



# ANYTRON DIGITAL LABEL SOLUTION



## INTRODUCTORY PRESENTATION

[www.anytronlabel.com](http://www.anytronlabel.com)

**DRESS UP  
YOUR GOODS**

**RIGHT TIME  
RIGHT PLACE  
RIGHT QUANTITY**

**digital roll label  
PRINT to FINISH**

VALLOY Incorporation

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# WHAT WE PROVIDE IN DIGITAL LABEL SOLUTION

## ANYTRON product family...

- ANY001 . 8.5" width . LED color laser . professional . available now
- ANY002 . 8.5" width . LED color laser . economic . available now
- ANY003 . 13" width . UV curable inkjet . professional . available in 1Q 2015
- ANYBLADE . 13" width . Single knife blade . practical . available now
- ANYCUT . 8.5" width . 70W CO2 laser . professional . available now
- ANYCUT+ . 13" width . 100W CO2 laser . professional . available in 1Q 2015

any-001



**PROFESSIONAL 8.5" DIGITAL ROLL LABEL PRESS**  
*"BEYOND THE FULL FUNCTIONAL DIGITAL ROLL LABEL PRESS"*

NEW



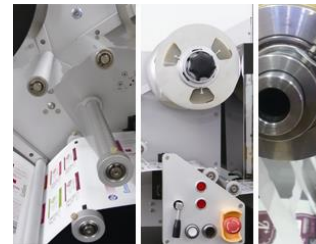
any-002

**PRACTICAL 8.5" DIGITAL ROLL LABEL PRESS**  
*"A COMPACT AND AFFORDABLE DIGITAL ROLL LABEL PRESS"*



**DIGITAL KNIFE 13" ROLL LABEL FINISHER**  
*"STATE-OF-ART, UNBEATABLE DIGITAL LABEL KNIFE DIE-CUTTER"*

NEW



any-cut

**DIGITAL LASER 8.5" ROLL LABEL FINISHER**  
*"WORLD FIRST DESKTOP-SIZE ROLL-FED DIGITAL CO2 LASER DIE CUTTER"*



# MARKET





# WHY **DIGITAL** FOR LABEL PRODUCTION?



**LABEL PRINTING MARKET FORECAST IN YEAR 2013**

0.5B US\$ in China  
1.6B US\$ in USA  
4~5B US\$ worldwide  
with 23% annual growth rate

LABEL printing & finishing is one of the most promising field to be digitalized in today's fast production of customized goods.

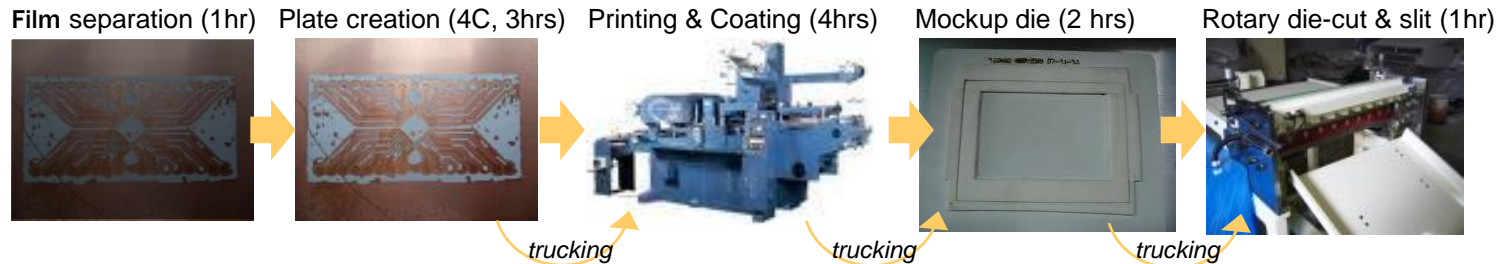
- **Matured technology** is available in narrow roll-fed printing.
- Consumers prefer to buy **Private labeled goods** because of quality or value.
- **In-house color labeling** becomes more and more a competitive edge to serve customers with quick customization.
- As **demands for shorter, customizable print runs** continue to grow for print providers, brand owners, and traditional converters
- Need of **different records even for the same product** (certifications, languages, localized information, personalized information and etc.)
- Digital solution helps saving of **space, time, excess stock, accident, and labor** with additional benefits like gamut-extending **colors** and **variable data** printing of barcodes, QR codes, serial numbers or texts.
- No need of highly experienced operator and **one operator can print, laminate, cut and slit** to make ready-to-use labels easily without time lag at the same place.
- **Less investment** for the systems and **less running cost for short run** productions.

# ANALOG VS. DIGITAL IN LABEL PRINTING (1)

## COMPARISON : PRINTING & DIE-CUT OF 5000 LABELS

\* LABEL SIZE = 95mm x 95mm, 4 color

### ANALOG



>> 4 operators, 1 ~ 2 days

### DIGITAL



>> 1 operators, 1.5 ~ 3 hours



## ANALOG VS. DIGITAL IN LABEL PRINTING (2)

Key words of Digital are “Sample request”, “Variable data”, “Operator’s level”, “Small & different jobs” and “Immediate delivery”

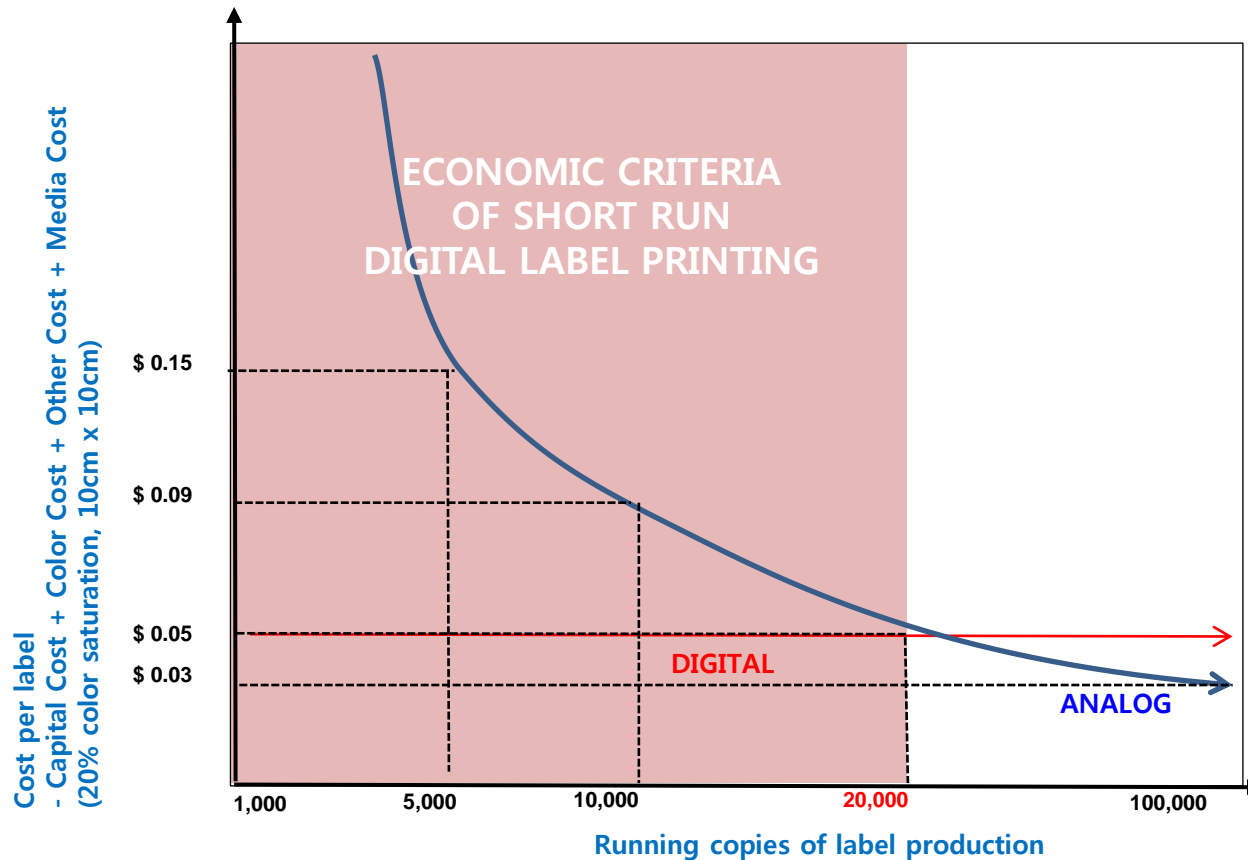
PRINTING	DIGITAL	ANALOG	FINISHING	DIGITAL	ANALOG
Time for 5,000 labels	2 hours	2 days	Investment	Low	High
Time for 100,000 labels	3 days	2 days	Mock-up design	No need	Every time for new design
Cost per label for short run (10x10cm <sup>2</sup> , 5000 ea)	US\$ 0.05	US\$ 0.15	Knife replacement	No need for laser, every 40 day for knife cutter	Almost everyday
Investment	Relatively low	High	Time to delivery	immediately	2~3 days
Pre-Process	Not required	Film, Plate, Die	Small order	Acceptable	Not acceptable
Proofing	Sample = final output Easy to manage color	sample ≠ final output Difficult to manage color	Process	Laminating, die-cutting, matrix removal and slitting at the same time	Multiple processes separately (sometimes in different places)
Number, marking and barcode	All supported simultaneously	Separate digital process required	Label Size	No limitation for laser, 600mm length for knife	Very limited due to the drum diameter
Loss and waste	Min. paper	Paper, film, plate, chemical, die...	Complicated design	Acceptable	Difficult
Space	Enough in office	Factory lines	Space	Enough in office	Factory lines
Customization	Different size, shape, variable data (barcode, serial no. and etc)	Not possible	Operator level	Anyone	Highly professional
Operator	Any one	Professionals	Setup time	10 min	1 hour

