

# coder

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# LINX

BBE AUG 2019

## BE NOTICED



New yellow ink for excellent visibility  
See page 2.

## ENHANCED PERFORMANCE



Introducing the Linx 8920 and 8940  
See page 2.

## ONLINE TIPS



Getting the most out of your Linx 8900  
See page 3.



## WELCOME

We've further evidence of Linx's proactive new product development programme in this edition of Coder with news of the additional models being introduced into the Linx 8900 range and our new yellow pigmented ink.

However, it's not all work at Linx – as the details of our various charity fundraising activities will testify.

And whether at work or play, we always strive to deliver our best.

I hope you enjoy the issue.

**Padraig Finn,**  
Head of Sales & Service UK

# NEW INK'S BENEFITS ARE CLEARLY VISIBLE

The Linx ink development team has been busy innovating to meet the demand for excellent contrast on light and dark substrates with the launch of an opaque yellow ink.

The new Linx Yellow Pigmented Ink 1079 provides excellent code visibility across a huge range of applications, everything from cable extrusions and parts marking to personal care, pharmaceutical and food products.

And with a super-fast drying time of under two seconds the ink can be used on fast-moving production lines or where products have to be handled soon after printing.

Compatible with Linx's Midi plus and Ultima plus printheads on the Linx 5900 and Linx 7900 series printers, Linx 1079 can code onto many types of materials including plastics, in particular PVC, PP, OPP and PVC jacketed wire and cables, dry glass, card and steel.

It is also an ideal solution for customers operating in industrial environments as it provides broad chemical splash and rub resistance, as well as excellent resistance to alkali, acid, water, alcohol, petrol and cutting fluid.

Another benefit is the ink's nine month shelf life – longer than many competitor pigmented inks – which means users can carry out more effective stock management, while its superior lightfastness qualities make it suitable for products and packs that are exposed to light.



## BE IN THE KNOW

A series of YouTube videos will ensure you can get the most out of your Linx 8900 printer and make your coding life even easier.

The 'Did You Know' video tips provide quick step-by-step guides on useful features of the printer including speeding up code changes, customising the home screen, switching keyboard languages, and changing the screen language.

Whatever your coding requirement - to maximise efficiencies, reduce coding errors or meet the demands of export markets - the Linx 8900 has the ideal solution. Visit the Linx YouTube page to learn more.

[www.youtube.com/user/LinxPrintingTV](http://www.youtube.com/user/LinxPrintingTV)



## CODERS TO MEET YOUR DEMANDS

The immediate success of the Linx 8900 has prompted us to introduce an additional two models into the range to extend its capabilities even further.

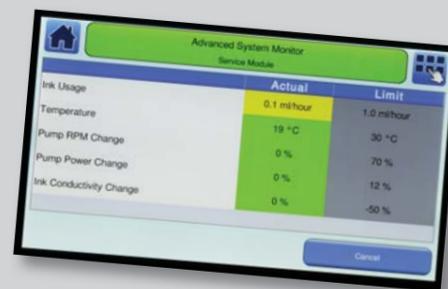
The new Linx 8920 and Linx 8940 combine the already proven benefits of the Linx 8900 with a series of additional features that deliver even faster line speeds and easier set-up along with a further extension to service intervals, enabling the coders to deal with the most demanding of applications.

Among its innovations, the unique and first-in-class Advanced System Monitoring provides an ongoing check of the printers' operation to ensure continual, reliable printing between service module changes,

with no unplanned downtime.

And the '50 named lines' feature is ideal for operations that have frequent changeovers: line settings can be saved, given meaningful names for easy retrieval, and moved between 8900 Series printers with a USB device, saving time and minimising the risk of set-up errors.

Both models can print up to five lines of code, with a maximum speed of 6.24m/s for single line coding and faster printing speeds for two or more lines of code. And the IP65 rating of



the Linx 8940 prevents dust ingress as well as providing full washdown protection to offer an even higher level of protection for more challenging production environments.

To find out more or request a demonstration, speak to your Linx contact or call 01480 302661, email [uksales@linx.co.uk](mailto:uksales@linx.co.uk).



## LINX 8900 – PROOF OF THE PUDDING...

Listening to what our customers want and then meeting these requirements are fundamental to the development of every new Linx coder. Nevertheless, it is still very gratifying to get the positive response from end-users that confirms just how well our machines are doing their job.

