## **SALES TALK**

## Top Ten Reasons the GO T3170x SP Solution is a Better Choice than the T3270



Recently the T3270 "Screen Print System" has been discontinued but the T3270 printer is still being offered on a standalone basis. We have had many requests for a comparison between the GO T3170x SP system and the T3270 printer. Here are the Top Ten Reasons the GO T3170x SP System is a better solution for screen printers:

T3270: The T3270 was launched in 2014 and its technology is outdated compared to newer 24-inch printers. T3170x SP: The T3170x started shipping in 2020 and features the latest printer and printhead technology.

**T3270:** The T3270 is a five-color printer which means a user must fill all five channels with ink. **T3170x SP:** The T3170x has four channels and requires far less ink to fill the printer.

**T3270:** The T3270 uses standard OEM black pigment ink. This ink is intended for graphics art imaging rather than film positives.

T3170x SP: The T3170x uses ink specifically developed for film positive / negative applications.

**T3270:** The T3270 has cartridges that are protected so it is difficult and messy to install proper film positive ink. **T3170x SP:** The T3170x system has an easy fill bottle system that means no mess and no fuss.

**T3270:** All the components of a true turnkey system must be sourced from different places since the T3270 SP system was discontinued. Obtaining warranty coverage and support is difficult.

T3170x SP: The T3170x SP system ships as a complete turnkey system including ink, film, RIP, printer, training and technical support.

**T3270:** The RIP that was previously bundled with the T3270 is limited to 65 line screen due to using the GDI driver rather than driving the printer in native format.

T3170x SP: The CADLink RIP drives the T3170x in full native mode for high line screen professional output.

T3270: If an alternative film positive ink is introduced into the T3270 the warranty will be voided.
T3170x SP: The use of our ScreenMate Ink is fully covered when used with our ScreenMate system.

**T3270:** The recommended RIP for the T3270 does not include InRIP color separation and costs an added \$489 (initial RIP cost is \$495).

T3170x SP: The RIP included with the T3170x includes InRIP color separation as standard.

**T3270:** The price for the T3270 system when purchasing everything separately has a list price of \$4,373 when one includes the printer, RIP, color separation module, ink and 24-inch film.

T3170x SP: At \$3,449, the GO T3170x is 20% less expensive and offers far more value.

The GO T3170x Screen Print offers the best 24-inch value for film positive / negative printing.



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