Digital is not always replacing Analog.

Digital has its own jobs which Analog never can do!



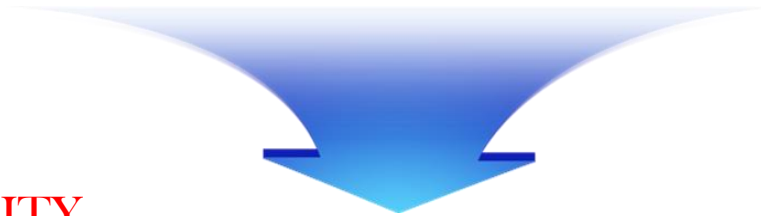
# ANALOG VS. DIGITAL IN LABEL PRINTING (3)





## BENEFITS OF DIGITAL LABEL SOLUTION

**LABEL** market is one of the most promising field to be digitalized in today's fast production of customized goods.



### FLEXIBILITY

- Print exactly what and how many labels required without excess or shortage of inventory (**Right product in Right time** is a challenge in analogue)
- New market to accept small and complicated orders for service provider
- Fast print any time **without delay** of production and packaging wheel
- **Small quantity** batch production at **economic** cost
- Print different labels on the fly supporting **variable data and personalization**

### CONVENIENCE

- Relatively **easy** to install and operate without professional operator
- Powerful **software** managing designs, colors, jobs and logs in easy interface

### SAFETY

- Immediate **proofing** without risk of accident in final output
- Environmental friendly process **without waste** of film, plate and chemicals





# DETAILS



## ANY002 : ECONOMIC DIGITAL LABEL PRESS



### AFFORDABLE

ANY002 is **true desktop-sized** light weight device with compact design for office environment. Features are basically the same with ANY001, but it does not have inline rewinder. Precut support kit, Rip software and offline Rewinder are optional. It is ideal solution for **entry users**.

### MULTI-FUNCTIONAL

5000 labels (3"x3") can be printed in 2 hrs. 250m roll can be printed at a time. 1.2m long label can be produced. Printing on precut labels and Variable data printing are possible optionally. Long time durable labels with waterproof toner. **No other solution** for all these **at this price!**

### FEASIBLE

ANY002 is much cheaper than other existing laser-toner based label printers and memjet based inkjet label printers. In comparison with memjet, quality, durability and media compatibility is superior. ANY002 guarantees **high productivity by low-risk investment** for everyone.

### YOUR 1ST DIGITAL PRESS

There's huge market of digital color label press by migration of mono-color label press users who needs to print color due to GHS (BS5609) chemical label regulation. ANY002 is **unbeatable for short run** label printing jobs up to 20,000 pcs, in its quality, investment cost and operation cost.



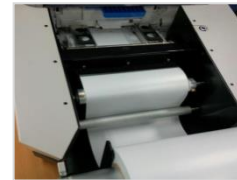
# ANY002 : INSIGHT



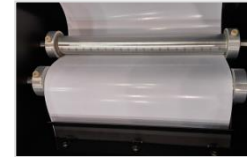
**MOUNTING SHAFT :** Very strong shaft with grid marking helps stable feeding and rewinding accurately without vibration. supporting up to 30cm diameter in 3" core, 10 KGs.



**PRECUT SENSOR (Option):** Pre-cut labels can also be printed by inline sensor which can support both of gap and black mark. Sensor calibration module is installed on side cover.



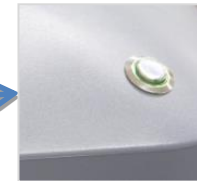
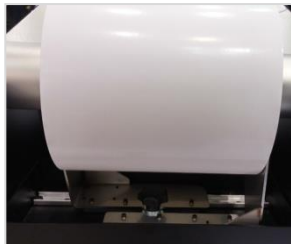
**AUTOCUT :** Automatic cut after job finishing. Forced cut button is also available on the right side.



**FEEDING GUIDES :** They helps media fed into the printer engine with horizontal registration alignment.



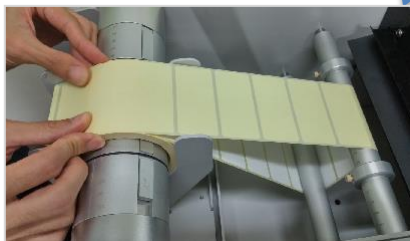
**MEDIA LOADER :** The media can be installed and center-aligned very conveniently and automatically.



**CUSTOMIZED PRINTER:** ANY002 has printer engine with reset button, cooling fan and different width fusers by customization of original printer engine.



**OFFLINE REWINDER (optional)**



**SUPPORT BAR AND ALIGNMENT BAR:** Additional bars helps tension control and correct registration of media feeding.



**COLOR LASER PRINTER ENGINE :** Single-pass LED laser engine with special programming in the firmware for optimized temperature and speed parameters for label printing.