The Linx 8900 has certainly proved an instant hit. Since its launch last summer, it is already making a difference on a wide range of different products, from PVC cables, coated cartons and plastic film, to aluminium cans, plastic paint containers and boxes of chocolates.

Its supreme versatility is ideally demonstrated by one bakery customer where, as well as coding onto cardboard boxes of pastries, the same Linx 8900 is also being called on to code plastic tubs of soups.

Several customers have remarked how feature-rich the printer is compared to competitor models of a comparable price. Benefits particularly highlighted include its self-service wizard, easy-change fluid cartridge system, large high resolution touch

screen and longer service intervals, all of which - together with Linx's renowned reliability - are helping to deliver a lower cost of ownership.

And its many user-friendly features have prompted one customer to describe it as the

"easiest to use printer Linx has ever produced."

To find out the difference the Linx 8900 can make to your business, speak to your Linx contact to arrange a demonstration or call 01480 302661, email [uksales@linx.co.uk](mailto:uksales@linx.co.uk).



# PEOPLE PROFILE

## EXPERIENCE COUNTS

Our latest sales recruit is Darren Thompson who joins the team as Area Sales Manager – East Midlands. Darren has significant experience in the sale of capital equipment having previously worked for Nordson UK and Signode.

Darren succeeds Lewis Peasgood who has been promoted to Inside Distribution Sales Manager. In his new role, Lewis will provide an important link between Linx's external and internal commercial operations and be responsible for defining and implementing key process improvements across the commercial departments in order to further enhance the levels of service and support we offer to customers.



Darren Thompson

# WITH YOU EVERY STEP OF THE WAY...

In a busy production environment you need the reassurance that your coder won't let you down and that any problem, big or small, will be dealt with quickly and efficiently.

Our Linx Assure service agreements are designed to do just that to give you peace of mind throughout the life of your Linx CIJ printers and laser coders. And with a choice of levels of cover, they offer the flexibility to be tailored to the operational needs of your business, including timescales and payment terms.

All agreements include a combination of parts and service offerings which allow for preventative maintenance and unscheduled repairs to maximise the operational life of your equipment and minimise downtime and outlay. This is delivered by our highly qualified and experienced field service engineers, backed up by our comprehensive Customer Support department at Linx HQ.

To find out more, speak to your Linx contact or call us on 01480 302669, email [ahughes@linx.co.uk](mailto:ahughes@linx.co.uk).

Product Offering	Linx Assure Basic Cover	Extended Warranty	Linx Assure Premier Cover
<b>SCHEDULED MAINTENANCE</b>			
Parts (maintenance only)	✓	–	✓
Labour	✓	–	✓
Software Updates	✓	–	✓
Operator Training	✓	–	✓
Field Service Priority	✓	–	✓
<b>UN-SCHEDULED MAINTENANCE</b>			
Parts	–	✓	✓
Labour	–	✓	✓
Priority Response	–	–	✓
<b>CONDITIONS</b>			
Fixed Price for the term of the agreement	✓	✓	✓
1 Year	–	–	✓
3 Year	✓	✓	✓
5 Year	✓	✓	✓

**WIN**  
SIMPLICITY  
Field Service Priority  
Technical support

**WIN**  
PRODUCTIVITY  
Preventative Maintenance  
Extended Warranties

**WIN**  
MANAGEABLE COSTS  
Fixed Price  
Parts and Labour included

# READY, STEADY... BAKE, RUN, BIKE!

Linx associates have been busy running, cycling and baking to raise money for a variety of worthy causes.

A Cake Bake at Linx House in March raised over £150 for the East Anglia Air Ambulance.

Meanwhile two Linx employees – Maria Wright and Ian Holmes – took part in this year's London Marathon, where their efforts collected nearly £4,000 in aid of two children's charities, Get Kids Going and NSPCC.

And as if 26 miles wasn't long enough, an intrepid team of cyclists is planning to ride from

Linx House to the Linx France headquarters in Evry – a distance of some 260 miles – also to raise funds for East Anglia Air Ambulance.

The team, which comprises both experienced cyclists and those who have bought their first bike specifically for the event, will be setting off from Stocks Bridge Way at 9am on Friday 27th May and expect to arrive at Linx Evry on Monday at around 1pm. You can follow their preparations and adventures at <https://linxcyclechallenge.wordpress.com>, and we will have a further report on their endeavours in the next issue.



Maria Wright



Ian Holmes

## 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 8.00am to 5.00pm Mondays to 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.



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

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