



IT'S A 10!



Introducing the revolutionary Linx 10 printer
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LASER VERSATILITY



The new Linx CSL range
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CODE CLARITY



Ink ensures quality coding in greasy conditions
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WELCOME

Linx is well-known for its ability to provide coding solutions across several different technologies – and in this issue we bring you details of exciting new developments in both our ink jet and laser product portfolios, as well as a new ink that cuts through the problems of coding in a greasy or oily environment. All these underline our commitment to a 'one-stop' service tailored to your precise requirements.

Happy reading.

Pdraig Finn,
Head of Sales & Service UK

NEW CODER SCORES 10/10

Linx's long-established reputation for new product innovation has again been demonstrated by the launch of the Linx 10.

This new printer really is unlike anything else currently available in ink jet printing. Compact both in weight and footprint compared to other coders, the Linx 10 is easily moved to where it is required to deliver quality date and batch codes.

The Linx 10 is ideal for businesses who need to code products for the first time or require a faster, higher quality operation than manual coding methods, for example to meet retailer standards.

The coder has a lot to offer experienced ink jet printer users as well, as its portability means it can be moved quickly between production lines by a single person. Its compact dimensions also allow for integration into packing lines where space is at a premium.

The Linx 10 has several proven Linx features including fast and easy, error-free message setup via a colour touch screen and the ability for users to service the printer themselves. In addition the Linx 10 benefits from the industry-leading robust Linx printhead which contributes towards consistent print quality and printer reliability. A unique integrated automatic line speed sensor also makes set-up on the line easier while ensuring products are coded at the right time in the right place, even if the line speed fluctuates, both major benefits if the coder is frequently moved.

And to make things as simple as possible for all users, the Linx 10 comes with its own unique ketone-free fluid, suitable for a wide range of packaging substrates and production environments. This gives the printer maximum versatility with excellent adhesion and fast drying times, and comes in simple mess-free refill cartridges.

Find out more from your Linx contact or visit www.linx10.co.uk



"The Linx 10 truly offers something new to the market. We have incorporated some advanced technology into a very small and light coder that is easy to install, set up, operate and maintain, while delivering a good quality of code."

John Tierney, Marketing Director, Linx Printing Technologies



GREASE IS NOT THE WORD

The ink technology specialists at Linx have come up with a solution for the problem of coding onto substrates that may be covered with an oily or greasy film.

Ideal for food and light engineering applications, Linx Black grease-penetrating ink 1063 has been specifically developed for the Linx 8900 series CIJ (Continuous Ink Jet) coders. It is an MEK-based ink containing a black dye which delivers excellent contrast and legibility on transparent or pale coloured materials. Its special formulation also enables the printers to code through a light film of oil, grease or condensation, and to preserve code quality if the code is exposed to these later in the process.

The ink is suitable for use on many different materials including glass, metal and a wide range of plastics such as HDPE film, polypropylene containers and caps, and treated and untreated Orientated Polypropylene (OPP) for flow wraps and stand-up pouches.

Typical applications include a variety of food packs, such as butter, margarine, spreads and salad containers, meat and dairy processing, and packs that are coded before a cooking process, as well as engineering environments where oil and chemicals may be present.



THE LASERS THAT KEEP ON GIVING

As highlighted in the last issue of Coder, enhancements to laser coding technology over the years have made it a highly relevant coding option for many types of products and applications.

The new CSL range from Linx is now ideally placed to open up the benefits of the technology to even more customers with faster printing speeds, greater versatility, and quicker and easier installation, all of which will make laser coding simpler and more accessible.

The Linx CSL10 (10 watt) and CSL30 (30 watt) laser coders feature a new more powerful processing board for higher speeds. They can handle complex messages and graphics without any loss of quality, ideal for the requirements of fast packing and bottling lines. Both models apply crisp codes onto many different packaging materials including coated paper and card, plastic, glass, rubber, coated metal and anodised aluminium.

A new marking head has been introduced for wide web applications, enabling the coders to code across multiple lines using just a single laser where previously two would have been required. Another unique feature for these models are the over 20,000 standard configurations available, meaning each laser can be tailored to the precise requirements of the coding

application. This also makes efficient use of the laser power, which helps extend the lifetime of the equipment.