# ANY002 : SPECIFICATION



BASIC INFORMATION	
PRINTING TECHNOLOGY	SINGLE PASS LED COLORLASER
RESOLUTION	600x600 DPI & 600x1200 DPI
PRINTING SPEED	4~9 m / min depending on media type
PRINTING WIDTH	4/6/8.5" (selectable engine), max. 209mm
POWER	220V AC / 4.5 A / 1 KW / 50~60 Hz
CUTTING	AUTO CUT AND MANUAL CUT
DIMENSION	110cm (L) x 62cm (W) x 48cm (H)
WEIGHT	60 KGS
CONSUMABLES	11K K toner, 11.5k CMY toner, 28k drum, 60K belt & fuser
PERFORMANCE	
WARMING UP TIME	35 SEC
VARIABLE DATA (OPT.)	Unlimited no. of text, serial number, barcodes, QR codes, image and etc. by Rip software or Label software (bartender, nice label)
HARDWARE SPEC	256MB RAM, HDD 160GB, 533MHZ CPU (512 additional RAM in option for big rolls)
PRINTING JOB LENGTH	Max. 250m (label size dependent)
GRADATION	32-step control of brightness.
QUALITY MANAGEMENT	CMS and Media Profiles by Rip software (Optional)
MEDIA SUPPORT (SUPPORTING BOTH OF SHEET AND ROLL)	
INDIVIDUAL LABEL SIZE	Max. 20.9cm x 120cm printable
SUPPORTED MEDIA	White PET, Clear PET, some PP, Art Paper, Metallic Paper, Teslin

MEDIA COMPATIBILITY	Max. 3.0mm, 64 – 250 gsm
MEDIA WIDTH/ LENGTH	Max. 215mm width, 250 meters length
SUPPORTED ROLL	3" core, 30cm roll diameter, 10KGS
PRECUT SUPPORT (Opt.)	Multi-purpose sensor for precut and gap
MEDIA LOSS	Start 30cm, Finish 40cm (Precut Label) Finish 50cm only (No-cut Label)
OPTIONS AND OTHER INFORMATION	
WARANTEE	12 MONTHS
BOX PACKAGING	135cm x 75cm x 62cm, 75KGS
POWER CONSUMPTION	Usual 600W, Maximum 1,300W
OPERATION CONDITION	17°C ~ 27°C / 40% ~ 50% RH
MAN MACHINE INTERFACE	
DATA PORT	High-speed USB, 10/100 TX TCP/IP
PRINTER LANGUAGE	PCL5c
OPERATION SYSTEM	Window 2000/2003/2008/XP/Vista/7
SOFTWARE	WASATCH RIP and Windows Driver * ANYCOMM s/w for station firmware upgrade, media saving, length & no. of label counting.
FILE FORMAT	JPG, BMP, PDF, EPS AND ETC.
NETWORK REINFORCE -MENT AND SECURITY	Ipv6, 802.1 X Certification, SNMPv3, SSL/TLS, HTTPS encryption, Secure Erase3, Data encryption 3, MAC filtering, IP filtering, IPsec



# COMPETE





# ANYTRON MARKET POSITIONING

## PRINTER

COMPETITOR vs ANYTRON  
(↔ 330mm web width)

HP Indigo↔ Xeikon↔  
 EFI↔ Epson Surepress↔  
 Dilli↔ Stork↔ durst↔

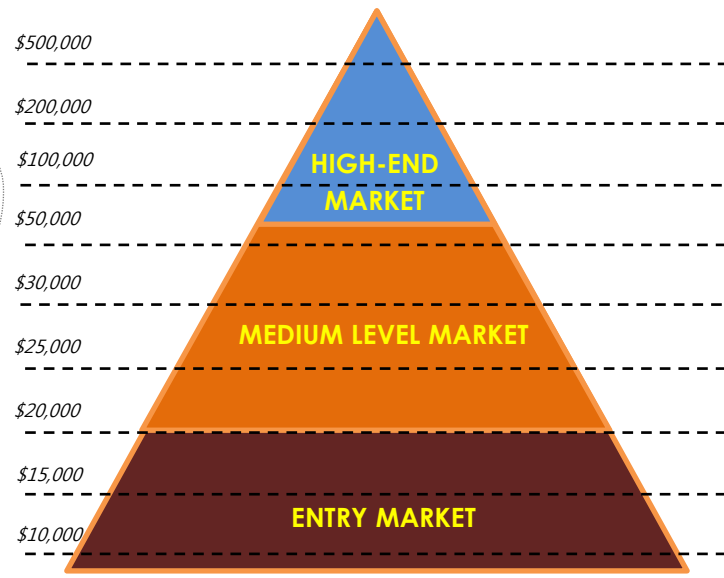
UV INKJET

ISYS APEX1290↔ (ANY003↔)

Impression Compress LP4  
 AXXIS HS Printer ANY001

Primera CX1200

ISYS Edge850  
 Primera CX1000  
 Memjet ANY002  
 (RTI,Affinia,Colordyne,Vipcolor...)



\* ANY003 (UV INKJET LABEL PRESS) and ANYCUT+ (330mm width laser die-cut finishing machine) will be available in year 2015

## DIE-CUTTER

COMPETITOR vs ANYTRON  
(↔ 330mm web width)

Grafisk Maskinfabrik↔  
 Spartanics↔  
 Goldenlaser ↔

(ANYCUT+↔)

ANYCUT

Impression Compress LF350↔  
 CENTRA HS CUTTTER↔  
 Primera FX1200









Impression Compress LF3  
 ANYBLADE↔

AXXIS HS CUTTTER

## ANYTRON MARKET POSITIONING

- The most practical and economic printing and finishing solution in high-end market
- The best performance printer medium level market with different features
- Unbeatable economic price of printer in entry level market
- New total solution (printer+finisher under USD 30,000) for entry-medium level users

# COMPETITION IN DIGITAL LABEL PRINTING

Printer	AFINIA L801	ISYS Edge850 (AFINIA R635)	Primera CX1000	Primera CX1200	ANY-002	ANY - 001	Rapid X2	AXXIS HS
DESIGN								
MSRP	\$8,955	\$14,995 (12,500 €)	\$10,995 (10,995 €)	\$18,995 (18,995 €)	\$9,900	\$25,000	\$25,000	\$25,000-28,000
Resolution	1600dpi	1200x600dpi	1200 x 1200 dpi	1200 x 1200 dpi	1200x600dpi	1200x600dpi	1600 dpi	1200 X 600DPI
Max. Speed	60fpm(18m/m)	30fpm(9m/m)	16.25fpm (5m/m)	16.25fpm (5m/m)	30fpm(9m/m)	30fpm(9m/m)	30~60fpm (9~18m/m)	30fpm(9m/m)
Support PDF	Yes	Yes	No	No	Yes	Yes	Yes	Yes
Ink/Toner type	Memjet Dye ink	Single pass LED	Dry tonner	Dry tonner	Single pass LED	Single pass LED	Memjet Dye ink	Single pass LED
Variable Data	Yes	Option	No	No	Option	Option	Option	Option
Fuser Temp.	NA	302-374F	358F	358F	302-374F	302-374F	NA	302-374F
Max. Width	8.5"	8.5"	8.5"	8.5"	8.5"	8.5"	8.5"	8.5"
Print one-off	Yes	No	No	No	Yes	Yes	Yes	No
ICC by S/W	Optional (Wasatch)	Yes (Harlequin RIP)	No (PTPrint)	No (PTPrint)	Optional (Wasatch)	Yes (Wasatch)	No	Yes (Wasatch)
Cost Calculator	Yes (Ink & media)	Yes (all consumable+media)	Limited (no belt and f user wear)	Limited (no belt and fuser wear)	Yes (all consumable+media)	Yes (all consumable+media)	No	Yes (all consumable+media)
Media < 8.5"	Yes – down to 2"	No	No	No	Limited (4/6/8.5")	Limited (4/6/8.5")	Yes – down to 2"	No
Certified BOPP	Yes	Yes	No	No	Yes	Yes	Yes	Yes
no-matrix precut	Yes	Yes	No	No	Yes	Yes	Yes	Yes
Max. roll dia / Max. roll weight	8" / 6 kgs	8" / 6.5kg	8" / 6.5kg	12" / 10kg	14" / 12kg	14" / 12kg	25" / 20kg	14" / 12kg
Cost of ink/toner	250ml Ink : \$190 60K head : \$500	11.5K color toner: \$/€199 11K black toner: \$/€98 28K color drum: \$/€150 28K black drum:\$/€120 60K fuser : \$280 (€250) 60K belt : \$285 (€250)	16.5K color : \$/€425 16.5K black : \$/€189 120K fuser : \$/€495 120K belt : \$/€695 * € price is for Europe & MEA	16.5K color : \$/€425 16.5K black : \$/€189 120K fuser : \$/€495 120K belt : \$/€695 * € price is for Europe & MEA	11.5K color toner: \$225 11K black toner: \$180 28K drum: \$125/\$100-K 60K fuser : \$267 60K belt : \$176	11.5K color toner: \$225 11K black toner: \$180 28K drum: \$125/\$100-K 60K fuser : \$267 60K belt : \$176	250ml Ink : \$190 60K head : \$500	11.5K color toner: \$260 11K black toner: \$128 28K drum: \$150/\$120-K 100K fuser : \$370 100K belt : \$330
Total cost / m2 (5%)	\$0.82/M2	\$1.45/M2(EU:\$1.89)	\$1.58/M2(EU:\$2.05)	\$1.58/M2(EU:\$2.05)	\$1.59/M2	\$1.59/M2	\$0.82/M2	\$1.72/M2
Certification	CE, CCC, FCC	FCC, CE, TUV, CCC, BS5609	CSA, ICES, BSMI, FCC, BS5609	CSA, ICES, BSMI, FCC, BS5609	CE, FCC, KCC, BS5609	CE, FCC, KCC, BS5609	CE, CCC, FCC	CE, FCC, BS5609
Media waste	In:45cm / Out:0cm	In:61 cm / Out:25cm	In:45cm / Out:60cm	In:60cm / Out:70cm	In:30cm / Out:60cm	In:30cm / Out:2cm	In:180cm / Out:0cm	In:30cm / Out:60cm
Color Durability	Bad (water/uv)	Good	Good	Good	Good	Good	Bad (water/uv)	Good
Special features	Roll-to-Cut	-	-	-	Fan & Reset buttons on printer engine	Counter Duplex printing Fan & Reset bt'ns	Roll-to-Cut	-
STRENGTH	Cheap install & running cost, speed	Cheap running cost within laser printers	Cheap install cost	HMI touch screen	Cheap install cost	Accurate registration Many unique f'ns	High capacity printing, Speed	-
WEAKNESS	Weak durability against outdoor UV and humidity	Unstable feeder & take-up, supporting 6.5 kgs roll only	No support of PDF, Rip, CMS, Bartender, Variable data, Precut	No support of PDF, Rip, CMS, Bartender, Variable data, Precut	Take-up and precut sensor is optional	-	Weak durability against outdoor UV and humidity	Unstable tension control for accurate registration



