



ID Technology acquires Markor Marking and Labeling Systems



Bob Korsinen and Bob Zuilhof

Pro Mach's ID Technology division recently announced the acquisition of Markor Marking and Labeling Systems, a leading provider of identification products and services throughout Western North America.

ID Technology, which operates 13 regional offices across the United States, is one of North America's fastest growing providers of labeling, coding and marking equipment, services and supplies. With the acquisition of California-based Markor, ID Technology strengthens its capabilities to serve national customers across multiple locations and time zones.

its customers with innovative and reliable identification systems, technical support and service. Markor's strengths complement ID Technology's position as a single-source provider of solutions for all aspects of labeling, coding and marking. Markor, which will become part of ID Technology, will expand its capabilities and continue to provide the high standard of service its customers expect.

"We are pleased to welcome Markor's team and customers to ID Technology and Pro Mach," said Bob Zuilhof, President of Pro Mach's Identification and Tracking Business Unit. "Markor's like-minded approach to customer service excellence and complementary products enhance our position as the nation's most trusted specialists for labeling, coding and marking solutions. We look forward to working with the Markor team to better serve our existing and new customers."

"This is a win-win for our customers and our company," said Markor President and CEO Bob Korsinen. "As part of ID Technology, we will be able to expand our capabilities, better serve our customers and build on our tradition of providing the most effective solutions."

National Club Store upgrades to CIJ for case coding in-store.



CIJ System for printing on four sides of a carton

A leading Club Store chain recently called on the specialists at ID Technology to help them solve a particularly challenging product identification dilemma.

The cases that they are marking are used for both shipping to the store and merchandising at the store level. The boxes have a barcode on the lower right hand corner of all four sides so that when they are loaded on the pallet, orientation doesn't matter. When they get to the store, the pallet is put in place and the tops of the cases are removed at perforations to create a display, allowing customers to pull product directly from the case. All four barcodes are still visible on the case/box after the top is removed.

The stores previous method of coding these cases was complicated and labor-intensive and it

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was slowing the stocking process and contributing to increased out-of-stocks. The specialists at ID Technology met with the customer, conducted a site visit, and then went to work on a solution.

The IDT team came back with a recommendation to design and build a conveyor system equipped with four ci1000 inkjet printers. In the innovative solution, the cases are transported down the conveyor where they pass two (2) ci1000s mounted on either side of the conveyor. This allows the cases to be coded on opposing side panels. Next, the cases proceed further down the conveyor where a bump and turn wheel rotates the case 90 degrees where two (2) additional ci1000s are positioned to code the remaining panels. The cases now roll off the line coded on all four sides without the need for additional labor.

As a result of this new upgrade, the chain has experienced faster throughput as well as reductions in labor costs and costly out-of-stocks.

For more information or if you have questions about this inkjet printing system, email ID Man at idman@idtechnology.com.

High Speed Printer Applicator with Pneumatically Controlled Enclosure.



High Speed Printer Applicator System for Harsh Environment

ID Technology has designed and manufactured a high-speed printer applicator with a stainless steel enclosure for harsh environments.

This specially designed high-speed Model 250 label printer applicator utilizes a wipe-on applicator assembly to apply labels at a higher throughput than a pneumatic tamp, with greater accuracy. The applicator is capable of applying labels from 2" wide up to 6" wide and from 3" long to 13.25" long without ANY setting changes or changing tools. Large labels are fed easily and without label skew using a reverse fan vacuum rather than a venturi. An optional secondary brush is available in the same cabinet to wipe the label down the trailing edge of a product.



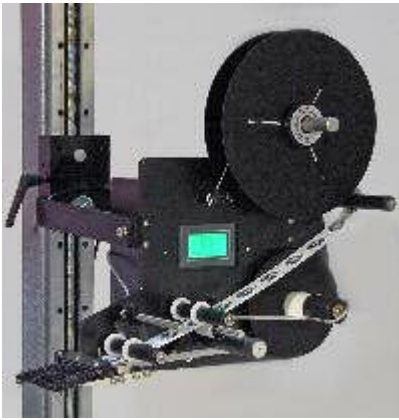
The pneumatically controlled hood is raised and lowered by the flip of a lever.

During production the hood is raised. For the wash

down process the lid is lowered to protect the applicator components. With the stainless cover raised approximately 20", the print engine, labels, ribbon and controls are readily accessible. Placing the assembly module in the service position enables incredible access to service the print engine or change print heads and platen rollers. Two large service doors are also located at the base of the enclosure.

To find out more about this print and apply solution, or the complete line of ID Technology Print and Apply products, email ID Man at idman@idtechnology.com.

