

A-JET 101: SPECIAL CODING SOLUTIONS

Since its introduction in 1997 our AJET 101 has solved several unique problem applications, where other printers could not offer an economically viable solution. These are some of the most interesting cases.

CASE# 1: PRINTING BAR CODE SCANNED DATA WITH INVISIBLE INK

A manufacturer of proprietary items wanted to trace their products throughout the distribution system, printing customer code, P.O. #, date of shipment on the shipping containers with invisible inks. The data were scanned from bar coded shipping documents and sent to the printer. The AJET 101 capable of receiving and process into print scanned information solved the problem for under 5,000.00 against alternative competitors solutions several times higher.

The capacity of the AJET 101 to use either alcohol or water base inks, further allowed us to develop an ink formulation that could be absorbed into the board without distorting the fibers and leaving any trace, but clearly legible under UV lights.

CASE # 2: PRINTING ON SPECIFIED LENGTH CONTAINERS PASSING AT RANDOM IN FRONT OF PRINTER

An egg producer, a large supplier to the military, needed to print only on certain length cases, traveling on a conveyor intermingled with other lengths, on which no print was wanted. We adapted the AJET 101 to recognize and print on the desired shipping case, for a cost to the customer also under 5,000.00, when competitors had either declined or demanded several time that amount.

Case # 3: PRINTING ON HIGH DENSITY POLYETHYLENE BAGS

A manufacturer of cellulose insulation needed to code HDPET bags, after filling. The surface of the bags is irregular and difficult to adhere to. We developed a custom formulation of our non porous surfaces alcohol base ink, to print with the standard AJET 101. Standard alcohol base inks had proved impossible to use for the surface treatment of the film caused the ink to spread uncontrollably. Customer needed a fast drying time, which they obtained using heat units to assist drying. Alternative solutions required use of MEK or Acetate base inks that customer did not want in their plant and at several time the cost of the AJET 101.

Case # 4: PRINTING PERMANENT CODES ON ABSORBENT MATERIAL - PRINTS MUST RESIST HEAVY WATER AND SUNLIGHT EXPOSURE

Manufacturer of construction material exposed to weather for substantial lengths of time needed a complete water proof ink and could not use any solvent base ink due to fire hazards. We developed a water base water proof ink that could be used in the standard AJET 101 at 1,395.00 - The factory ambient was heavily polluted with hard abrasive particles raining on the printer - The AJET 101, properly sealed, proved very durable: it has been in continuous operation on a three shift basis for over 12 months, and had to be cleaned up only once.

Case # 5: PRINTING ON PLASTIC BAGS AND LABELS IN SALT SATURATED AMBIENT WITH TEMPERATURE FROM 30 F' BELOW TO 110' F.

Customer had used Video Jet, Marsh and Loveshaw printers all resulting into failures. Our AJET 101 has been running for over 20 months now, in this very harsh environment. We attribute the success to two factors: - the compact size of the AJET, that can be completely sealed against outside pollution - the Special Formula ink we developed, unaffected by the extreme temperatures. The AJET sold for 1,395.00, and the ink for 85.00 per gallon - We replaced a system already ordered at 9,995.00 dollars -

Case # 6: PRINTING ON PLASTIC BAGS IN A CALCIUM CHLORIDE FACTORY

Customer needed a unit to withstand exposure to calcium chloride salts and be capable of printing on plastic surfaces, of various nature, low and high density PET, treated and untreated films. We used a standard AJET 101 with our Special Formula Non Porous surface inks. Since the Ajet 101 hardware and body are made of aluminum, we sprayed the entire unit with a special protective coating and sealed all openings.

Case # 7: PRINTING ON PVC TUBING IN TEMPERATURE ABOVE 120 F'

Customer needed to apply code on sections of PVC tubing before bending and shaping. Marks to be applied on hot surface, and to remain legible after bending and shaping. We met their requirements with the standard AJET 101 and a custom formulation of our IJ-NP-HR - Cost to user 1,790.00 for the printer and hand held control, and 85.00 per gallon for the custom formulated ink - Alternative solutions would have costed in excess of 5,000.00 for printer.

CASE # 8: PRINTING ON CLAY COATED PAPER BAGS

A manufacturer of food ingredients, located near our factory, using Marsh Unicorn printers on their 50 lbs kraft bags changed to a multicolor printed and varnished bag, to discover that the Unicorn could not print on these bags only when they went into production. They had to stop the lines and called us for help. We installed a AJET 101 with the custom formula HR ethanol base ink, enabling this plant to continue with the new bags within two hours from their call.

CASE # 9: PRINTING ON LACQUERED METAL BASE OF TORQUE CONVERTER

Customer saw our ad on the Thomas Register. We had no active Distributor in his area so we took his order directly and shipped one AJET 101.

This application was difficult as the color of the torque converter base was the same of the carousel on which they were to be coded, and the photo sensor could not be triggered without color contrast. The flexible design of the AJET 101 allowed the photo sensor to be repositioned to a place on the carousel where it could detect the product, and customer was able to effect the change with only telephone assistance from our Technical Director.

CASE # 10: PRINTING PRODUCT WEIGHT FROM A RAMSEY TECHNOLOGY CHECK WEIGHER

Customer required to print the weight on the shipping containers.

After shopping the entire industry for a system that could do it a reasonable price, resigned to having to invest several thousands dollars, our Distributor in Iowa whom we share with a major Ink jet manufacturer who could not offer a solution, suggested our AJET 101.

We wrote the software to communicate with the check weigher customer was using, a model no longer in production, to send a signal to the AJET 101 and print, within a couple of days from the call, solving a problem that had escaped major names in our industry.

CASE # 11: PRINTING OF REJECTION CODE FROM METAL DETECTOR ON CATTLE FEED BAGS

Customer, a large soy bean processor in North Eastern Illinois, with several plants nationwide, needed to print the word METAL on bags flagged by the metal detector. After printing, the conveyor pivots and drops the flagged bag into a secondary line for disposal. The printer had to be mounted on the pivoting conveyor section, not easily accessible, had to withstand severe operating shocks, have a long ink supply, be ready to print intermittently at very long intervals, and have a RS communication port to receive input from the metal detector.

All these are standard features in the AJET 101, at that time for only 1,395.00 - Current price has been increased to 1,495.00 still the lowest price of any full featured printer in the market.