

DisplayMaker
110s
PRODUCTION SIGN SYSTEM

TOPPS

Total Output Program for Production Systems

MacDermid ColorSpan and American Express Business Finance have come together to offer the **Total Output Program for Production Systems**, a total cost of ownership program that provides the customer with hardware, service and ink in one low monthly payment.

TOPPS is an all-inclusive program that is built on a standard equipment lease for 12, 24, 36, 48 or 60 months, with a choice of 10% or \$1 buyout. Rates are subject to leasing company credit approval and may vary for a specific customer. At the end of term, the customer can return the unit, buy the printer, or roll it into a new TOPPS agreement with ColorSpan.

Customer Benefits:

- One payment covers equipment lease, ink supplies and service.
- Accurate per sq. ft. costing when bidding and estimating jobs.
- Preferred pricing on ColorSpan hardware, supplies and service.
- The higher your production, the lower your cost per sq. ft.
- No penalties for under or over-estimating production volume.
- Just pick up the phone and order your ink supplies as needed.
- Normal ground freight included at no extra charge.
- Guaranteed supply and service pricing for the term of the agreement.
- Flexible quarterly adjustments to your production volume estimates allowing for increases, decreases or seasonal business.

Many times, a traditional purchase can be a complicated and time-consuming process. Significant down payments and personal guarantees may be required to secure traditional bank financing, which also ties up valuable credit lines. Accountants often say, "You don't really need to own the equipment. You just need to use the equipment."

Besides, don't you just want an affordable equipment solution with competitive supply costs and worry-free maintenance contract, so you can focus on building your business and making money?

ColorSpan
by MacDermid

 **Business
Finance**

Typical TOPPS Example — Low Volume

- ColorSpan DisplayMaker 110s - Standard, Grand Format Solvent Printer
 - Up to 500 sq.ft. per hour print speed
- 36 Month Lease
- 6 Month Warranty including head replacement
- 30 month on-site service agreement including head replacements
- Enough SolaChrome Inks to produce 25,000 sq.ft. per month
- 5 days of Professional Installation & On-site Training
- All for just \$9,995 per month or **\$0.39 (cents) per sq.ft.**

Typical TOPPS Example — Medium Volume

- ColorSpan DisplayMaker 110s - Professional, Grand Format Solvent Printer
 - Up to 1000 sq.ft. per hour print speed
- 36 Month Lease
- 6 Month Warranty including head replacement
- 30 month on-site service agreement including head replacements
- Enough SolaChrome Ink to produce 75,000 sq.ft. per month
- 5 days of Professional Installation & On-site Training
- All for just \$17,304 per month or **\$0.23 (cents) per sq/ft.**

Typical TOPPS Example — High Volume

- ColorSpan DisplayMaker 110s - Professional, Grand Format Solvent Printer
 - Up to 1000 sq.ft. per hour print speed
- 36 Month Lease
- 6 Month Warranty including head replacement
- 30 month on-site service agreement including head replacements
- Enough SolaChrome Ink to produce 150,000 sq.ft. per month
- 5 days of Professional Installation & On-site Training
- All for just \$24,054 per month or **\$0.16 (cents) per sq/ft.**

Total Output Program for Production Systems

Full Service Maintenance Option

- 1st year cost of \$10,995 (months 7-12). Subsequent years at \$21,995 per year (1 to 7 cents per sq. ft, depending on production volume).
- Includes all emergency and two preventative maintenance calls per year.
- All labor, parts and travel expenses included.
- Printheads and ink system parts are included, provided customer uses exclusively ColorSpan's SolaChrome inks.
- Anticipated 2-day response time for emergency repairs to most locations, excluding weekends and holidays.
- All service visits scheduled during normal business hours Monday to Friday excluding holidays.

Standard Maintenance Option

- 1st year cost of \$7,650 (months 7-12). Subsequent years at \$15,300 per year (.8 to 5 cents per sq. ft.).
- Two preventative maintenance visits per year, all labor and travel expenses included for these two visits.
- Customer is primary service provider. Service Training is performed at installation.
- Printheads and ink system parts are included, provided customer uses exclusively ColorSpan's SolaChrome inks.
- Customer pays 15% (85% off) of list price for all replacement parts including those used for preventative maintenance.
- If customer finds it necessary for on-site support, ColorSpan will send a technician on a best effort basis to the customer's site. In this case, the customer will pay for technician's travel expenses.
- All service visits scheduled during normal business hours Monday to Friday excluding holidays.