New Label Applicator with Touch Screen Controls



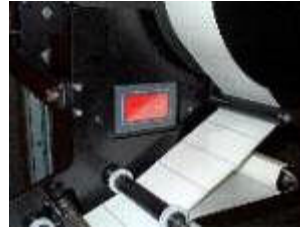
Model ST1000 Label Applicator

The ID Technology Model ST1000 is a full-featured label applicator with variable speed motor that achieves speeds up to 1,000' of label web per minute. Like other ID Technology engineered equipment, the Model ST1000 has a modular, simple, user-friendly design that sets this applicator above the competition. It's ideal for the application of an assortment of sizes and shapes of pressure sensitive labels. Top, bottom and side applications are easily accomplished with the unique angled U-arm for easy positioning of the applicator head to the product.

While economical, the ST1000 is a rugged industrial-duty applicator. The anodized aluminum construction provides protection from corrosive environments. With the ambidextrous left-hand and right-hand design, added flexibility is obtained and allows for changeover in the field. The simplistic design results in minimal downtime, easy fault diagnosis as well as minimal parts inventory.

A brightly lit, touch-screen display offers complete easy user interface. A change in background color from green to orange to red gives quick, highly visible applicator status.

To find out more about this label applicator solution, or any of ID Technology's product identification and tracking products, email ID Man at idman@idtechnology.com.



Get Things Done--Take 21!

Ever begin doing something that you do for a few days, and then simply stop doing it? For example, let's say you promised yourself that you were going to file papers immediately before they got out of hand, but then something else came up, and the next thing you knew, you had another pile of papers that needed to be filed.

Or perhaps, on January 1 you made a vow to yourself to exercise for 20 minutes every day. You exercised for a few days. But then, by January 5, you gave up. This happens to everyone on one occasion or another. But, you really can start getting things done! Next time you really want to do something, and you want to actually start and continue doing it, realize that doing it for one, two, or even three days in a row is usually not enough. It takes at least 21 days to form a habit. This means that you have to do something at least 21 times before it begins to become part of your everyday routine. So...

Decide exactly what you want to do. Write it down and post it where you can see it every day, like your bathroom mirror. Be as specific as possible.

Schedule time to do what you want to do. Again, it takes 21 days to form a habit, so schedule at least 21 days on your calendar and don't let anything get in the way of your schedule. If you miss one of your scheduled days, it's best to start over and schedule another 21 days. You must be consistent and dedicated to doing what you want to do.

Once you reach your 21 days, congratulations! Don't stop now though, schedule another 21 days, and then another and so on, until you do those things you want to do, without even thinking about them... like brushing your teeth.

Source: Living A Better Life by Maria Garcia, www.betterbudgeting.com

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visit us at www.idtechnology.com

TRADE SHOW SCHEDULE

June 26 – June 29, 2007

Expo Pack

Mexico City, MX
Booth #1916

July 3, 2007

Alliance Texas

Grapevine, TX

October 15 – 17, 2007

Pack Expo

Las Vegas, NV
Booth #723

Co-packer employs Laser technology to replace product code labels



K-Series CO2 Laser Coders

A co-packer for a major salty snack brand was manually applying small labels carrying product codes to club store packages. This labor intensive process was further complicated by the fact the inkjet printed codes tended to smudge during the handling process.

The packer called in the specialists at ID Technology to review the existing inkjet system and recommend a solution. Wayne Moore and his group of product identification specialists went right to work on the problem. The customer indicated their primary requirement was to ensure the solution would deliver a permanent, clear code imprint of four lines of type.

The IDT team recommended the packer upgrade to Laser technology. The spec'ed equipment, an IDT K1010 ten watt CO2 laser with handheld terminal, was positioned on the packaging line to apply the code to the top of the club pack.

By upgrading to the IDT Laser coder, the client was ensured a high quality, permanent imprint every time. And best of all, the Laser coder eliminated the need for costly consumables and the required storage issues associated with those consumables.

For more information on this IDT Laser Coding application, or our complete line of Laser Coding products and peripherals email ID Man at idman@idtechnology.com.



Printhead Heaters now standard equipment with Thermal Transfer Overprinters



Communicator Thermal Transfer Overprinter

ID Technology recently announced an enhancement to future shipments of Thermal Transfer Overprinters. Printhead heaters are now standard on all new Communicator overprinters. The addition of heat can improve the print quality in cold ambient environments and reduce the required contrast setting, leading to extended printhead life and assisting the adhesion process on difficult substrates.

For more information or if you have questions about this enhancement to IDT Thermal Transfer Overprinters, email ID Man at idman@idtechnology.com.

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