



## CLEARLY COLOURFUL



Soft pigmented inks and a new printhead deliver excellent print resolution

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## LOOKING GOOD



Code quality that reflects the brand values of a premium product

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## LEAN TOWARDS CODING



How coding can contribute towards improving OEE

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## WELCOME

It gives me great pleasure to introduce my first edition of Coder magazine

One of the reasons I'm so excited to be heading up our UK Sales operation is the wide range of printing equipment and services we supply at Linx. This variety is key to delivering the most appropriate solution for each customer's particular application.

In this issue, you can read about how one customer has been particularly impressed with our customer service, and how another is meeting retailer requirements by making the move from labelling to ink jet printing – just two examples of the different ways we aim to please our customers.

We also offer information and advice in the form of our White Papers. You can download two in this issue.

Happy reading!

**Matt Eastham**  
Head of UK Sales

## CLEARLY HIGH QUALITY

Printed code quality and machine reliability are the major benefits of two Linx 8920 Continuous Ink Jet printers installed at Decantae Mineral Water, one of the UK's leading suppliers of premium bottled waters.

Using specialist Linx Black bottling ink 1058, the Linx 8920s print batch and best-before information onto both glass and PET bottles. Importantly, the ink is able to print through any condensation on the bottles with the fast drying time avoiding the danger of smudging and ensuring a high clarity, quality code.

The Linx printers are handling up to 11,000 bottles per hour on lines that run from around eight to 11 hours each day. This reliable, trouble-free operation has enabled Decantae Mineral Water to maintain output and meet demand. With frequent changeovers between bottle sizes, the Linx 8920s' intuitive interface enables setup to be carried out quickly and easily by any operator.



"We are delighted with the Linx 8920s. In terms of code quality, this is exactly in keeping with our brand values as a premium product, while the reliability of the printers helps to ensure that production throughput is consistently maintained."

Mark Maberly, Factory Manager, Decantae Mineral Water

## COLOUR CODED

The best coding solution for a wide variety of industries is even more colourful!

The Linx 8900 Series of Continuous Ink Jet printers is now available with a range of soft pigmented inks including blue, yellow and black, as well as a brown dye based ink.

A new printhead for these inks produces larger drops of ink for bolder, denser colours, greater contrast with the substrate, and better print resolution for bigger codes. The printers also deliver some of the fastest print speeds available, while service intervals of one year or 4,000 to 6,000 hours are the longest for soft pigmented inks. These benefits help to maximise production and keep downtime to a minimum.

All inks are fast drying and extremely durable, including heat and chemical resistance. They produce high clarity codes which will stay put and won't rub off or transfer onto other surfaces. This will support companies in meeting relevant compliance regulations and

customer specifications, and avoid poor quality codes that detract from overall brand image.

All these features join the many proven benefits of the Linx 8900 series, such as its sealed printhead with autoflush cleaning for continually reliable operation; its intuitive icon-led touchscreen and self-servicing module for ease of use; and its automatic adjustment of printing according to line speed to maintain consistent code quality

As a result, companies in industries from cables, extrusions and automotive to aerospace, electronics and packaging now have an even wider choice of printing solutions to deliver the best code for their specific requirements.



## CODING – THE LEAN MACHINE

As many companies continue to adopt the principles of Industry 4.0 and drive automation throughout their operations, the need to maximise productivity and efficiencies, and in this way remain competitive, has never been greater.

Lean manufacturing – which focuses on minimising waste and maximising value-added activities – plays a key role in this, in particular helping businesses to improve Overall Equipment Effectiveness (OEE).

As part of this, the use of the latest coding equipment can make an important contribution – with benefits such as reduced waiting time, ease of set-up, minimising errors, and reducing processes and over-production.

The Linx White Paper “Coding systems for lean production” explains printed coding’s role in an efficient factory operation. Download it now at [www.linx.co.uk/white-papers/lean](http://www.linx.co.uk/white-papers/lean).



## A ‘FLARE’ FOR DURABILITY

The reliability and code quality of the Linx 8900 Continuous Ink Jet printer are ensuring that marine distress flares from leading UK supplier Powerhaul International contain an essential expiry date. This is required to ensure that the flares carry the strict industry-standard guarantee of four years.

Key requirements for the code are that it is tamper-proof and permanent, and able to remain intact in harsh saline environments.

The Linx 8900 is printing a 20-character code, using Linx 1240 Black fast-drying ink, which was chosen because of the excellent durability of the printed code. The printer is coding onto five different products and has the flexibility to place the information in different areas, depending on which flare is being coded.



“In our discussions with Linx, it was clear that not only was the Linx 8900 ideal for the job, but the company could also offer us a much higher level of service and support than our existing supplier.”

Peter Jenkins, Owner, Powerhaul International

## QUALITY AND FLEXIBILITY

A Linx 10 ink jet printer at specialist food producer Nythe Farm Kitchen is producing printed codes of increased quality, consistency and permanence that meet the high standards of the retail sector.