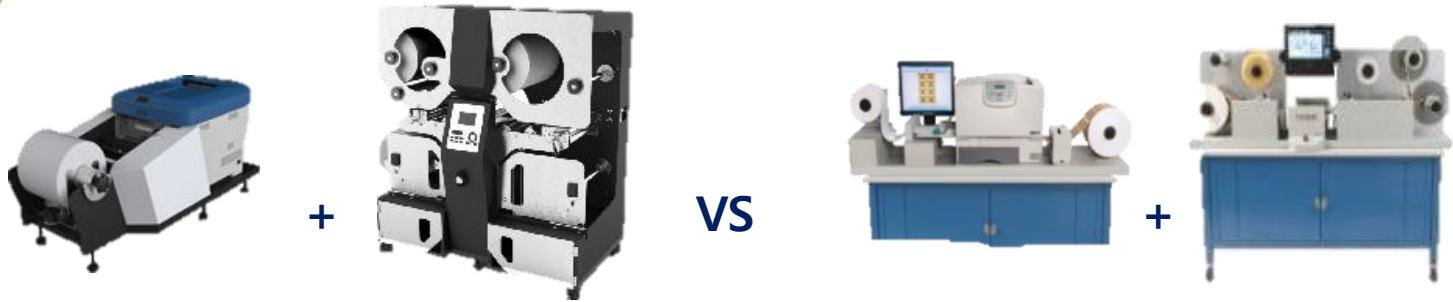
# ANYTRON TCO COMPARISON IN COMPETITION

Vendor	Printer	Currency	Investment Cost	5yr lease cost per M2	Ink/Toner cost per M2	Other cost per M2	Media Cost per M2	Total Cost per M2
(memjet) RTI	Vortex 850R	USD	13,396.00	0.0125	0.662	0.135	5.00	5.67
(memjet) AFINIA	L801	USD	10,866.40	0.0102	0.743	0.137	5.00	5.75
PRIMERA	CX1200	US USD (Europe) USD	18,995.00 (24,700.00)	0.0544 (0.0707)	1.639 (2.130)	0.216 (0.281)	2.50	4.19 (4.70)
ISYS	Edge850	USD	15,000.00	0.0430	1.453	0.151	2.50	4.00
VALLOY	ANY001	USD	25,000.00	0.0716	1.594	0.118	2.50	4.17
VALLOY	ANY002	USD	9,900.00	0.0284	1.594	0.118	2.50	4.12
ADSI	AXXIS HS label printer	USD	25,000.00	0.0716	1.722	0.112	2.50	4.29

ANY002 shows the lowest investment cost with reasonable TOC. MEMJET printers show the lowest consumable cost but media cost is high. Edge850 shows good TOC, but the machine itself is not rigid enough for a commercial production level.



# ANYTRON VS PRIMERA



002-BLADE PACKAGE

CX-FX PACKAGE

PRIMERA CX-FX Package is very well known solution in small-medium digital label printing market. ANYTRON provide 002-BLADE package to compete with this solution.

CX1200 printer has many disadvantages. It cannot support precut labels (Lexmark engine's limitation), variable data (no windows driver available for Bartender or Nicelabel software), color management (no Rip software compatible). FX is selling together with CX in most cases to compensate the limitation of CX, however the cost of FX is very expensive as a 8.5" width cutter.

**Investment cost : ANYTRON wins (US\$ 30,000 vs US\$ 55,000)**

**Toner and other cost : ANYTRON wins (US\$ 1.71/M2 vs US\$1.85/M2\*)** \* Even 30% higher than this in Europe

**ANYTRON wins. Better printer and wider web cutter at half price!**



## ANYTRON VS MEMJET



ANY002

VS



MEMJET

(Vortex, Affinia or VIPcolor)

Several vendors are providing OEM printers of Memjet. Memjet label printers are sold in last two years, because of its high speed and low starting/running price.

However, most of Memjet label printer customers are consumers, not commercial business company, because there's critical limitation in output labels.

Labels are very weak against water and sun light because of dye ink.

Lamination can earn a little more lifetime, but more steps of processing loses it's the only strength of speed. Actually ANYTRON's speed is enough for short runs.

Regarding running cost, when considering the cost of specially coated media for Memjet dye-ink printer engine, actual running cost is not as cheap as expected.

**Investment cost : ANYTRON wins (US\$ 9,900 vs US\$ 11,000~15,000)**

**Running cost (including media) : ANYTRON wins (US\$ 4.2/M2 vs US\$5.7/M2)**

**ANYTRON wins. Commercial level of output at lower price!**





# ANYTRON VS ADSI / IMPRESSION



ANY002

VS



ADSI AXXIS HS PRINTER



ANY001



IMPRESSION COMPRESS

After the release of ANY001 in 2013, ADSI and IMPRESSION copied the concept of roll label printer using the same single-pass LED toner engine. However original is original. There're many know-hows and special features in ANY001 that followers cannot catch up with easily.

ANYTRON's printer engine is not really the same. It has cooling fans and reset button in addition. Optional narrower fusers are available only with ANYTRON. ANY001 shows the best tension control and registration accuracy in help of its stable web station in setting aside additional features like media saving by cut-on-the-fly, label counting, duplex printing, jamming free feeding guide and etc. Furthermore, we newly released ANY002 at unbeatable price.

