ASEAN), Vinh Tuong has established five manufacturing plants in Southern Vietnam, Northern Vietnam, Singapore and Cambodia.



**“Getting the right code on the right product with a high quality print helps us to reduce our cost of production but also strengthens the brand of our products.”**

Chuong Trinh Huy, Production Director  
Vinh Tuong



**Vinh Tuong produces more than 25 million square meters of ceiling frames and 30 million board products, distributed by a network of 260 distributors and agents across ASEAN, Australia, Sri Lanka and South Africa.**

The Vietnam manufacturing site employs more than 330 people to manage 30 tons of daily production. To address the increase in customers, and in turn production demand, Vinh Tuong recognized a need to evaluate its coding process without compromising its own strict standards. This includes a quality management system that is compliant with ISO 9001:2008 certified by Swiss SGS.

Coding the 'product type' and its 'quality standard' directly onto the steel fabricated products provides visibility to Vinh Tuong's customers and a level of confidence in the quality of the products. Other typical information applied to the products includes logo and company name, date of manufacture and lot codes.

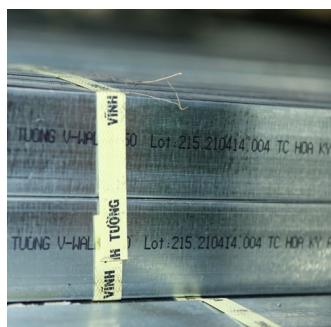
Product coding is required to meet government and customer requirements, but also acts as a form of brand awareness. This is important to a business with a strong reputation and market-leading position in the construction industry.

Simply applying a code to the product is not difficult, but maintaining a level of performance and consistent print quality can be challenging in the production environment at Vinh Tuong's Hanoi City factory. Any continuous inkjet (CIJ) printing equipment installed at Vinh Tuong must withstand a dirty environment with frequent temperature fluctuations.

The company wanted a printing solution that delivered the utmost reliability and performance while minimizing unexpected downtime, which interrupts production and may cause profit losses. Videojet approached Vinh Tuong in partnership with their long-time distributor, An Hong, to offer a demonstration of the Videojet 1000 Line CIJ printer.

The 1000 Line CIJ printers have a strong reputation for reliability, performance and simple usability. Smart features such as Dynamic Calibration™, which automatically adjusts the printer to maintain optimum ink viscosity in varying temperatures, and CleanFlow™, which provides positive flow of filtered air to help reduce ink buildup that can cause downtime, aligned perfectly to Vinh Tuong's operational needs. These uptime advantages, as well as successful print sampling, led Vinh Tuong to purchase 1000 Line printers.





The printers were put straight to the test, running ten hours per day, six days per week across eight production lines. Ching Trinh Huy, Production director at Vinh Tuong explained,

**“We were very pleased with the collaborative approach given by Videojet and An Hong. They really understood our demands and were quick to identify solutions to improve our coding process and satisfy our requirements.”**

The new 1000 Line printers made operation simple and fast, leaving production teams with more time to focus on other critical business processes rather than maintaining their CIJ equipment. Downtime events decreased, which resulted in attractive financial gains for the business.

Chuong Trinh Huy continued, “The previous printers were down at least one shift more per month with the total cost of downtime at \$12,000 to cover the cost of 10 workers, plus a loss of 8 tons of product. This gave us a saving of approximately \$10,000 per month, making the machines’ return on investment very good.”

Another area the company wanted to focus on was print quality and code accuracy. Vinh Tuong changes the printed codes four times daily and has around 250 codes to manage. “The operators prepare each message which is checked by their manager before printing. We are careful to ensure codes are correct but a more automated process would be more reliable,” said Chuong Trinh Huy.

The intuitive display included in the 1000 Line printers, along with Code Assurance features, make it easy for operators to input the information and almost impossible to create coding mistakes.

**“Getting the right code on the right product with a high quality print helps us to reduce cost of production but also strengthens the brand of our products,” said Chuong Trinh Huy.**

Videojet, together with An Hong, are proud to help Vinh Tuong maintain their strong reputation as a quality provider of construction materials. They look forward to working together on future coding and marking applications with the group.

Chuong Trinh Huy concluded, **“The people and the services of Videojet and An Hong are what we find most impressive. Compared to other suppliers we have used, they offer a far more personal service that we feel confident we can rely upon.”**



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