50/50 Maintenance Option

- 1st year cost of \$3,995 (months 7-12). Subsequent years at \$6,800 (.4 to 2 cents per sq. ft.).
- Includes one preventative maintenance visit per year, all labor and travel expenses for this visit included.
- Customer is primary service provider. Service Training is performed at installation.
- Printheads and ink system parts are included, provided customer uses exclusively ColorSpan's SolaChrome inks.
- Customer pays 50% of the list price for all replacement parts including those used for preventative maintenance.
- If customer finds it necessary for on-site support, ColorSpan will send a technician on a best effort basis to the customer's site. In this case, the customer will pay for technician's travel expenses.
- All service visits scheduled during normal business hours Monday to Friday excluding holidays.

Time and Materials

For customers without an annual Service Maintenance Agreement, MacDermid ColorSpan offers field-engineering on-site services on a time and materials basis. Billable at \$185 an hour plus travel expenses. Printheads and ink delivery system parts available to customer at a 75% (25% off) of the list price, provided customer uses exclusively ColorSpan's SolaChrome inks.

Warranty

6-month or 300,000 square feet, which ever comes first, limited on-site warranty in the USA and Canada.

Technical Support

Available for the life of the printer, via toll-free phone and email from 8am to 6pm Monday-Friday, excluding holidays.

Installation

On-site installation and operator training in the USA and Canada is required at the cost of \$3995. The operator training enables the owner/operators of the equipment to properly operate and perform day-to-day maintenance of the equipment to maximize productivity.

In instances where the end-user purchases a MacDermid ColorSpan Maintenance Contract and is acting as the primary service provider for the equipment (Standard and 50/50 Maintenance Options), ColorSpan will also provide service training on site along with the installation and operator training.

Total Output Program for Production Systems

Ink and Service Rate Matrices

Full Service Maintenance

Sq. Ft. / Month	Hours of Production / Day @ 700 sq.ft. / hr.	Ink Price / Liter	Ink cost / Sq. Ft. @ 1.5 ml / Sq. Ft.	Service / Month (after warranty)	Service / Sq. Ft.	Total Ink and Service / Sq. Ft.
25,000	2 hrs	\$100	\$0.150	\$1833	\$0.073	\$0.223
50,000	4 hrs	\$95	\$0.142	\$1833	\$0.037	\$0.179
75,000	5.5 hrs	\$90	\$0.135	\$1833	\$0.024	\$0.159
100,000	7 hrs	\$85	\$0.127	\$1833	\$0.018	\$0.145
125,000	9 hrs	\$80	\$0.120	\$1833	\$0.015	\$0.135
150,000	11 hrs	\$75	\$0.112	\$1833	\$0.012	\$0.124

Standard Maintenance

Sq. Ft. / Month	Hours of Production / Day @ 700 sq.ft. / hr.	Ink Price / Liter	Ink cost / Sq. Ft. @ 1.5 ml / Sq. Ft.	Service / Month (after warranty)	Service / Sq. Ft.	Total Ink and Service / Sq. Ft.
25,000	2 hrs	\$100	\$0.150	\$1275	\$0.051	\$0.201
50,000	4 hrs	\$95	\$0.142	\$1275	\$0.025	\$0.167
75,000	5.5 hrs	\$90	\$0.135	\$1275	\$0.017	\$0.152
100,000	7 hrs	\$85	\$0.127	\$1275	\$0.012	\$0.139
125,000	9 hrs	\$80	\$0.120	\$1275	\$0.010	\$0.130
150,000	11 hrs	\$75	\$0.112	\$1275	\$0.009	\$0.121

50/50 Maintenance

Sq. Ft. / Month	Hours of Production / Day @ 700 sq.ft. / hr.	Ink Price / Liter	Ink cost / Sq. Ft. @ 1.5 ml / Sq. Ft.	Service / Month (after warranty)	Service / Sq. Ft.	Total Ink and Service / Sq. Ft.
25,000	2 hrs	\$100	\$0.150	\$566	\$0.022	\$0.172
50,000	4 hrs	\$95	\$0.142	\$566	\$0.011	\$0.153
75,000	5.5 hrs	\$90	\$0.135	\$566	\$0.008	\$0.143
100,000	7 hrs	\$85	\$0.127	\$566	\$0.006	\$0.133
125,000	9 hrs	\$80	\$0.120	\$566	\$0.005	\$0.125
150,000	11 hrs	\$75	\$0.112	\$566	\$0.004	\$0.116