**ANYTRON wins. Originator never breaks Trust !**



# APPLICATION



## APPLICATION : BEYOND ANALOG (1)



Digital printing of any designs of label on the same layout without limitation in number of each label

- Application : Small volume production of various labels
- Solution : ANY001 or ANY002 + ANYBLADE or ANYCUT
- Substrate : Any label media (paper, PET, PP and etc.)
- Features : Different labels in small volume without limitation in colors, shapes and contents can be produced in a single batch production.



Cosmetic labels with each different variable data (barcodes & serial numbers)

- Application : Full color labels with variable data
- Solution : ANY002 + ANYBLADE (with Variable Data option of Rip software or labeling software like Bartender or Nicelabel)
- Substrate : Glossy paper self-adhesive
- Features : different records for each label can be printed in a single batch of production (barcodes, QR codes, texts, images, serial numbers and etc.)



## APPLICATION : BEYOND ANALOG (2)



### Snack food labels in small volume

- Application : short run digital printing on precut labels in full bleed and full color
- Solution : ANY001 or ANY002 (Precut function is optional in ANY002)
- Substrate : Art paper self-adhesive
- Features : Color can be managed easily by rip software for repeated jobs in small volume without waste by trials. Full-bleed printing can be done with precise registration on precut labels.



### Wrapping label for 6-can multi-pack

- Application : long label enough to wrap multiple items as a package for promotional use
- Solution : ANY001 or ANY002  
Substrate : White PET self-adhesive
- Features : ANY001 and ANY002 can print long labels up to 1.2m length in 21 cm width. ANYCUT can cut in special complex shape without limitation in length, but the same work is very difficult with analog method due to too big size of flat/rotary dies.

## APPLICATION : BEYOND ANALOG (3)



Digital printing and die-cutting of complicated design, with customized data of barcode.

- Application : Attractive wine label
- Solution : ANY001 + ANYCUT
- Substrate : Matte heavy weight paper
- Features : full cut inside of the label to have unique transparent area partly. Laser marking provides unique touch and feel on the label in addition.



Instant packaging for small amount of home-made cookies in private shops.

- Application : Instant private labels in small amount for in-house using purpose
- Solution : ANY002 + ANYBLADE
- Substrate : Kraft paper and art paper self-adhesive
- Features : Instead of ordering different labels to label production companies, you can do label production for your small amount of private labels instantly even in better quality and complicated design. No more worries about label stock to keep.





# APPLICATION : BEYOND ANALOG (4)



## Pharmacy drug labels

- Application : Durable and more readable full color labels for pharmacy drug containers
- Solution : ANY002 (with S/W and Variable Data option)
- Substrate : Art paper self-adhesive
- Features : Pharmacy drug labels need to be durable and resistant against color fading and discoloration due to UV light, water, hand sanitizers, alcohol, sweat and lotions. ANY002 provides highly readable and durable full color labels with personalization information like barcodes and serial numbers.



## Supermarket labels in combination of digital printing and analog printing

- Application : Printing of variable information in color on preprinted labels from analog offset printing
- Solution : ANY002 (with S/W and Variable Data option)
- Substrate : Glossy / art paper self-adhesive
- Features : Different records for each label can be printed for different products on preprinted labels in accurate registration. It's good idea to save the printing cost.



# APPLICATION : BEYOND ANALOG (5)

**The Basic Parts of A GHS-Compliant Label**

**1** → **n-Propyl Alcohol**  
UN No. 1274  
CAS No. 71-23-8

**2** → **DANGER**

**3** → Highly flammable liquid and vapor. Causes serious eye damage. May cause drowsiness and dizziness.

**4** → Keep away from heat/sparks/open flames/hot surfaces. No smoking. Avoid breathing fumes/mist/vapors/spray. Wear protective gloves/protective clothing/eye protection/face protection. If in eyes: Rinse cautiously with water for several minutes. Remove contact lenses if present. Continue rinsing.

**5** → Fill Weight: 18.65 lbs. Lot Number: B56754434  
Gross Weight: 20 lbs. Fill Date: 6/21/2013  
Expiration Date: 6/21/2020 See SDS for further information.  
Acme Chemical Company - 711 Roadrunner St. - Chicago, IL 60601 USA - www.acmechem.com - 123-444-5567

**6** → [Pictograms: Flame, Exclamation mark]

1. **Product Identifier** - Should match the product identifier on the Safety Data Sheet.  
2. **Signal Word** - Either use "Danger" (severe) or "Warning" (less severe)  
3. **Hazard Statements** - A phrase assigned to a hazard class that describes the nature of the product's hazards  
4. **Precautionary Statements** - Describes recommended measures to minimize or prevent adverse effects resulting from exposure.  
5. **Supplier Identification** - The name, address and telephone number of the manufacturer or supplier.  
6. **Pictograms** - Graphical symbols intended to convey specific hazard information visually.

Sample label courtesy of Weber Packaging Solutions - www.weberpackaging.com

## Chemical labels need to fulfill new GHS regulation from the beginning of 2015

- Application : Full color GHS compliant labels with variable data
- Solution : ANY002 (with Variable Data option of Rip software or labeling software like Bartender or Nicelabel)
- Substrate : Any paper or PET film self-adhesive

- Features : All chemical labels need to fulfill new global harmonized system (GHS) regulations for chemical labeling until just before the deadline in 2015. ANYTRON's single pass LED engine is independently tested and certified to pass parts 1, 2 and 3 of BS5609. With using ANY001 and ANY002, labels can be personalized with logos or other branding. There's no need for these companies to make a major investment in a large thermal transfer device for example that can only print labels of a certain size and nothing else. We can suggest a flexible and **far more affordable alternative - ANY002**, which **is full-compliant with all GHS demands** by minimizing the budget in migration from mono color thermal label printers.



## Marathon bib tags

- Solution : ANY002 (with S/W and Variable Data option)
- Substrate : Any tear-resistant paper or Teslin substrates
- Features : Printing variable ID numbers of runners in roll

## APPLICATION : ABOVE IMAGINATION (1)



### Destructive (breakable) wrist band label for event ticket in amusement part

- Application : One time use with preventing reuse
- Solution : ANY001 + ANYCUT
- Substrate : Art paper self-adhesive
- Features : After printing of strap contents by ANY001, ANYCUT can do complicated pattern cutting on the edge side in addition to kiss-cut and full-cut on the strap. This strap will be break easily after temporary use and hard to reuse the strap without leaving any trace.

### Garment printing by using heat transfer film

- Application : Customization of garments like eco-bags or T-shirts easily and promptly - washable and durable
- Solution : ANY002 + ANYBLADE
- Substrate : Valloy's special Polyurethane hot fix film
- Features : ANY002 prints customized images and logos on special garment transfer film in rolls. ANYBLADE can cut the contour of each design after printing. Pill of the pieces and put on the garment to apply heat by using iron or heat press to fix the images.



## APPLICATION : ABOVE IMAGINATION (2)



### Perforation and design cuts for tickets, packages and envelopes.

- Application : Perforation for separation and complicated laser cutting for design purpose.
- Solution : ANYCUT
- Substrate : Continuous rolls of normal paper or heavy paper (adhesive or non-adhesive)
- Features : ANYCUT can perforate tickets or labels with continuous process in rolls, together with other works like kiss-cut or full-cut at the same time. Any kind of complicated design can be used for the purpose of decoration in packages and envelopes.



### Durable labels for electronic parts or automobiles

- Application : Labels which require high level of durability for military, medical assets, automotive and more
- Solution : ANYCUT
- Substrate : Durable laser marking labels
- Features : ANYCUT can do laser marking and cutting at the same time, so ideal for production of durable labels in a single process. Suitable for security labels and heavy duty labels, safe from abrasion and harsh environment.



