

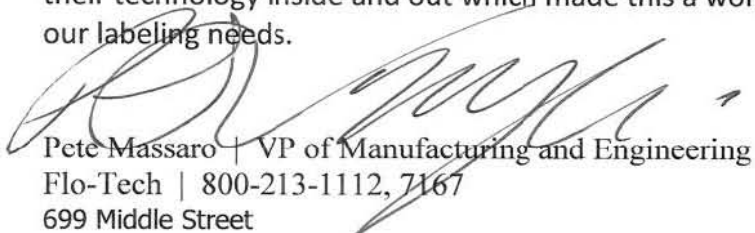


Flo-Tech, based in Middletown CT, is one of the largest laser printer toner cartridge remanufacturers in the United States. We are also managed print services experts with over 20 years of experience managing, servicing and supporting printing and imaging fleets of all sizes and levels of complexity.

We have been a UniNet business partner for over a decade. When they presented their iColor 700 Digital Label Press to us we were very impressed and the timing couldn't have been better! Stocking labels for toner cartridges and their boxes was a challenge for us. We had to pre-order and stock large quantities of labels and deal with long lead times. We were often faced with the task of using up (or worse, discarding) outdated labels to implement labels with new designs or updated content. For small label runs, we sometimes used standard cut sheet printers, but the quality wasn't as we would have liked and certainly didn't match our brand's premiere quality. UniNet's timing was great because we now have even greater need of custom printed labels "just-in-time" with varying artwork and needed to find a better way. The iColor 700 helped us increase our productivity, eliminate waste and save money at the same time!

Flo-Tech uses two main sizes of labels and ordering pre die cut labels was the decision we felt was best. For our cartridge labels, we chose a silver foil media that allow us to print, peel and stick as needed. For our box labels, we used inexpensive matte media with the matrix removed. The iColor 700 toner is glossy so we felt that lamination was not necessary. The iColor 700 has front gap sensors and back timing sensors, so this made the registration of the printing spot on, even for very small labels. The nesting option is a great feature as well; it allows us to cue up several different labels of the same size within the same run. The roll to roll system has allowed up to set it up and walk away because the machine can run unattended. This feature allows us to multitask and increase our productivity.

We really love this machine as it provides us the flexibility we've been searching for. We can add new product and client designs on demand and always have a quality labeled product available same day. UniNet offered onsite setup and training that allowed us to hit the ground running. Their experts know their technology inside and out which made this a wonderful implementation and ongoing solution to our labeling needs.



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