

# “IT’S INCREDIBLE, AND IT’S REPRODUCIBLE”

## CUSTOMER SPOTLIGHT

**CUSTOMER:**  
PERRIN RESORT AND  
COLLEGIATE APPAREL

**LOCATION:**  
COMSTOCK,  
MICHIGAN

**PRODUCT:**  
NAVIGATOR

**What do you call a project** where saving about 37 hours of labor each day is an unexpected side benefit? Robert Kern, Illustrator and Designer at Perrin Resort and Collegiate Apparel calls Xitron’s Navigator Workflow a “very good investment.”

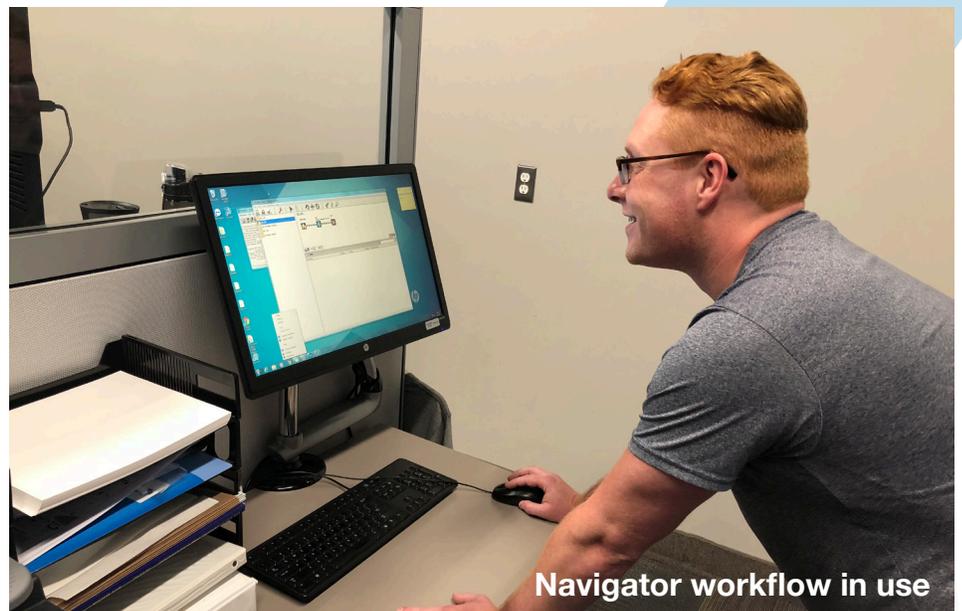
Perrin is an employee-owned screen printer, located in Comstock, Michigan, with over 200 employees. Perrin’s customers include theme parks, museums, airports, sports teams and resorts worldwide. To meet the demand, twenty M&R screen printing presses are fed by three M&R i-Image ST computer-to-screen imaging units that produce up to 900 screens a day.

Prior to the Xitron system being installed, color transitions (gradients) were a problem,

according to Kern. “It wasn’t smooth transitioning between, for example, 10% and 40%.” The need for improved quality sent Perrin looking for solutions that would complement the built-in software on their CTS systems. Industry consultant Lon Winters of Print This, Inc, recommended the Navigator workflow.

After a six-month evaluation and study, Perrin determined the Navigator workflow greatly

exceeded expectations. Thanks to the quality of Navigator’s halftone screening, Perrin has been able to produce higher quality apparel. “We see improvement in the halftone dot. It’s incredible, and it’s reproducible,” Kern said. “Before it was choppy, now it’s smooth.” The result is Perrin can now confidently move beyond solid vector artwork and into high-profit, high-end graphics including simulated process designs.



Navigator workflow in use

Because of Navigator's increase in automation and speed, one RIP now drives Perrin's three CTS devices, which are in operation two full shifts a day. The new workflow saves an average of two to three minutes per screen, which adds up to a significant labor savings. It has also made other improvements to Perrin's workflow according to Kern. Since the jobs are ripped before they are imaged, it's easier to archive RIPed jobs, making reprints a breeze.

The Navigator workflow is a server-based system with both Windows and Macintosh OSX clients, allowing multiple users to connect to the system to submit, manage, and view jobs. Additionally, the Navigator system makes it easy to view RIPed jobs and communicate the finished art between Perrin's art, R&D, and production departments.

Typically, a turnkey Navigator workflow solution for the screen printing market costs less than \$6,000, and includes the platform, software, and installation and training. Since it is subscription free, there's a quick return on investment.

Based in Ann Arbor, Michigan, Xitron has been developing graphic arts solutions for over forty years. The Navigator workflow is based on the Harlequin RIP by Global Graphics. Jeffrey Piestrak, Xitron's product manager, said he was excited about developing software solutions for screen printers. "We've helped thousands of offset and digital printers build great prepress workflows," Piestrak said. "Now I'm looking forward to seeing more of our dots on high quality apparel."



Perrin Resort and Collegiate Apparel

**PERRIN**  
RESORT AND COLLEGIATE APPAREL

<https://www.perrinwear.com/>

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