# APPLICATION : ABOVE IMAGINATION (3)



## Double-side printed Tickets and Tags

- Application : Double-side printed no-label applications. (Typically tickets, tags, documents, cards and etc.)
- Solution : ANY001
- Substrate : Any dual-face printable paper or Teslin substrates (non-adhesive)
- Features : ANY001 has a special function to measure marks on the backside of media, to support clear film printing and duplex printing. This helps making of dual-face printed tickets, cards and tags in accurate registration very easily with min. waste of media.



## Wet-tissue pouch cover label

- Application : Small wet tissue pouch is widely used for promotional purpose by hand out to people. The cover label is customized by digital printing for advertisement.
- Solution : ANY001 and ANYCUT
- Substrate : Thick PP adhesive media from Avery
- Features : After printing of full color advertisement on PP label substrates, ANYCUT produces final labels by laser die-cutting. ANYCUT leaves S-type tail cut line, holding the cover not to be fully pilled off by dragging.





## APPLICATION : ABOVE IMAGINATION (4)



### Vintage style of cork label for wine bottle

- Application : Antique and vintage look labels
- Solution : ANYCUT
- Substrate : Special cork self-adhesive substrates or Kraft paper self-adhesive substrates
- Features : ANYCUT can do laser marking as well as kiss-cut and full cut. Laser marking leaves brownish traces on paper or other natural substrates. When applying to cork or kraft paper, it can record images or texts in unique vintage style.



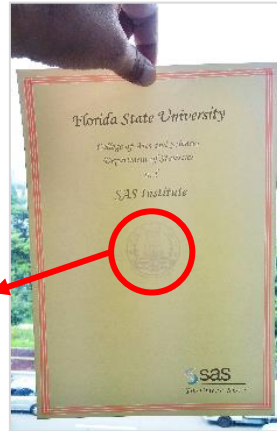
### Fibertag™ fingerprint label for security

- Application : Fibertag™ fingerprint label to protect products and documents to be unclonable and impossible to duplicate
- Solution : ANY001 and ANY002
- Substrate : Fasson FIBER TRACKER label media
- Features : ANYTRON label press is using printing engine which is certified by PROOFTAG. Its Fibertag's chaometric technologies provide authentic security features linked to online services and software solutions.

\* VALLOY is official solution partner of Prooftag.

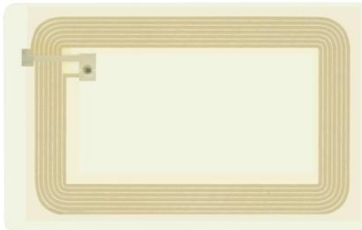


## APPLICATION : ABOVE IMAGINATION (5)



### Watermark printing by laser masking for Collage graduate certification

- Application : Watermark by laser masking for security purpose, to make the certificate not duplicable
- Solution : ANY002, ANYCUT
- Substrate : TESLIN SP1000 (250micron) substrate
- Features : By using 5~7% of laser beam power in fast speed scanning, ANYCUT can do laser masking on TESLIN substrate to leave watermarks. No-cloning Certificate can be produced by ANY002 and ANYCUT.



### Production of RFID card, tag and label digitally and easily in small volume

- Application : Digital production of RFID cards and labels
- Solution : ANY001 or ANY002
- Substrate : RFID embedded TESLIN SP700 & SP1000 substrates, specially developed by VALLOY
- Features : VALLOY provides RFID ready TESLIN substrates (self-adhesive and non-adhesive). It can be printed easily by ANY001 and ANY002 in much better quality than other substrates. Smartcards can be produced by lamination process.

\* VALLOY is official solution partner of PPG for TESLIN substrates.



# CASE STUDY



# CASE 1 : ANY001 & ANY002 VS ANALOG OFFSET

An offset printing company was expanding the business. However another new rotary 4 color offset press is too expensive and it would not seem to make sense for the **trend of various & small production.** (New offset investment will be recovered by additional earning of monthly min. US\$ 15,000.)

	ANY001		ANY002		Analog rotary 4 color offset press		
Machine Cost	US\$ 25,000		US\$ 9,900		US\$ 350,000		
Interest cost in principal equal payment (5 yr, 5% / yr)	US\$ 3,306		US\$ 1,309		US\$ 46,596		
Maintenance fee (5 yr)	US\$ 0		US\$ 0		US\$ 120,000		
Sub Sum for capital cost	US\$ 28,306		US\$ 11,209		US\$ 516,596		
<b>Capital cost / day (25d/m)</b>	<b>US\$ 18.9</b>		<b>US\$ 7.5</b>		<b>US\$ 344</b>		
Daily label production amount	20,000	50,000	20,000	50,000	20,000	50,000	500,000
Analog Ink and work cost *	US\$ 0	US\$ 0	US\$ 0	US\$ 0	US\$ 80	US\$ 80	US\$ 800
Analog Plate cost / M2 **	US\$ 0	US\$ 0	US\$ 0	US\$ 0	US\$ 270	US\$ 270	US\$ 270
Toner cost (US\$ /M2) ***	US\$ 1.5	US\$ 1.5	US\$ 1.5	US\$ 1.5	US\$ 0	US\$ 0	US\$ 0
<b>Ink Cost / Label (10cm x 10cm)</b>	<b>1.5 US Cent</b>	<b>1.5 US Cent</b>	<b>1.5 US Cent</b>	<b>1.5 US Cent</b>	<b>1.75 US Cent</b>	<b>0.70 US Cent</b>	<b>0.21 US Cent</b>
<b>Capital + Ink Cost / Label</b>	<b>1.59 US Cent</b>	<b>1.54 US Cent</b>	<b>1.54 US cent</b>	<b>1.52 US cent</b>	<b>3.47 US cent</b>	<b>1.39 US cent</b>	<b>0.28 US cent</b>
<b>Operation cost per day</b>	<b>US\$ 318</b>	<b>US\$ 770</b>	<b>US\$ 308</b>	<b>US\$ 760</b>	<b>US\$ 694</b>	<b>US\$ 694</b>	<b>US\$ 1,400</b>

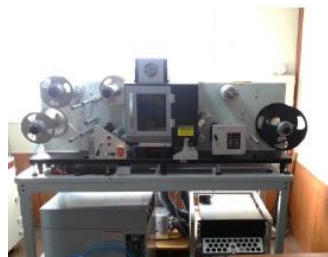
\* Analog work cost including ink expense : US\$ 80 / 50M2  
 \*\* Analog 4color plate cost by CTP : US\$ 270 up to 15,000 m2  
 \*\*\* Toner cost includes other consumables like drum, belt and fuser in assumption of 5% coverage or each CMYK

Analog machine cannot make money with orders in 20,000 labels volume !

After choice of ANY001 at affordable investment, this company can accept every small volume order from much more customers and those customers bring large volume orders together! No worries about investment recovery.

## CASE 4 : Busan Printing Company, Korea

- Case description : Busan printing company has been offset-printing for global magazine company ‘P’. In struggling from the decreasing publication volume of the magazine, this company found a new opportunity to provide digitally printed labels to ‘P’.
- Main product : offset printing (album, magazine), product label for cosmetic products, beauty products, massage goods and etc.
- label production : 1,500 kinds of label a month (200 ~ 300 labels for each kind)



The company’s customer, ‘P’ company had difficulties in ordering small amount of labels for too many kinds of products. The company needs to find a way to help its customer and it should be profitable too. However, HP Indigo was too expensive without guarantee to meet break-even point of the business by enough volume. The choice for this company was **ANY001 and ANYCUT**. Differently from his early worries about profitability on small volume production, the company produces about 100 kinds of labels in amount of 50 ~ 100 pcs for each a day. He proved **small volume production makes money** and the company’s annual **revenue is increased by 50%**.

## CASE 5 : “S” Food Company, Korea

- Case description : One of the major food company ‘S’ is selling thousands of products in domestic market and overseas market. So they needed to have multi-thousand kinds of labels even in the same design. One full floor of their building was used to keep the stock of labels and they were spending more than US\$120,000 dollars annually in ordering of required labels. Further more, many labels in stock were wasted frequently due to the degradation or change of design.
- Main product : Snacks, Instant noodles, beverages, processed foods, food cans and etc.
- label production : 4,000 kinds of labels, 200 ~ 300 labels for each kind a month.



