

# WhatTheyThink?

## AmeriPrint Supports Distributors with MCS Purchase

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*Company installs the new Eagle FlexPrint system*

GAITHERSBURG, MD - MCS, Inc. is pleased to announce that AmeriPrint of Harvard Illinois has installed an MCS Eagle FlexPrint system with dual print heads.

The 20 year-old company specializes in state-of-the-art printed business documents at aggressively competitive prices. AmeriPrint sells exclusively through its trade partners, offering several web presses (offset and flexographic) for production of business forms (carbonless, laser cut, snap sets and continuous form) as well as production of specialty products such as jumbo-roll forms, integrated cards and integrated labels.

"We have been looking for this technology for a long time. We were getting a lot of requests for consecutive bar coding on shipping documents and medical forms. Many of our customers were also looking for other forms of variable-imaging such as addressing, large or small format numbering and graphics," says Gary St. Onge, VP of Sales and Marketing. "We needed something to address these requests and more. The MCS system was just the ticket. We're already getting a lot of new business," asserts owner Jim Schuly.

AmeriPrint looked at several vendors before making their purchase. "There were a lot of factors that went into our decision to go with MCS. They were by far the most helpful; we tried out the equipment, we tested it, and MCS even brought us out to another customer location to see the product in operation. They provided a lot of good information and the pricing was good," explains St. Onge. "Also, the MCS equipment was best suited to us, and the company has a good track record."

The FlexPrint is the latest MCS Eagle generation product that uses a hybrid water-based ink that allows for printing on coated materials without the need of UV-Curable technology. It has the performance similar to UV inkjets with the flexibility of water based ink. The MCS FlexPrint can easily address mail at over 30,000 pieces per hour, at 600DPI. The permanent piezo head offers the lowest total cost of imaging at 600DPI.

Glenn Toole of MCS remarks on the two-headed Eagle FlexPrint system: "It will do variable data barcoding and numbering inline on AmeriPrint's presses. The barcoding will be an added-value product for industries/applications such as medical forms and other documents requiring tracking. The speed, quality, print width and ink cost make the MCS FlexPrint the most advanced inkjet in the mailing and printing industries."

AmeriPrint's operators are impressed with the new equipment, and enthusiastic about learning something new. With MCS training and easy-to-reach support, it won't be much of a challenge.

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