



Machines Cleaned

Our Envelopes Customer is a family owned business that made its first envelope in 1912. They purchased an AeRO 30 to clean their Winkler & Dunnebier machines (www.w-d.de). They typically clean 8 - 10 machines each week.

These machines are an “all-in-one” process: starting with a roll of paper, they create the envelope shell, print the required customization and apply the glue, which means that they have to manage paper dust from cutting, ink overspray from printing, glue overspray, general grease build-up and a mixture of all four.

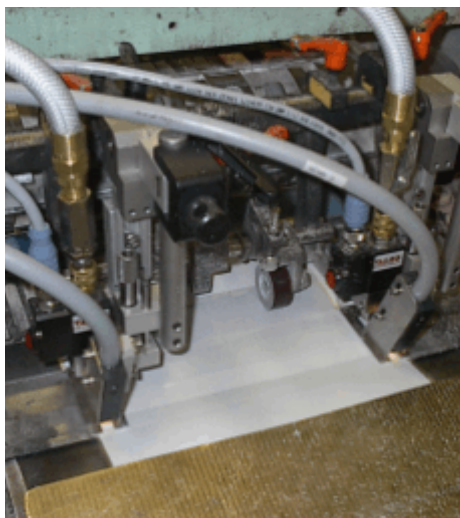
Our Envelopes Customer received our Printing Video mailing in December 2006. In February 2007 they began a 1-week trial rental. They purchased the machine after 2 days.

Contaminates & Challenges

Throughout the manufacturing process the machine will develop build-ups of glue, paper dust, grease, ink and combinations of several of the above resulting in grime.

As an integrated machine, different parts of the unit will have different types of grime as well as different levels of accessibility to clean. Some areas will have more intricate mechanics, others will have more wiring. These are the areas that usually present the biggest challenge.

Typical cleaning is a labor intensive process that requires disassembly.



Overall Benefits of Cold Jet

- Online cleaning
 - no disassembly required
 - * eliminated damage from misalignment
 - * eliminated damage from transport
 - reduced labor costs
 - * from 5+ people to only 2
 - * elimination of overtime
 - eliminated chemical solvents
 - * eliminated disposal costs for rags covered in solvents
- Effectiveness of cleaning
 - reached where rags could not
 - cleaned without touching equipment



The Glue Problem:

Glue, paper dust, grease and grime spatters and then hardens on the equipment.

Previous Cleaning Method: Manual cleaning using chemical solvents with wire brushes, chisels and pins

- time consuming - labor-intense
- could not remove build-up from hard-to-reach areas
- environmental and worker safety concerns from use of chemical solvents
- required disassembly - extended downtime

Cold Jet Solution: AeRO 30 with 523 SLF and MS-045

- completely removes grime, paper dust and adhesive from machines and switches
- faster clean time for the whole machine
- no disassembly - reduced downtime
- more effective in removing grime from gears and shafts in backside area
- cleans mounting blocks and corners more efficiently
- takes off all variety of adhesives used much better
- eliminates the need for chemical solvents - enhances environmental and worker safety

The Ink Problem:

ink overspray paper dust, grease and grime spatters and builds up on the equipment.

Previous Cleaning Method: Manual cleaning with chemical solvents and rags

- time consuming - labor-intense
- could not remove the more hardened lighter coatings of ink on machine parts
- environmental and worker safety concerns from use of chemical solvents
- required disassembly - extended downtime

Cold Jet Solution: AeRO 30 with 523 SLF and MS-045

- removes thick clumps of ink completely from machine parts
- better removal of the more hardened thinner coatings of ink on machines
- eliminates the need for chemical solvents - enhances environmental and worker safety
- faster removal of inks
- reduced downtime - increased productivity
- ability to remove ink on both die-cut and web envelope conversion equipment

MS-045

523 SLF



Adjustable nozzle handle