

EZ BOX Machinery Co., Inc.

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EZ to Install – EZ to Operate – EZ to Maintain – Built to Last!

EZ Box Model 970B vs. Nearest Competitor – Features and Versatility

1 Oct 2009

FEATURES				
	Competitor (9-2009 brochure)			<i>EZ Box 970B-102 with feeder</i>
1. Speed	Aprox 1000 - 49" blanks per hour	☺	☺	Approximately the same; Up to 1200 smaller blanks per hour (4 slots per blank)
2. Box Styles	Over 50 FEFCO styles available; 15 pre-programmed		1✓	Over 120 FEFCO styles available, 21 pre-programmed. Will add pre-programmed styles upon request.
3. Blank size, max	94.5" wide x any length		2✓	102" wide x any length; any length (126" wide available)
4. Blank size, Min	13" long 4" wide,		3✓	12" long Manual feed – 4" wide Automatic feed – 11" wide
5. Typical setup time	30 seconds	☺	☺	As little as 30 seconds, for similar-sized boxes (Includes mechanical setup)
6. Slot length - max	20"		4✓	Length your choice; Standard, 16-22"
7. Distance between slots, max	55"		5✓	62" (-102 with 20" knife) 90" (-126 with 18" knife)
8. Distance between slots, min (between flap scores)	2.5"	1✓		3.5"
9. First panel, min	3"		6✓	No minimum (short trays; shallow 5-panel folders; small first-cell dividers)
10. Glue flap	Variable	☺	☺	Variable
11. Slot width	8mm / 5/16"		7✓	5/16" standard, or your choice
12. Materials	Up to 300AA Doublewall Either flute direction Variable crease pressure		8✓	Up thru 600 AA (like a hot knife thru butter!) Either flute direction; Variable score pressure
13. Electrical	415v, 3ph, 50/60hz, 8amps		9✓	Optional: 200-240v, 3ph, 60hz, 20 amps, OR 380-420v, 3ph, 50hz, 10 amps
14. Air	None (= no suction assist on feeder, = less positive feeds under certain circumstances.)	2✓?	☺	80-100 psi, negligible volume With feeder suction belt assist, 8CMF (5hp compressor)
15. List Price	\$104,500 (Aug 09 USA Quote)	3✓	☺	\$105,950 (<i>But...we will do our best to match or beat any bona fide quote!</i>)
TOTAL for FEATURES		3	9✓	

(Next page... Versatility)

Comparing EZB Model 970B with nearest competitor....

VERSATILITY				
	Competitor (9-2009 brochure)		<u>EZ Box 970B-102 with feeder</u>	
1. Flap scoring	Fixed scoring rollers (Presumed)		1✓	Removable, replaceable scoring rollers; 2 minutes to change; Profile - your choice; Provided: Sharp / rounded / none (No-crush roller for no flap score – i.e. partitions)
2. Nip rollers	Just 2 – the flap score rollers (Presumed)	?	☺	2 flap score rollers, plus 10 no-crush rollers, plus add-ons if necessary
3. Additional flap scores	Not able in one pass (Presumed)		2✓	Additional scores in one pass (i.e., make variable height box by adding 4 or more additional flap scores – in line, one pass)
4. Panel scoring	Yes		3✓	Yes, for normal boxes Optionally slot only (no panel score) for partitions and other specials
5. Partitions	Yes (But with unwanted flap and panel scores); 2-up: Yes (But must cut apart in separate operation.)		4✓	Yes – without unwanted flap score or panel score; 2-up: Yes; optional slitting knife slits the 2 partitions apart in same pass
6. Special requirements	Unknown	?	5✓	Outfeed section is open to accommodate additional heads to score, slit, slit-score, or other conceivable functions
7. Knife – score relationship adjustment	Unknown	?	6✓	Easily adjust knife depth to meet flap score, or adjust for distance from flap score (for tight-corner boxes)
8. Punch	No		7✓	Optional punch (Hand-holds, ventilation holes, etc)
9. Printing	Yes (Lynx) Max 2+3/4 height		8✓	Yes (REA or Lynx, both integrate identically.) REA – Max 4” height
10. Tab removal	No No plans (Presumably)		9✓	Available upon request
11. Software	Save boxes		10✓	Save boxes Job Queue Remote management
12. Warranty	2 years (?)		11✓	3 years
13. US Support	5 Distributors in 20 years: Dunn & Associates (NC) Dawson (Canada) Lakeview Sales (TX) British Converting (FL) Boxmaker Systems (TX) (Started 2009)		12✓	Always here! Speak either to agent, or directly to EZB tech support, your option. Family-owned and operated since beginning in 1991.
14. Spinoffs	Copy by previous distributor Lakeview – Why?? See www.bxmkr.com			
TOTAL for VERSATILITY		0	12✓	

*Efforts have been made to ensure the facts presented are true and accurate.
Please notify EZB if you find any information on this comparison that is incorrect or misleading.*