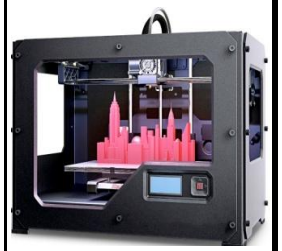
Market Report for 3D Printer

2017.Aug.6th

Factory Information	**Company name**	*****	*****	*****	*****	*****	*****
	Sales Contact name	*****	*****	*****	*****	*****	*****
	Contact Email	*****	*****	*****	*****	*****	*****
	Contact phone number	*****	*****	*****	*****	*****	*****
	Website	*****	*****	*****	*****	*****	*****
	Factory Location	*****	*****	*****	*****	*****	*****
	Warehouse Location	***** shenzhen	*****Shenzhen, China	*****XIAN Province	*****kunming.china	*****,Hangzhou,ZheJiang	*****,xiamen city,fujian province
	R&D team(people)	11	8		50	10	2
	Number of employees	50	150	50	500	40	5
Factory Information	Photos of Product						

	Production Experience(Years)	1	6	This coffee printer is new model just come out this year, which special desgin for coffee printing.		3	11
	Manufacturing same or similar printer(Years)	1	Most is UV printer	About 15 years	15	13	3
	Main export country		Mostly in Asia, other is traders customers	Polan, Russia, German, Australia, US, Mexico, Canada , South africa etc	global	Europe, USA, South East Asia	Southeast Asia, the Middle East and Asia
	References: Need an English speaking reference outside of Asia		Tailad	South America,Name: Romulo TEL: 0052 1 55 1473 8535			
Certifications:	RoHS/CE/FCC/UL/Prop 65	RoHS/CE		CE	CE	CE	CE
Pricing:	Printer cost (USD) FOB Shenzhen	&1687	$1,843	$1,380	$2,900	$1,680	$1,328
	Pricing on 2 units/12 units, 120 units （USD/SET）	$1687 / $1265 / $1093	$1531 / $1453 / $1218	$1380 / $1000 / $850		$1680 / $1460 / $1230	$1250 / $1094 / $938
	Lead time on 2, 12, 120 units(days）	2,5,30	2,4,10	1,4,20	Delivery within 1-2 working-days, after 100% payment.	4,7,30	2,6,40
	Printer head cleaning solution cost		Distilled water is ok	Not need cleaning solution	￥0.0006/c㎡	USD30/liter	118USD
	Transit ink tube (included? If not, cost?)	N	N	N	$30	Y	Y
	Ink refill injection (included? If not, cost?)	N	N	Y	$50	Y	Y

	Pallet (for holding cups) if any, cost	N	N	Machine with the pallet to hold cup	N	They can customize pallet per client's requirement, but they need specific details, such as cup size. The cost will be based on requirement.	Y
	Terms of payment (3rd party payment option alibaba or to deposit)	only TT or Western Union	TT	Deposit	Seller designated account	3rd party payment option alibaba	BY CASH
	Price includes set of refill ink	N	Y	Each unit include 100ml /each color ink	N	N	Y
	Price of refill ink(USD)	$93/L	China ink is $15/100ml, need 6 color	$85/ liter	$95/1000ml	$56.5 per set	$4.7/100ml
	What products can it print on (late foam, cappuccino, yogurt, milkshake, cookie, candy, what else?)	late foam, macarons,cappuccino, yogurt, milkshake, cookie, candy	Every smooth surface of the product, such as macarons can print directly.	late foam, milshake, cookie, candy	late foam, cappuccino, yogurt, milkshake, cookie, candy,	printer could print all food mentioned here., it can print bread and chocolate..etc flat surface food.	late foam, cappuccino, yogurt, milkshake, cookie, candy
	Printer head model (what printer has been modified)	Epson L800	Epson L800	HP1010	Epson R1390	Epson L800	EPSON L800
	# of cups at one time		4 cups	1cup		6 cups	4 cups
	Printing range size	210*380mm	210*410 mm		290*200mm	210*297mm	
	Max height should be minimum of 15cm	12cm	20cm	8-18cm	15cm	15cm	21cm
	Max printing thickness	17cm	20cm	8-18cm	19 cm	15cm	17cm
	Printer colors	CMYK+LCLM	CMYKWW	CMYK	CMYK+LCLM	CMYK+LCLM	CMYK+LCLM

Printer Specs Hardware:	Printer speed (cups per second, 1 vs 2 vs 4 vs 6)	A4 photo 111second	120second / cup	10second / per cup	a4 paper full color print time of 111 second	1 cup 22second 2 cup 40second 4 cup 80second 6 cup 160second	35sec/2 cups
	Printing direction		Y		BID	BID or UN-BID	
	Printing resolution (DPI)	5760*1440DPI	2880*1440DPI	600*600 DPI	5760 *1440 DPI	5760*1440DPI	2880*1440DPI
	Height adjustment (auto or manual)	auto	auto	auto	auto	auto	auto
	Power (must be 120V with ground prong for North America, no adapter) ******	Y	OK, no adapter--must have	Yes, they can make it to 110V, united states standard plug	Y	Y	110-240V
	Printing interface (ie: usb 2.0 or higher)	usb2.0	usb 2.0	usb 2.0	usb 2.0	usb 2.0	USB2.0
	Max printing weight(KG)	10	2	5	10	25	$5
	Printer dimension	57*47*43cm	60 X50X45cm	41*43*47cm	104.5*70*62.5cm	60*48*40cm	60*52*42cm
	Printer weight(KG)	30	38	18	61	35	$28
	Shipping size	66*57*51cm	74x64x54cm	53*50*54cm	109*75**86cm	72*60*55CM	70*54.5*50cm
	Shipping weight(KG)	35	56(Wooden packing)	35	118	50	$38
	Working environment (temperature range in Celsius)	10degree to 30 degree	15-35 degrees, No dust	-5degree to 40degree	common	10-35 C,20-80 RH	0-45degree

