



**IBC INTERNATIONAL BAR CODING  
SYSTEMS & CONSULTING**

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# **TWIN PA10G**

**LABEL PRINTER APPLICATOR**



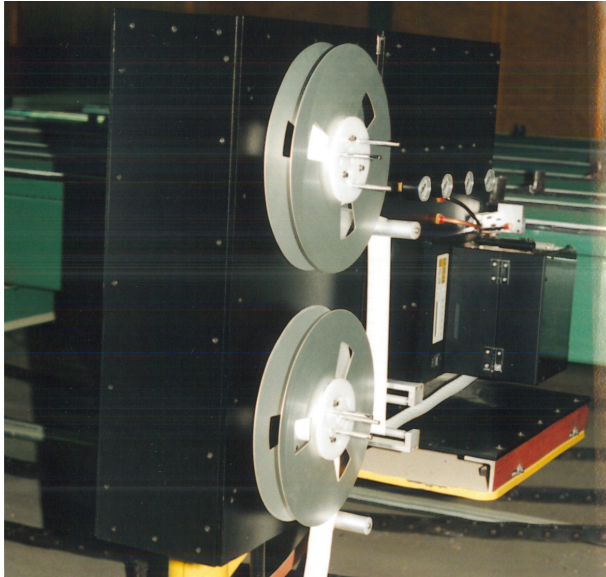
## **Case Study**

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# GROWING TOGETHER

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In 2002, a sawmill based in central Canada purchased the first generation of IBC printer applicators, the PA1000.



A decade later, this same company decided it was time to upgrade to IBC's next generation of printer applicator, the PA10G. At 294 pieces per minute, they experienced significant improvements in uptime.

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## THE PROBLEM

Even though the new PA10G was significantly more efficient, there was still downtime associated with routine maintenance, label and ribbon replacement.



## DIGGING DEEPER

The customer noticed that each label refill took an average of 15 minutes to complete. During this time, approximately 4,500 pieces would pass through unlabelled.

A worker would then be assigned to manually label each of the missed pieces. This task took approximately 2.5 hours out of the employee's day each shift.

With 4 shifts running 24 hours a day, 6.5 days per week, this totalled 2,917 hours annually.



***To a busy sawmill, a single minute of downtime can translate into thousands of dollars in lost revenue.***

When they factored in monthly maintenance and unscheduled diagnostics, the overall downtime was a significant drag on production and increased overall costs.

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# THE TWIN PA10G SYSTEM

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To help solve this problem, IBC presented them with an innovative solution—the Twin PA10G.

The Twin PA10G System uses two printer applicators on the same line, virtually eliminating all downtime. Even the most efficient machines need maintenance and label restocking. With two printer applicators, there is one ready to take over while the other one is being replenished or serviced.

In 2018, our service team flew out to install and train staff on the new Twin PA10G system.