The company’s choice was ANY001. They have limited design of labels, so they could use pre-cut labels. After using ANY001 for in-house production of labels, their cost is 2.5%, kinds of label is 0.3%, required space is 1.4% of the previous outsourcing case. **Time and cost could be saved dramatically.**

	OUTSOURCING	IN-HOUSE	BENEFIT
Annual Cost of Label	US\$ 120,000	US\$ 3,000	40 times less cost
Kinds of Label	about 4,000	14	300 times less kinds of label (full contents > label size)
No. of Cabinet for label storage	70	1	70 times less space required
SUMMARY	Immediate production in any label content can be done without loss and management burden		





## CASE 6 : “H” Printing Company, Korea

- Case description : “H” printing company was producing 1 ~ 3 color labels in analog method so far. More customers have asked full color labels but too expensive cost of 4 color rotary offset machine did not look efficient for the expected amount of order.
- Main product : mono color, 2 color and 3 color labels
- label production : 300,000 ~ 500,000 labels a month (10,000 ~ 50,000 labels per order)

ADOPTION OF ANY001	BEFORE	AFTER	BENEFIT
No. of colors	1~3 color	4 color in 16 bit gradation	Full color high quality label can be produced
Printing method	Analog offset	Digital by ANY001	Small volume order can be fulfilled
Variable data	no	Yes	Variable data label can be serviced
Proof sample	Hard to provide	Contract proof	Contract proof is the same with commercial

The ‘H’ company adopted ANY001 at cost of monthly US\$ 500 only by using 5 year financial program. They could not run ANY001 well in first 6 months but after that more and more customers ordered many kinds of full color labels in small volume. Now **satisfied customers are bringing bigger volume orders** and the company is developing different services in using variable data printing like variable barcodes, QR codes, images and texts.

Now he is considering more ANY002 presses which is 2.5 times cheaper, to increase the profitability over monthly financial cost. He proved ANY001 and ANY002 are the **right choice for small volume digital label production with minimum risk** of investment.



# CASE 7 : ANYTRON LABEL COST EXAMPLES

Digital printing cost of ANY001 and ANY002 is reasonable enough for short-run label productions.



**ANY001 OR ANY002**



77x86(mm)

**TOTAL COST** (incl. toner, fuser, drum excluding paper)      **TONER COST** (including toner only)

US\$ 0.241      US\$ 0.235



110x110(mm)

US\$ 0.058      US\$ 0.049



180x420(mm)

**TOTAL COST** (incl. toner, fuser, drum excluding paper)      **TONER COST** (including toner only)

US\$ 0.216      US\$ 0.212



76x124(mm)

US\$ 0.085      US\$ 0.078



180x130(mm)

US\$ 0.059      US\$ 0.049



180x130(mm)

US\$ 0.095      US\$ 0.086



# CASE 8 : ANYTRON DIE-CUT SPEED EXAMPLES

Digital Die-Cutting with ANYTRON gives **ENOUGH SPEED** for short runs! Even more with ANYCUT!

## ANYBLADE



## ANYCUT



77x86(mm)



68x68(mm)



59x76(mm)

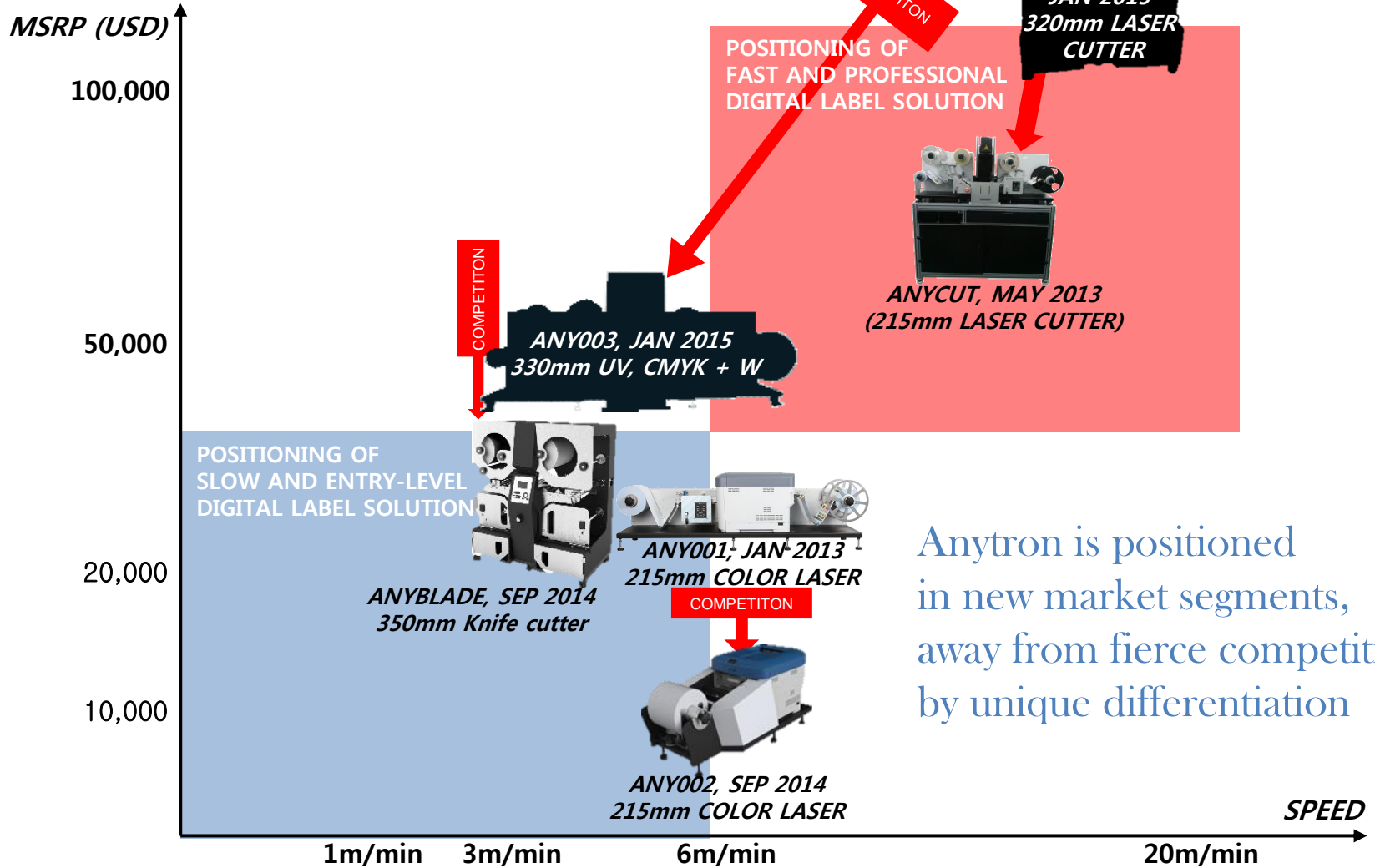
	Labels / Min	Labels / Hour	Labels / Day(8h)	Labels / Min	Labels / Hour	Labels / Day(8h)
A+	15	900	7,200	132	7,920	63,360
Wrinklet	36	2,160	17,820	188	11,280	90,240
Emulsion	20	1,200	9,600	208	12,480	99,840



# CONCLUSION



# POSITIONING OF ANYTRON PRODUCT LINE



Anytron is positioned in new market segments, away from fierce competition by unique differentiation



# EXPAND YOUR APPLICATIONS WITH ANYTRON



TYPICAL LABELS



WALL / MURAL DECORATION



LONG LABEL WRAPPING



LASER MARKING DURABLE LABEL



HANG TAG DOOR TAG (DUPLEX)



DESTRUCTIVE LABELS



FOOD PACKAGE COVER PRINT



DECORATED BOX AND ENVELOPE



PERFORATION LABEL



TATOO STICKERS



GARMENT TRANSFER PRINT



LASER HATCHING



CARD (DUPLEX)



LONG BANNER STICKER



WET TISSUE COVER



TICKETS (DUPLEX)



CHEMICAL LABEL





# NEW BUNDLE PACKAGE ARRIVED !

## FULL PACKAGE at unbeatable Price & Performance !



### ANY-002 + ANYBLADE

- ✓ FASHIOABLE DESIGN?
- ✓ PRINTING ON PRECUT LABEL?
- ✓ GHS CHEMICAL LABELS (BS5609)?
- ✓ CMS & VARIABLE DATA?
- ✓ STABLE TENSION FOR DIE-CUT?
- ✓ LAMINATING & MATRIX REMOVAL?
- ✓ STABLE AND PROBLEM-FREE SLITTING?
- ✓ AFFORDABLE TOTAL SOLUTION?