	Printer certifications (y/n and which certifications)	CE OR ROSH	No - If necessary CE, the cost will increase 1,000 USD and it will take 1 week to make it	CE	CE	CE	CE
	Accessories included (specify)	Catridge, injector, coffee printing software	Ink system, coffee tray, RIP software, U disk and teaching materials.	Catridge, injector, coffee printing software	USB line,software-driven,power lines,product manual cleaning and ink adding tools	syringe, power cord, manual CD, ink dampers., Ripsoftware dongle	teaching CD,instructions，power cord，refil ink tool
	Custom made external shell of printer (y/n, cost)	Y	Y, the ink	Y	Y	one molding plastic foam	Y>50sets
Printer Specs Software:	Operation system (what Windows & Mac versions or both)	windows/xp/7/8	windows/xp/7/8/10	windows 7/10	Windows 98 / Me /vista/ 2000 / 07/09/ XP/Mac/NT	windows 8(wifi)	Windows 8, 7, Vista,XP,Mac OS X 10.5.8 and above
	Printer software (Photoshop, AI, corel draw, core1 draw)	RIP	RIP, Photoshop	Photoshop, AI, CDR, and special software we offered	Photoshop, CorelDraw, Illustrator, BR RIP, Micro Office etc	Printer comes with acrorip software for free , which support image created by Photoshop, AI, corel draw, core1 draw	Photoshop
Ink	Ink cartridge	CISS ink systerm	CISS ink systerm	HP 802	CISS built inside	no ink cartridge, ink bottle is refillable ink bottle	
	Ink consumption	10ml	food ink	3ml	One liter ink available printing about 100㎡ full picture	one set ink could produce around 1500 cups coffee	10ml/m^2
	Ink printing cost	0.93USD/M^2	China ink is 15usd/100ml, need 6 calor, and some USA or Italy ink better, but more expensive	1 liter ink available printing about 100 meter square	$100/L	USD56.5 per set (100ml each of color,600ml in total))	100ML / 200cups with diameter 9 cm
	Ink distributor in United States they have partnered with	we use edible ink for epson printerhead,that if you can find in you contury	N	Not have partner in united states, but you maybe can find in your country	N	no distributor in USA, but our printer run well with any approved edible inkjet ink	Not have partner in united states, but you maybe can find in your country
	Where is ink manufactured	China	Now what they sell is made in Japen.You can buy in local or by yourself is OK.	China	China	China	China

	Testing on Ink	we can give you the some ink for testing if you need	SGS test report	Edible standart	SGS test report	nk test approve is attached	SGS test report
	Testing on ink components			Have material analasies file		components / CAS# / Weight % Food grade Colorant / proprietary / 0.1-5 Food grade Glycerin / 56-81-5 / 10-20 Sorbitolum / 50-70-4 / 2-10 Water / 7732-18-5 / balance	Testing Period : 24 Jun 2015 - 30 Jun 2015 Test Requested : Selected test(s) as requested by client. Test Method : Please refer to next page(s). Test Results : Please refer to next page(s).
Aftersale Support:	Warranty must be 1 year	Printer is 1 year warranty excpt head and ink blue	Y	Printer is one year warranty except head/cartridge	Y	Y	Y
	Printer head warranty	N	N	N	N	no warranty is provided for printer head, this is common standard in printing field	N
	Training video	Y	Y	Have training CD	Y	Have training CD	Y
	Training manual	Y	Y	Y	Y	Have training CD	Y
	Training support	Y	Y	Y	Y	call and online service	Y
	Troubleshooting	Y	skype&email	Online service	Y	call and online service	Y
Decreption	Advantage of their product	machine deserve its price, and could l be able to do all the thing can do	Infrared sensor automatically adjusts the height of the printer,motor will never slow, with continuous working mechanical type of wire rod automatic lifting, printing platform is very smooth	1)Best quality machines, 2)Best price, 3)Best after-sale service, 4)Best consumables: including ink, adapter, coating, 5)Fast delivery: within 3 days after get the payment, 6)One year warranty and life-time maintenance.	1. we have been in his line for 13 years , our ink is mature , can print directly . but others , need to pump the waste ink out before printing every time , it will waste the ink at $1- $2 every time also 2. no need ICC curve, as our ink improved gradually, the color matches color atlas well already.	1.The cake, biscuit, bread, sugar, coffee, cotton, any pattern can direct printing, without plate, 2.With fast, efficient and flexible characteristics of the individual output 3. 15 cm printing thickness, can be adjusted freely 4.The uneven material (within 2 mm) can be directly printed 5.,power consumption: less than 5 kwh per day 6. simple operation and easy maintenance	