

# coder

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# LINX

## QUALITY AND RELIABILITY



A laser coding solution for premium drinks

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Coding's role in smart manufacturing

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## WELCOME

The approach of the festive season is always a good time for reflection. At Linx we can look back on another year of proactive new product development that has included the launch of our exciting Linx Printernet software and further important enhancements to our top-selling Linx 8900 Series.

The end of the year is also about looking forward – and like many other businesses our plans for 2019 are well advanced. There will be plenty to tell you in the coming 12 months, and you can be certain that our intention is to continue to innovate and to provide our customers with the best coding solutions, along with the highest levels of service and support.

Happy reading.

**Matt Eastham**  
Head of UK Sales

## UPTIME CODER

The exceptional versatility and user-friendliness of the Linx 8910 CIJ printer is delivering increased efficiency and convenience for Glowcroft Contract Packing.

At Glowcroft's Suffolk factory, the Linx 8910 is moved around depending on where it is needed. Its outstanding versatility, combined with Linx Black fast-drying ink 1240, which is suitable for a wide range of coding applications, enables the printer to code in different positions onto a variety of pack formats including pouches, cartons, tubes and buckets. Line speeds vary from five to 50 packs per minute, and the printer can produce up to five lines of text, numbers, barcodes and logos, adding to its flexibility.

Further benefits that enable Glowcroft to maximise uptime include the Linx 8910's



simple self-maintenance, with up to 18 months between services; its quick-change fluid cartridges, which cause minimal disruption to the line; and its simple smartphone-inspired screen, which makes operation faster than ever.

Another key element is the newly launched Linx Printernet. This service enables the company's operators to monitor and remotely control the Linx 8910 via their smartphones or laptops, which also receive reminders about fluid changes or maintenance. This allows for optimal daily planning, faster reaction times, and maximised coding uptime.



*"The Linx 8910 is the perfect coder for us. Its ability to float around the factory, moving to wherever it is needed, is absolutely priceless – as is its capacity to work with so many different types of packaging."*

*"The new Printernet service is great too. I can get useful feedback on the printer just by checking my emails, and the simple to use dashboard shows me the real time status of the printer wherever I am in the factory."*

Duane Porter, Operations Manager, Glowcroft.

## HIGH QUALITY AND MINIMAL DOWNTIME

Two Linx CSL30 laser coders are delivering high-quality codes and significantly reduced downtime for a premium whisky and gin producer.

Bruichladdich Distillery Co. Ltd installed its first Linx CSL30 coder on its gin production line last year. The excellence and permanence of the



codes, which are discrete yet clear and always appear in the same position on the bottle, are enabling the company's Botanist Islay Dry Gin bottles to meet the demands of export markets for high-quality codes that do not detract from its premium branding. The line currently runs at 2,100 bottles per hour, nine hours per day.

An additional benefit of using laser coders is the lack of consumables, which removes the need for printhead cleaning and maintenance. This reliability and consistency ensures minimal downtime and allows the busy drinks producer to always meet its deadlines.

Having been impressed with the results, Bruichladdich has now installed a second machine on its malt whisky line.



*"As a producer of premium spirits, it's vitally important that the codes on our bottles are clear and sharp and in keeping with the brand's expectations. Another key factor in the decision to install a laser coder was the low maintenance required, meaning less downtime in production. For these reasons we've not hesitated to install a CSL30 on our whisky line as well."*

Jonathan Carmichael, Bottling Hall Manager, Bruichladdich, Distillery Co. Ltd

## INCREASING THE CAPABILITIES OF THE LINX 8900 - 1

The incorporation of new software into the market-leading Linx 8900 series of Continuous Ink Jet (CIJ) printers provides businesses with several additional benefits, all of which will contribute to greater production output.

Features include the 'prompted dates' facility that allows faster, mistake-proof message choices with no need for the manual editing of dates. A new field insert option means that, when part of a message is inserted, edited, or deleted, the remaining parts of the message move intelligently to best present the code – a feature that is particularly useful when coding longer messages onto cables.



Such enhancements have also delivered faster print speeds, by as much as 33% for a one-line, seven drop-high print, which is now up to 440 metres per minute. This enables fast production lines to achieve higher resolution printing without compromising speed. New print formats, designed to print at 40mm throw distances, provide clear codes even when the printhead cannot get close to the product being coded – ideal for coding onto extrusions and irregular shaped products.

Additional benefits include date rounding, to meet company specific date coding conventions; field justification for better code fits; extended communications protocols to control the coders via PCs or PLCs; and the availability of Linx's ultra-fast-drying 1405 ink for use with Midi plus printheads to provide larger print on fast moving products.

Ask your Linx contact for a demonstration or visit [www.linx.co.uk](http://www.linx.co.uk) for more information.

## INCREASING THE CAPABILITIES OF THE LINX 8900 - 2

Linx has also released the latest version of Linx Printernet, the company's secure, cloud-based service which enables operators to remotely monitor and control their Linx 8900 printers. Linx Printernet allows users to carry out printer setup, change messages, monitor the status of their printers, and receive proactive advice and maintenance from the Linx Technical Support Team.

A new 'KPI dashboard' has been added to the service, which users can access via a tablet, phone or PC. The dashboard shows at a glance whether production is on target for each batch. This enables managers to monitor production rates and make changes to ensure each batch finishes on time, thus ensuring they meet their customer deadlines.

Using the latest version of Linx Printernet, printer software updates can now be made remotely by the Linx support team, Linx customers can decide when to run the software upgrade at their convenience, saving valuable time and ensuring that their Linx printers always have the latest

software and security features; all without the disruption of an engineer visit.

