# **Roland**

# AI-2 EcoXtreme LT Frequently Asked Questions

#### Q. When will AI-2 EcoXtreme LT be available for shipping?

A. EcoXtreme LT will be available for shipping at the beginning of December.

# Q. What is the list price for EcoXtreme LT?

A. The list price for EcoXtreme LT is \$124.99 per liter (1000ml).

#### Q. What is the cost per square foot for EcoXtreme LT?

A. The average price per square foot for EcoXtreme LT is \$.12 per square foot.

# Q. What are the main differences between EcoXtreme and EcoXtreme LT?

A. For both inks, the drying time, density, odor, safety, and alcohol resistance are virtually identical. There are two main differences between the inks: the cost and the outdoor durability. EcoXtreme LT is 37 percent less expensive than original EcoXtreme. EcoXtreme LT is designed for short and medium-term applications such as outdoor banners, short-term corporate ads, sales promotions, sporting event graphics and exhibition graphics – applications that generally do not require longevity of over one year. Original EcoXtreme ink offers up to three years of durability outdoors.

# Q. Are there any other differences between EcoXtreme and EcoXtreme LT- such as color gamut?

A. The density of individual colors differ slightly from the EcoXtreme inks, therefore there is a slight difference in color gamut. VersaWorks offers profiles specifically created for the EcoXtreme LT inks which ensure optimal color, minimizing color shifts in the output.

#### Q. Is it easy to switch between the two inks?

A. Yes, it is very easy. Just update VersaWorks and the printer firmware (version 3.00 or later), and select "Change Ink Type" from the printer menu and then follow the instructions provided on the printer panel. Please note that switching ink sets will require a set of cleaning cartridges and will completely flush the current ink set. In order to reduce ink waste, we recommend using up the full set of cartridges before switching between inks.

# Q. What is the key message for EcoXtreme LT?

A. The key message is that the EcoXtreme LT has been developed for more price-conscious short and medium-term applications. This ink is ideal for customers with large corporate accounts and major brand advertisements to produce. These larger firms generally do not require the extended outdoor durability of original EcoXtreme.