To find out more about the new lasers and their many performance-enhancing and user-friendly features, visit www.linx.co.uk/CSL10 and www.linx.co.uk/CSL30 or ask your Linx contact for a demonstration.



COMPACT LASER THE PERFECT FIT

Demonstrating the versatility of laser coding technology across many different applications, the Linx SL1 laser coder has provided the ideal solution for the placement of permanent codes onto paper cups.

The Linx coder has been selected as part of the upgrading of product traceability at global food and drink packaging specialist Huhtamaki's New Zealand operation. The company identified laser technology as the most appropriate solution to ensure a completely indelible code and to meet its requirements for improved cleanliness and lower operating costs.

The five Linx SL1 laser coders are integrated into the different packaging machines, complete with comprehensive safety interlocking and guarding. They are ideal for the application due to their highly compact size, flexible configuration and excellent price to performance ratio.

The Linx SL1 was designed as a cost-effective and compact model. The highly flexible 10W laser delivers a wide range of message types, including multiple lines of high quality text, logos and machine-readable codes, while its small dimensions and light weight mean it is simple to position on the line and fits easily into tight spaces, coding in any orientation.

Class-leading coding speeds are achieved thanks to the use of lightweight and ultra-fast mirrors. The coder offers 20 per cent more power than other products in its class, but at the same time uses much less laser energy in the coding process, which together with its robust stainless steel design further enhances its reliability and longevity.

SUPPORTING GLOBAL GROWTH

Linx has appointed Greg Treanor as Global CIJ Business Manager to help drive international sales of the company's CIJ (Continuous Ink Jet) models.

Greg has over 12 years' experience in the coding and marking industry. His appointment sees him return to Linx where he began his career in the International Technical Support team before taking on a variety of sales and Product Management roles with Domino. He has particular expertise in bringing product concepts to market and building growth through the sales and marketing teams.

"I am delighted to welcome Greg back to Linx," comments Nigel Hood, Managing Director of Linx. "His in-depth market knowledge and skills will be invaluable in helping us to maximise opportunities for our market-leading CIJ models worldwide."



NEW CUSTOMER SERVICE MANAGER

With an ongoing commitment to delivering the highest standards in service and support across our installed base, Linx has appointed Susan Garley as Customer Service Manager.

Susan has over 20 years' experience in customer service and joins Linx after 14 years in the Netherlands where she worked for a number of leading companies, with responsibilities including the setting up of a brand new Customer Service Centre for one business.

Her wide-ranging skills include Six Sigma black belt in TPI (Transactional Process Improvement), SW (Standard Work) and VRK (Variation Reduction Kaizen), all of which will be invaluable in further enhancing the Linx service so that it remains fully reliable and responsive in meeting customer needs.

"Effective customer service is at the heart of the Linx success story," comments Susan. "I am looking forward to continuing to build and enhance the company's reputation, ensuring in particular that both external and internal customers remain our number one priority."

Susan is also delighted to be back in the UK where her sense of humour can be better understood!

DONATION HITS THE HEIGHTS

Following on from news of Linx associates' fund-raising efforts in previous issues of Coder, it's great to be able to report that the company has reached its target of raising £10,000 for the East Anglian Air Ambulance.

One of the major events was the 260 mile bike ride to France which took place last May, but a variety of other activities closer to home also brought in the cash. These included a quiz night, raffle, family fun day, bake sale, sausage sizzle, and sponsored car wash, all of which were loyally supported by colleagues, families and friends.

"The East Anglian Air Ambulance was the ideal choice as our main charity for 2016 because its life-saving work has the potential to benefit every single person at Linx," said Nigel Hood, Linx Managing Director. "We are very proud of how all our associates rallied together both to organise and support so many different events."

Christopher Donaldson, Fundraising Manager at East Anglian Air Ambulance added, "Everyone at Linx worked so hard to raise this fantastic amount. We are extremely pleased to receive this cheque and

would like to thank everyone involved for their participation in the various activities which made this possible."



Service

For technical assistance or to book a service visit, call our Helpdesk on 01480 302600 or email us at 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

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



**For further information,
visit www.linx.co.uk.**

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