

Ink-O-Matic Inkjet Refill System Operational Advantages

While there are several different equipment solutions for refilling Inkjet cartridges, the evolution of the Ink-O-Matic has created a wide differentiation of features and benefits that include ease of operation by any employee, quality guarantees and safety. Some of the key features and benefits are:

1. The IOM fills through the head on most cartridges.

User Benefit: The operator never handles needles or cutting tools. No cartridges to crack open. No holes to drill. No tops to cut off. No needles to touch.

2. Some “narrow head” HP cartridges cannot be filled through the head. The IOM fills these cartridges safely in a specific cartridge “jig” using an automated needle fill process that fills and air balances the cartridge.

User Benefit: The operator never has to handle needles, cut or drill the cartridge.

3. All other refill equipment requires the use of cutting tools or drilling to fill many types of cartridges. Carefully cutting off the top and/or accurately drilling the tops of cartridges are difficult and time consuming tasks. They slow down the process and reduce quality. Store associates in several instances have to spend additional time enlarging or repositioning the holes, further slowing down the process, in some cases permanently damaging the cartridge.

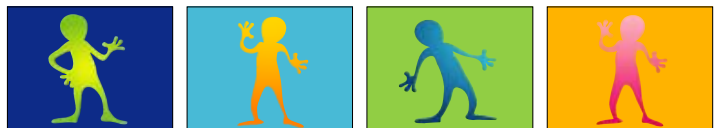
User Benefit: By filling through the head, the Ink-O-Matic has eliminated these difficult and time consuming steps, resulting in better quality refills and higher success rates.

4. Other systems do not have integrated ultrasonic cleaners to optimally clean the print head. Most recommend using baby wipes and spray bottles to clean the print head – this is a less effective and more time consuming method. Industry studies have also shown that approximately 10% of “failed” cartridges can be restored through ultrasonic cleaning.

User Benefit: The Ink-O-Matic integrates a heated ultrasonic cleaner, which optimally cleans the print head as recommended by industry standards.

5. Other systems do not measure cartridge weight prior to refilling; cartridges can easily be overfilled.

User Benefit: The Ink-O-Matic captures and compares the pre-fill weight with the cartridge’s known empty weight and alerts the operator about a partially filled cartridge before there is a messy problem.



6. With the Ink-O-Matic's automation, the system guides the user through the process -- and will wait for the operator to complete the step before prompting the next step.

User Benefit: The employee can easily stop in the middle of a filling process to help another customer with an immediate need at the counter and return to the refill when it is convenient. When the operator comes back, the system will guide the associate to the next step. This allows the store to keep customer service levels high without increasing labor hours.

7. The Ink-O-Matic is so easy to use that the average employee is proficient with less than an hour of training.

User Benefit: Any employee can learn to use the IOM allowing the store staff to fill in or replace an operator without major training and or loss of business.

A word about Ink quality:

What does the importance of “ custom designed” refill inks have on the “performance” of the refilled cartridge and customer return rate? 100% satisfaction.

The IOM uses it's own ink made by its parent, Inktec. The ink is developed with consideration to printer head structure and dispersing method since different heads can affect ink flow, clogging, corrosion and jetability which results in poor quality printing.

The IOM uses nine different inks that are specifically formulated for specific cartridges to insure matching OEM quality.

- Inktec formulation includes focus on “bleed control”, “edge acuity”, “optical density”, and “color gamut” ink properties.
- Limited “color gamut” can affect the quality of the print or color output and will not be the same if you were using multiple inks that are targeted for specific cartridges focusing on the above four basic printing properties.

Inktec strives to improve the formulation of the media (ink) while focusing on the application of cutting edge “blending” and “dispersing technology” based on the understanding of the printer head. Inktec compares the print quality of the OEM ink for the same kind of paper. Technically, the optical density of the ink is measured to compare the blackness on the specialized and multi-purpose papers. This has been the most important part of the development effort of the inks to ensure that the media support is considered as much as the ink properties.

Summary:

The Ink-O-Matic was specifically designed for the fast-paced retail environment. Each step of the process was automated to minimize the disruption of store operations, reduce customer wait time and help control labor costs. No other inkjet refill equipment uses its own ink formulation insuring the very best quality print while also delivering 100% refilling success of every cartridge.

