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ID Technology strengthens nationwide customer support with acquisition of The Glennon Group

Pro Mach, Inc. announced yesterday that its ID Technology division has acquired The Glennon Group, a leading provider of labeling, marking and packaging systems and services throughout the Midwest.

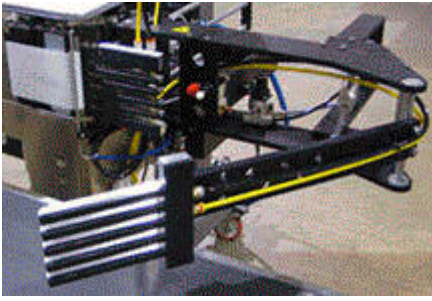
With the acquisition of Milwaukee-based Glennon Group, ID Technology expands its capabilities for serving customers across North America. During more than 50 years of operation, The Glennon Group has earned a reputation for providing high quality labeling solutions and knowledgeable, responsive customer service. The Glennon Group's strength in the Midwest complements ID Technology's existing operations and strengths in other regions of the United States.

ID Technology designs, manufactures and integrates custom identification systems and is recognized as a leading single-source provider for labeling, coding and marking equipment, expertise, service and supplies. Fort Worth-based ID Technology operates 11 regional offices across the United States and is part of Pro Mach's Identification and Tracking Business Unit. The Glennon Group, which will become part of ID Technology, will expand its capabilities and continue to provide the high standard of service its customers expect.

"We're pleased to welcome The Glennon Group to ID Technology and Pro Mach," said Bob Zuilhof, President of Pro Mach's Identification and Tracking Business Unit. "The Glennon Group's like-minded approach to customer service excellence complements our position as specialists in all aspects of labeling, coding and marking and trusted partners for companies across a wide-range of industries."

"This is a win-win for our customers," said The Glennon Group President Charles Osborn, Jr. "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 for each customer's unique needs."

New Split Tamp module for 250 Series Printer Applicator



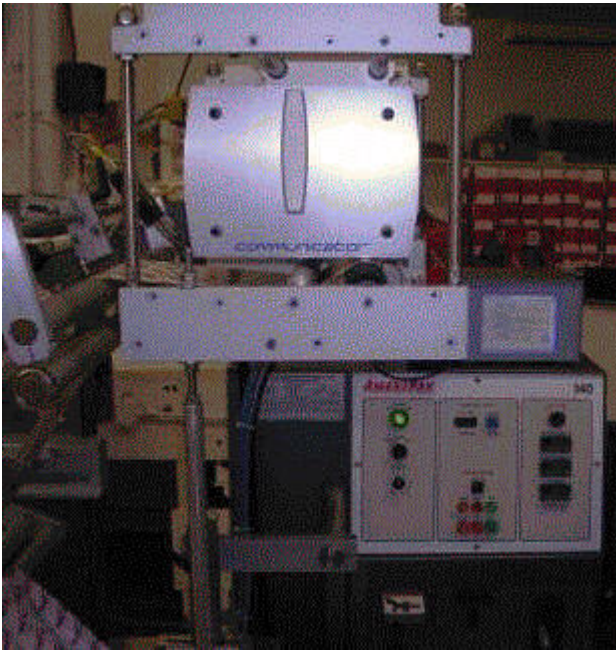
New Split Tamp module for IDT Model 250 Printer Applicator

ID Technology recently announced its new Split Tamp module for its industry-leading 250 Series Printer Applicator. The Split Tamp module was specifically designed for production lines requiring the application of multiple labels to boxes or pallets at the same point in the production line. This unique Tamp assembly allows one machine to do the work of two.

Designed like two puzzle pieces that fit together at the home position, the Split Tamp is able to apply labels in two different positions on the box or pallet. When activated, the leading panel label is applied using the swing arm portion and the side label application is applied using a straight tamp cylinder. This new configuration requires a dual fire trigger control box to ensure label placement accuracy.

And best of all the new Split Tamp uses the same bolt-on configuration as all Model 250 Printer Applicator Tamp assemblies. To find out if the new Split Tamp Module is right for you, email ID Man at idman@idtechnology.com.