- **SPECIAL BUNDLE PRICE** FOR ANY002 + ANYBLADE (USD 30,000)  
There's nothing to win against this.
- **ENTRY LEVEL MARKET :**  
Why not getting **FULL LINE** solution with a little more investment  
for customers who are paying USD 13,000~20,000 for MEMJET or ISYS Edge850?
- **MEDIUM LABEL MARKET :**  
PRIMERA CX+FX package is existing best seller here  
- We can beat them with better / cheaper package.
- **HUGE POTENTIAL PROFESSIONAL MARKET :**  
Analog players can have 330mm size digital cutter at half price with a bonus of digital printer.  
(They need to make have short-run digital die-cutter if they make more than 100 rotary dies per year.  
All digital label presses (Indigo, Surepress, Xeikon, Jetrion...) need 330mm size digital cutter.
- **OTHER MARKET :** We can use this package for Garment printing market,  
by printing and cutting on special transfer film (polyolefin) to iron it on any garments.



# ROI ANALYSIS FOR NEW BUNDLE PACKAGE

ANYTRON makes money for you!

Recovery of investment without depreciation = **only 2 month!**

Monthly new profit with 3-yr depreciation plan = **USD 14.4K / month!**

CONTENTS	DESCRIPTION	VALUE (USD)
<b>SALES / MONTH</b>	<b>12 cent/label, 15,000 LABELS/DAY, 20 DAYS WORK</b>	<b>36,000.00</b>
RAW COST / MONTH	3.56 cent/label (DRUM, TONER, BELT, FUSER, PAPER)	10,680.00
<b>GROSS PROFIT / MONTH</b>	<b>SALES – RAW COST</b>	<b>25,320.00</b>
EMPLOYEE COST / MONTH	1 operator	3,000.00
EXPENSES / MONTH	USD 100 / DAY	3,000.00
OFFICE RENT / MONTH	MONTHLY USD 1,500.00	1,500.00
<b>3-YR DEPRECIATION</b>	<b>USD 30,000 (Any-002+Any-Blade) / 36 MONTHS</b>	<b>833.00</b>
OTHER COST / MONTH	MONTHLY USD 1,000.00	1,000.00
TAX	10%	1,600.00
<b>NET PROFIT / MONTH</b>		<b>14,390.00</b>

**LABEL DIMENSIONS**

Width	70 mm
Height	50 mm
Gap	5 mm
Number of Columns	2

**LABEL INK COVERAGE**

Ink Coverage Cyan	20%
Ink Coverage Magenta	20%
Ink Coverage Yellow	20%
Ink Coverage Black	20%

**MEDIA COST**

10000 LABELS = 275 Meters in Roll	
250M 8.5" Glossy Paper	USD 150
Cost of 275 Meters =	USD 165

**ESTIMATION COST FOR 10000 LABELS**

Total Toner Cost :	\$168.50
Total Color Cost :	\$191.70
Total Consumable Cost :	\$356.70

Assumptions :

Investment on ANY002 + ANYBLADE

Daily printing amount of 15,000 labels (70mm x 50mm)  
20 working days per month

Label's avg. color saturation is 20% for each CMYK



## MAKE YOUR COMFORTABLE DECISION

One meal and One cup of coffee are enough to start digital label production with ANY002 and ANYBLADE.



Capital cost = US\$ 7.5 per day



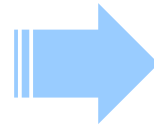
Operation cost = US\$ 22.52 per day





# CONSULT WITH US TODAY

Do you feel difficulties in any of below issues?



Find your resolution here in starting digital label production,

- Meeting small volume orders and fast lead time
- Variable data processing
- Managing skilled operators
- Enough factory and stock space
- Adopting to new technology
- Managing colors
- Managing die-cut pressure settings
- Minimizing losses and wastes
- Lower profits / harsh competition
- Too much set up time
- Providing proof samples
- Making of cutting dies too frequently
- Operator dependent quality
- Dirty working environments

- Small quantity, various labels
- Fast delivery by 5,000 labels within 2 hours
- Manage quality & color by s/w easily
- Save manpower cost and setup time
- More active marketing by easy production and providing proof samples
- Easy approach to variable data works
- Maximized productivity by reducing process steps
- Less investment cost to start
- Much better working environment
- Cheaper label cost for short runs

with us,  &  !!

- ✓ Immediate hot line service
- ✓ Total solution : machine, consumables, service, training
- ✓ Fast upgrade in every 6 month
- ✓ Regular training in every 2 month
- ✓ Customization by special request
- ✓ Continuous support for customer's success
- ✓ Business consulting for label printing market



# THAK YOU

## CONTACT US

[www.anytronlabel.com](http://www.anytronlabel.com)

We add fuel  
for the continued evolution  
in the ever-changing digital printing industry

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valloy.trustpass.alibaba.com www.linkedin.com/company/valloy-inc  
www.youtube.com/user/juankimvalloy www.twitter.com/Valloy\_Inc

### MEET VALLOY TODAY

#### • TOPAZ SIGNAGE PRINTING SOLUTION

- TOPAZ / SEEGET / XTREAMJET Rip Software
- TOPAZ DIGITAL SIGNAGE INK (K3, Eco-solvent)
- TOPAZ INKJET MEDIA (Film, Paper and Fabric)
- TESLIN SUBSTRATES (Official partner of PPG)
- TOPOP MOUNT PS FOAMBOARD
- TOPAJET UV HYBRID PRINTER

#### • TOPAZ TEXTILE PRINTING SOLUTION

- TOPAZ TEXTILE RIP Software
- TOPAZ DIGITAL TEXTILE INK (Dye-sub, textile pigment, UDS)
- NATURCOAT (Pretreatment for dye-sub on cotton & silk)
- TOPAZ TRANSFER PAPER (Normal, Sticky and Quick-dry)
- TOPAZ PRETREATED TEXTILE (Direct-sublimation)
- TOPAZ HEAT PRESS (Flat-bed/piece/roll, Oil drum)
- TOPAZ TEXCOOKER II (Heat Fixation Unit)
- TOPAZ TEXCOATER (Flat-bed type and roll type spray coater)
- TOPAZ TEXDRYER (Quick tunnel type dryer for transfer paper)
- TOPAZET TEXTILE PRINTER

#### • TOPAZ SPECIALTY PRINTING SOLUTION

- HD CLEAR FILM (Micro-porous inkjet color separation film)
- TOPAZ INDUSTRIAL INK (Aqueous Resin ink, LED-IR curing ink)
- ANYTRON DIGITAL LABEL PRESS (LED toner and UV inkjet)
- ANYTRON DIGITAL DIE-CUTTER (Knife and CO2 laser beam)
- PROOFTAG SECURITY LABEL (Official partner of ProofTag)