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## THE SAVINGS

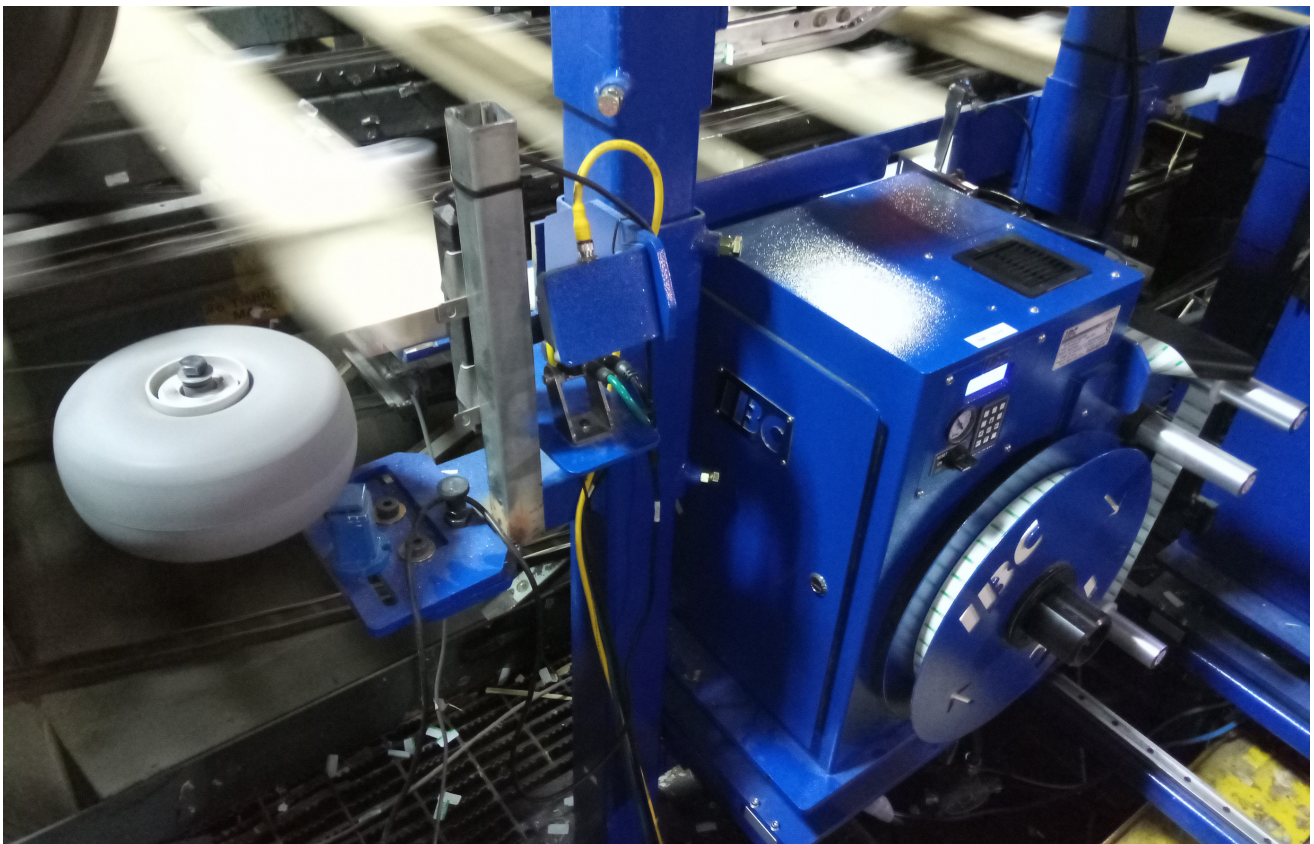
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The expected wage savings is \$87,500 per year.

This does not include cost savings for scheduled and unscheduled maintenance stops, or the training and equipment required for each shift employee on manual tagging.

The result?

The Twin PA10G system provides the **lowest total cost of operation** for printer applicators in the industry.





## A YEAR LATER...

A year later, the Twin PA10G System is still operating at full speed. As a result of the switch, the customer has noticed improved production efficiency and significant cost savings.





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# THE PA10G DIFFERENCE

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Custom designed for the wood products industry, the innovative PA10G is built for reliability in rugged, industrial environments.

As the fastest printer applicator in the industry, the PA10G is saves money by reducing downtime and increasing application speed.

*up to*

**300**

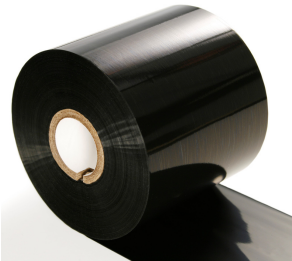
*pieces per minute*

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*up to*

**\$36,000**

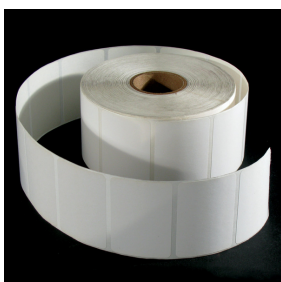
*in annual savings per line*



## Thermal Transfer Printing

Many printer applicators use inkjet printers for their labels. The PA10G uses thermal transfer printing. **So what's the difference?**

- ➔ Inkjet print quality slowly declines with each label printed. With thermal transfer printing, the last label looks as good as the first.
- ➔ While inkjet printers use water-based ink, thermal transfer applications are resin and wax based, making them more durable and suitable to industrial applications like kiln drying.



## Size Matters

The PA10G uses larger larger label rolls, and larger thermal transfer ribbons. This reduces the frequency of label replenishment and ribbon replacement.



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## **SUMMARY**

Sometimes, the simplest of solutions can have dramatic results.

The PA10G took years to develop. As a result, it has become the industry benchmark for fast, reliable, quality labelling of wood products.

The Twin PA10G system was a simpler process to refine, but the resulting cost savings has proven significant for customers.

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