Move to Thermal Transfer Overprinting a sweet solution for Candy Manufacturer



EPD Thermal Transfer Overprinter with Unicontroller

A manufacturer of soft chocolate candy was seeking to reduce downtime and consumable costs. In addition, they wanted a solution that would work with their existing packaging equipment. The specialists at ID Technology recommended upgrading their coding equipment with a relatively new technology for the U.S. market - Thermal Transfer Overprinting.

The manufacturer was using a Markem Hot Stamp coder, attached to an Ameripak 140 Vertical Form Fill and Seal machine, to apply expiration date codes. This application was installed in a line used primarily for contract work, which required frequent changes to print size, color and content. The existing solution was experiencing frequent downtime events due to ribbon changes, code date changes and basic mechanical issues or adjustments.

The specialists at ID Technology quickly assessed the situation and recommended the EPD Communicator Thermal Transfer Overprinter as the best solution for the customer's needs. To demonstrate the benefits of the solution, IDT performed a cost savings analysis showing the savings on ribbon costs and change over time associated with upgrading to Thermal Transfer Overprinting. In addition to the cost savings the customer was impressed with the machines simplistic design, long ribbon supply roll and especially, the ribbon saving auto-retract and fading features.

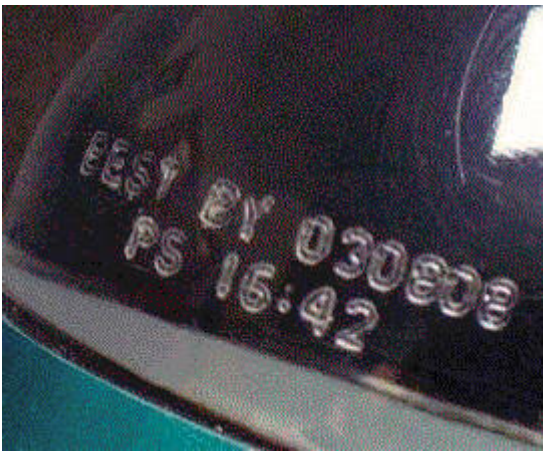
An additional benefit to the Thermal Transfer Overprinter solution is the Unicontroller input device, included with the system. The Unicontroller's Ethernet connectivity delivered a seamless upgrade path for the customer, since they planned to move to floor-level networking and centralized control of much of their manufacturing equipment. This connectivity allows the

Unicontroller to act essentially as a small PC that can be controlled with remote PC software.

The new coding system has been in place for over a year, with the customer having realized a 30% savings in ribbon costs. Their confidence in the solution led them to purchase a second system for their distribution facility.

For more information on ID Technology's complete line of Thermal Transfer Overprinters, contact ID Man at idman@idtechnology.com.

Macsa Laser Printer delivers the mark for Absopure Water



Absopure product coding applied with Macsa F-1060 Plus Laser

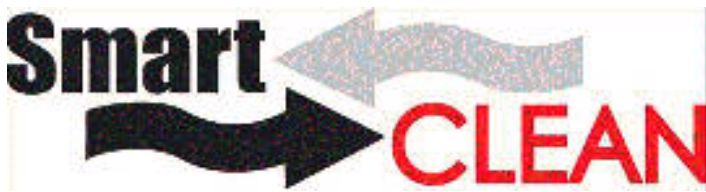
Absopure Water Company, a bottler of water products for retail, business and home delivery, needed to increase the readability of codes on their products. Their existing coding system was producing imprints that did not meet their needs.

Absopure's bottling line requires the coding system to imprint two lines of text (12 characters on the top line and the 7 characters on the bottom line) on a PET water bottle substrate. All the while, running at a rate of 1,000 bottles per minute.

ID Technology's specialists went right to work on the problem. The recommendation, move to IDT's Macsa 60W Model F-1060 Plus Laser Printer system. The Macsa Laser delivers increased image quality with increased imprint speed. Absopure was so pleased with the results they have ordered a second system.

For more information on ID Technology's line of Macsa Laser systems contact ID Man at idman@idtechnology.com.