To find out more, visit [www.linx.co.uk](http://www.linx.co.uk) or ask your Linx contact for further details.



## A SMART MOVE

The Industrial Internet of Things, or IIoT, is a common buzz-term in manufacturing today. It is also referred to as smart manufacturing and Industry 4.0.



The choice of terms can be confusing in itself – and for many SMEs, it is easy to view the concept of fully automated factories, with all components of production interconnected via the internet, to be more appropriate for multi-line and multi-location operations and less relevant for businesses with just one or a few lines.

However, whatever the size of operation, the majority of production managers will share the same objectives of maximising throughput and efficiencies. And while the nature of the work for many smaller businesses often makes it difficult to automate their operations, they still need more data to help them make good business decisions.

Today IIoT makes this possible without major infrastructure investment because its key components are already in a company's possession: its internet devices, and its existing coding and marking solutions.

Download and read our White Paper Why Coding and Marking is the Perfect Gateway to IIoT at [www.linxglobal.com/en-gb/white-papers](http://www.linxglobal.com/en-gb/white-papers) to find out the difference IIoT could make to your business.

## A TOAST TO CODING SUCCESS

Alcoholic drinks are currently showing volume increases thanks to, for example, the introduction of many new artisan brands for gin and vodka and the growing popularity of craft beers.

It's a market full of opportunity, and also challenges – in particular the dangers of counterfeit alcohol which is estimated to cost the UK as much as £1.2 billion every year.

High quality codes can play an important role in the sector, both in supporting a drink's premium positioning and providing effective brand protection.

Our White Paper Coding and Marking Solutions for Alcoholic Beverages explains everything in more detail. Download it at [www.linxglobal.com/en-gb/white-papers](http://www.linxglobal.com/en-gb/white-papers).





# MONEY TO BE WELL SPENT

Linx has handed over a cheque for £10,000 to its nominated charity Alzheimer's Research UK. As reported in the last issue of Coder, the money was raised through a series of activities throughout last year. The funds will go towards vital research into the four key areas the charity focuses on: prevention, cause, treatment, and cure.

"Linx has shown fantastic support for our charity, and we are extremely grateful for their contribution, which supports our aim to raise awareness of dementia and fund life-changing research," comments Holly Noon, Fundraising Officer for Alzheimer's Research UK.

It is estimated that 850,000 people are currently

living with dementia in the UK, while one in 14 people over 65 have the condition. One in three children born in the UK this year will go on to develop dementia in their lifetime.

"Every year we donate to one main organisation that means a lot to our staff, and Alzheimer's Research UK is a perfect example of this," says Jose Gomez, Linx's Managing Director.

"Almost all of us will be affected by dementia, whether directly or indirectly, at some point in our lifetimes. We are therefore extremely proud to have played a part in tackling it by organising all these events and activities."



## CHRISTMAS IS COMING....

With Christmas cards in the shops since late summer, supermarkets taking orders for Christmas foods, and £4 million spent on mince pies in September alone, plans for the festive season are well underway.

However advanced your Christmas preparations are at home, it's important not to forget your production line requirements as well. If your factory is working during the Christmas period, you should ensure you have enough printer fluids and arrange for any scheduled maintenance to be completed in time. This will keep machines operating efficiently.

If your factory is taking a holiday, following the correct shutdown procedures for your Linx printers will avoid the danger of a New Year hangover and mean they will be ready to resume delivering quality codes when you reopen.

### Important Dates to Remember

For guaranteed fluids delivery before Christmas, our last order date is 18 December.

Fluids shipments will then resume on 2 January.

To order fluids, call 01480 302600, 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

Telephone Support	Monday 24 December	8:30am – 4:30pm
	Tuesday 25 & Wednesday 26 December	Closed
	Thursday 27, Friday 28 & Monday 31 December *	8:30am – 4:30pm
	Tuesday 1 January	Closed

Contact email: [support@linxglobal.com](mailto:support@linxglobal.com) Contact number: 01480 302680

\* If you require urgent technical assistance on **31st December** please contact our standby engineer on mobile number +44 (0)7977 504 355.

From 2 January please email [ukservice@linx.co.uk](mailto:ukservice@linx.co.uk) or call 01480 302600 for support.

CAMBRIDGESHIRE CHAMBERS  
GLOBAL AWARDS  
WINNER 2018

## AWARD RECOGNISES INTERNATIONAL GROWTH

Linx's world-leading role in both ink jet and laser printing technologies has been recognised with the winning of the 'Overall Growth in Exports' award at the Cambridgeshire Chambers of Commerce Global Business Awards 2018.

The honour recognises Linx's continuing success in international markets, based on the capabilities of its equipment ranges. This has led to an increasing worldwide market share, which underpinned double digit growth in 2017.

"I was delighted to award the Chamber Global Award for Overall Growth in Exports to Linx Printing Technologies," comments John Bridge OBE DL, Chief Executive of Cambridgeshire Chambers of Commerce. "The award is due to their exceptional performance in significantly increasing exports year by year and their ability to continue to lead amongst their competitors and outperform the market."

Jose Gomez, Managing Director, Linx Printing Technologies, comments: "It's a real honour to win this award, which is testament to our ongoing strategy of expanding Linx around the world. Above all, this is all our employees' achievement – everyone at Linx has contributed to this award through their hard work and team spirit."



Maria Wright, Logistics Leader at Linx, received the award at the ceremony at Downing College, Cambridge from Vic Annells, Executive Director of Mansion House and Central Criminal Court.

### 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 302600, 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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For enquiries about the magazine or suggestions for future content, please contact the Editor, Linx Printing Technologies, at [coder@linx.co.uk](mailto:coder@linx.co.uk).

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