

## CASE STUDY OVERVIEW



### INDUSTRY:

Personal and beauty  
care products



### HEADQUARTERS:

Stone Mountain, GA



### TECHNOLOGY SOLUTION:

Linx 8900 Series



### PROBLEM:

Aging inkjet technology



### RESULTS:

Up to \$30K in ink and  
service savings annually;  
Less maintenance;  
Decrease in downtime

# REDUCING COST OF OWNERSHIP

PERSONAL CARE MANUFACTURER DECREASES DOWNTIME AND SAVES TIME AND MONEY BY UPGRADING AGING INKJET EQUIPMENT

## PROBLEM

A personal care manufacturer, a long-time user of Linx 4900 continuous inkjet units, started to worry about their longevity as they approached the end of their life. The 4900 units continued to run but service costs were increasing year over year.

## SOLUTION

They began looking for a replacement and demoed the Linx 4900's upgrade, the Linx 8900. What they found was that the 8900 system had less complicated menus, making the day-to-day use easier for operators. Additionally, the 8900 required less scheduled maintenance, less printhead cleaning and about half the fluids of the older 4900 system.

After replacing the first 4900 with an 8900, the Maintenance Manager analyzed the cost of ownership if they were to replace all 7 systems with 8900 systems. The results spoke for themselves and they replaced all their older models with anticipated savings in ink, solvent and service of up to \$30,000 annually! \*

## RESULTS

The cost of ownership analysis predicts up to \$30,000 in annual savings on ink, solvent and service by installing the Linx 8900 systems.\* The customer will continue to benefit from less day-to-day maintenance, longer intervals between scheduled maintenance, and easier daily operation.

*\*Results may vary by application.*

## ABOUT DIAGRAPH

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