The company produces a range of prepared meals, snacks and convenience foods in a variety of pack formats and materials including coated card and flexible plastic film.

The Linx 10 is able to print a high quality, permanent two line code, operating up to five hours a day, four days a week. The non-contact printing method means it can easily print onto different pack types and shapes, and its compact design and light weight enable the printer to be moved and positioned wherever it is needed. In addition, the Linx 10 has its own unique ketone-free fluid, suitable for the majority of food packaging substrates.



“We needed a printer that was simple to install and use and cost-effective to run, and one that could easily fit into our existing production environment while still delivering high quality printed codes. The Linx 10 has provided the ideal solution. Switching from labels has also provided further cost savings.”

Leslie Dennis, Technical Director, Nythe Farm Kitchen

# CHEMICAL CONSIDERATIONS

For the chemicals industry, governed by many different rules and regulations, it is vital to ensure that any variable information required on the packaging is correctly printed, clear and easy to read, and can withstand the rigours of heavy handling.

Equally important is making sure your coding equipment can operate reliably and consistently to make a significant contribution to an efficient production operation.

There are many factors to consider in choosing the most appropriate printing technology and equipment - the information to be printed, the substrates to be printed on, ease of setup and changeovers, line speeds and the factory environment to name just a few.

The Linx White Paper "Choosing the right coding and marking solutions for the chemical manufacturing industry" will help guide you through the printer selection process. Download it at [www.linx.co.uk/chemicals](http://www.linx.co.uk/chemicals).



## CHRISTMAS PREPARATIONS

By now, you have probably already had your fill of Christmas music, mince pies and extended shopping hours, but Christmas is still a couple of weeks away.

That does mean, however, that there is still time to ensure you are prepared for whatever production commitments you may have during the festive period. In particular, if you are planning to operate over Christmas, it will be important to check you have enough printer fluids or if the printers are due a service anytime soon, so that they can continue to operate efficiently.

If you are taking a well-deserved holiday like much of the UK, do make sure you follow the correct shutdown procedures for your Linx printers. That way, you will have the peace of mind of an efficient start-up and first-time quality prints in the New Year.

### Last fluids order date before Christmas

For guaranteed fluids delivery before Christmas, our last order date is Tuesday 19th December – we manufacture all our CIJ fluids in the UK so prompt delivery is never a problem!

Fluids shipments will then resume on Tuesday 2nd January 2018.

To order fluids, call 01480 302128, or email [orders@linxglobal.com](mailto:orders@linxglobal.com)  
To book a service, call 01480 302600, or email [ukservice@linx.co.uk](mailto:ukservice@linx.co.uk)

### Seasonal Opening Times

<b>Service Support</b>	Friday 22nd December	7:00am – 12:00pm
	Saturday 23rd to Tuesday 26th December	Closed
	Wednesday 27th to Friday 29th December	9:00am – 4:00pm
	Monday 1st January	Closed

Should you require support while we are open please email [ukservice@linx.co.uk](mailto:ukservice@linx.co.uk) or call **01480 302600**.

### Service

For technical assistance or to book a service visit, call our Helpdesk on 01480 302600 or email us at [ukservice@linx.co.uk](mailto:ukservice@linx.co.uk).

The Helpdesk is open 7.00am to 5.30pm Mondays to Thursdays, and 7.00am to 5.00pm Fridays.

### Sales

For sales enquiries for new equipment and accessories, call 01480 302661.

To order fluids, consumables and spare parts, call 01480 302128, or email us at [orders@linxglobal.com](mailto:orders@linxglobal.com)

Lines are open 8:30am to 5:00pm Mondays to Fridays.

## HEADS UP

Matt Eastham is Linx's new Head of UK Sales. Before joining the company in 2014 as Laser Product Manager, Matt managed a business unit in the electronics industry, and held product

management and key account sales roles.

For the past year he has run the Linx Laser Business Unit, and is now looking forward to becoming more closely involved in the entire Linx UK product portfolio.



## WELCOME TO THE SERVICE TEAM

The Linx Field Service Team recently welcomed two new members to ensure we can continue to deliver a fast-response support to customers across the UK.

Ashish Patel will be covering the Rochester area while Mark Sleath will be responsible for Leicestershire.

Ashish previously worked for Vix Technology, carrying out installation, maintenance and fault rectification of vehicles and on-street hardware products.

Mark joins from Illig where his roles included both Service Engineer and Sales Engineer, responsible for installation, repair and servicing of liquid photopolymer plate making equipment.



For further information, visit [www.linx.co.uk](http://www.linx.co.uk).

Coder Magazine is produced for UK customers of Linx Printing Technologies, and is written and produced by Nielsen McAllister PR on behalf of Linx Printing Technologies.

For enquiries about the magazine or suggestions for future content, please contact the Editor, Carole Perry, Linx Printing Technologies, at [coder@linx.co.uk](mailto:coder@linx.co.uk).

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