Citronix introduces SmartClean Printhead Maintenance



Citronix recently introduced a proprietary printhead maintenance operation they call Smart Clean™. This unique feature uses existing ink elements to clean the printhead - eliminating the use of make-up or solvent solutions. The result is a more efficient and cleaner start-up operation. The Smart Clean feature works by activating the ink and vacuum solenoids in a sequence that fills the drop generator and the nozzle with ink. The solvents in the ink begin the process of dissolving any dried ink that may have accumulated while the system was not in operation. The ink is then vacuumed back out of the drop generator

effectively removing the potential for blockage in the nozzle. The SmartClean process is repeated twenty times during the cleaning cycle to insure any remaining dried ink within the drop generator and nozzle has been completely dissolved back into the solution. Best of all, the SmartClean process does not require the use of make up which can lead to a change in ink viscosity or thinning of the ink. For more information about this exciting new feature, email ID Man at idman@idtechnology.com.

ID Technology Expands Internal Label Production Capacity



Increased capacity at IDT's Label Production Plant

The next time you visit ID Technology's headquarters office you will notice some changes, especially in the Label Production plant. Most noticeable are two new print presses and a new floor layout all designed to maximize capacity and reduce delivery times.

"As customer demand increased, we had to increase our capacity and production efficiency to continue to deliver the level of service we demand" said Alan Shipman, Vice President of Sales at ID Technology. The increase in capacity necessitated the institution of new systems and procedures to ensure quality. These new procedures included an operational change that resulted in developing groups dedicated to production of blank labels and to full color labels.

"Being the labeling, coding and marking specialists means we do more than sell machines" said Bob Zuilhof, "it means we understand and deliver on all elements of the product identification process."

To find out more about ID Technology's expanding Label Converting capabilities contact ID Man at idman@idtechnology.com.

TRADE SHOW SCHEDULE

Getting the most out of a tank of gas

Here are some tips for improving your gas mileage.

1. Change your spark plugs.
2. Drive slower. The faster you drive, the more fuel you use. For example, driving at 65 miles per hour (mph), rather than 55 mph, increases fuel consumption by 20 percent. Driving at 75 mph, rather than 65 mph, increases fuel consumption by another 25 percent.
3. Use overdrive gears. Overdrive gears improve the fuel economy of your car during highway driving.
4. Use cruise control. Using cruise control on highway trips can help you maintain a constant speed and, in most cases, reduce your fuel consumption.
5. Avoid unnecessary idling. Turn off the engine if you anticipate a lengthy wait. No matter how efficient your car is, unnecessary idling wastes fuel, costs you money and pollutes the air.
6. Remove excess weight from the trunk. An extra 100 pounds in the trunk reduces a typical car's fuel economy by one to two percent.
7. Keep your engine tuned. Studies have shown that a poorly tuned engine can increase fuel consumption by as much as 10 to 20 percent depending on a car's condition.
8. Keep your tires properly inflated and aligned. Under-inflated tires cause fuel consumption to increase by six percent.
9. Check and replace air filters regularly. Not only will replacing a dirty air filter improve your fuel economy, it also will protect your engine. Clogged filters can cause up to a 10 percent increase in fuel consumption.

Source: FAQFarm.com

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visit us at www.idtechnology.com

Ask ID Man



Q. What is a Label & Ribbon Kit? And what comes with it?

A. ID Technology's Label & Ribbon Kits include a set of labels and ribbons of matched length and guaranteed compatibility. Kits offer several advantages, such as easier inventory purchasing, increased production efficiency, increased yield and cost reductions and enhanced print quality.

Q. Some of my boxes are taller than others but I need to place a label in the same spot on top of each box. Can you help?

A. ID Technology's height compensation module is the answer to your dilemma. The module detects variable height cases and cartons and controls tamp delays. Your IDT labeling specialist can assist you with this.

Q. When I start up my ciSeries machine, I get a charge fault and the jet is shut off. Am I doing something wrong?

A. Clean and dry the phase detector and make sure it is not too far from the jet stream. If that doesn't work, contact your IDT Service Technician.

Questions?? Email:
idman@idtechnology.com