



ITI INDUSTRIAL SUPPLIES

Secure Solutions

www.itisupplies.com



37. Strong Adhesive vs. Conventional Tagging



There are a lot of ways fastening/securing tags to products in factory and warehouse environments (protective pouches, adhesive tapes, glue sticks, etc.). Our multi-functional tag/label is equipped with high tech adhesives that stick to virtually any surface and leave no residue during and after removal. These tear resistant tags/labels are printed using thermal transfer or laser printers and can be attached using the adhesive patch or our various secure attachment clips. Application: Multiple usage matching plant and warehouse diversity.

36. Multi-Use Tags & Labels for In and Outdoors

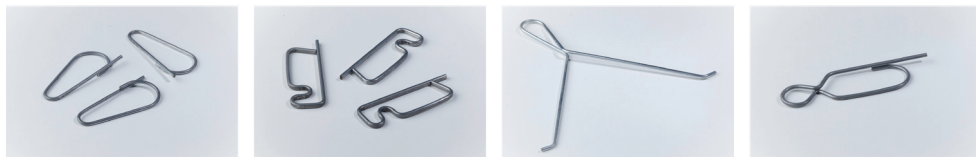


Labels and tags in plastic pouches are widely used in engineering, supply chain industry and warehouses: However condensation within the pouch, seal adhesive residue, excessive manual labor and high costs are just a few negative factors concerning this application. And it could be so easy. The combination of our strong films with adhesive backs (partial or full exposed) is the answer. No matter what surface, it either sticks or attaches with clips/wire. Water, oil, cleaning agents and outdoor environments do not affect stability. An effective time saver and delivers a secure solution.

35. Tags and Secure Attachment Clips for extreme rough handling



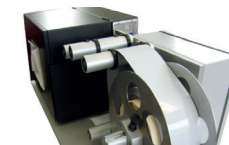
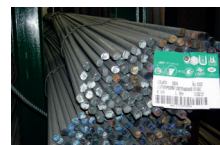
Loss of product identification causes many hassles and additional expenses. Our new 6951 tag delivers a 30 percent higher tear resistance than conventional high heat tags of similar thickness. Attached with our ultra strong spring steel clips loss of tags are an issue of the past.



**More products available on www.itisupplies.com
Feel free to contact us for questions!**

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"ITI Industrial Supplies is serving more than 400 customers within Metal, Mining, Precast/Concrete and other demanding heavy industries"



Articles on website. Read more on www.itisupplies.com

39. Strongest Adhesives on the Market



Quantity and quality of adhesive combined with adequate base material properties are important to insure proper bonding on difficult surface. Our labels carry optimal adhesive films to ensure strong bonding while reducing equipment maintenance/cleaning. These high tech adhesives tolerate oil, dirt/dust, acid/cleaning agents, water, weather, extreme cold and heat.

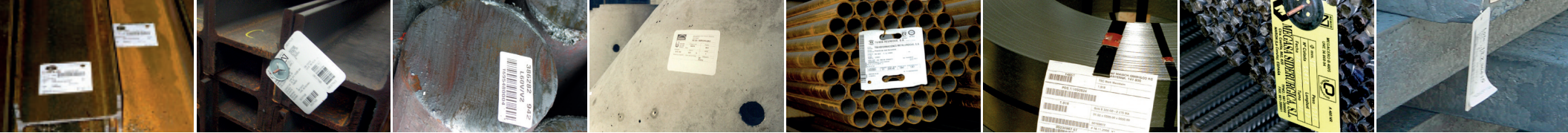


38. Strong Bonding and easy to relocate/remove



Secure identification in industrial environments requires a strong adhesive. However, some applications also require easy removal or relocation of labels (a common challenge with strong bonding). Our tags with partial high tech adhesive combine a strong bond and yet easy removal. Combo tag 9660 and label 468 also ensures that no adhesive remains on the product.





34. New High-Temp Tag for up to 570°F (300°C)



Metal forming and other industrial processes involve high temperatures. We developed a new tag to face this challenge. The tag tolerates temps up to 570°F (300°C) due to special coating and delivers great resistance to weather and mechanical impact too.



Another improvement is the optimization of printing characteristics for thermal transfer and just recently laser printers too. Data and bar code stay intact pre and post heat treatment.

33. Extreme Temperature Barcode Tags



Barcoding extreme high-temperature applications requires advanced technical efforts. Laser engraving is one option but only readable by scanners close to the product. Metal and Ceramic Tag production is time consuming and expensive. ITI has filled this void with a stainless steel tag – GRAPHITHERM® 8377. The 8377 has a surface finish that will withstand temperatures up to 850°C/1560°F producing advanced printing contrast, especially while printing bar codes in TT Printers. GRAPHITHERM® 8377 prints with standard office printers and can be welded to steel or attached to strapping. Tag sizes are variable, to ensure reliable identification at near and close distance.

32. Tagging with Robots in Ultra Heat Environment



Attaching tags to applications at the end of a rolling mill is „hot stuff“. Temperatures can reach 700°C/1300°F. Stud welding guns are frequently used to attach tags with push nuts to a welded on stud. This solution has proven successful and is ideal for stack identification. In close cooperation with Ronmas,

MWE and Soyer we have developed a system that automates this process. The system prints the tags, separates, positions and delivers them to a robot. The robot attaches the tag with a pin to the application which takes 15 seconds. All parts of the equipment fit in one case (15"×15"×12") and come assembled.

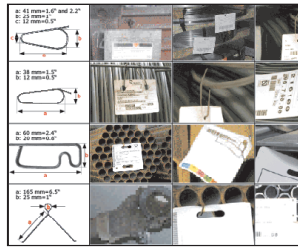


31. RFID reliable technology for Steel Slabs



One of the objectives of modern identification technology is automated monitoring of product movements. Matching shipping specifications and manifests are used to prevent errors. Automation is key and data needs to carry itself. While moving steel slabs by crane for example, conventional barcode scanning is challenging. Radio frequency identification technology (RFID) including transponders ensures secure reading of data from a distance. The system was introduced during a pilot project of shipping steel slabs from Brazil to the US. This technology has been added to our ultra durable GRAPHIPLAST® 7278 labels and is available for immediate delivery.

30. Secure Tag Attachment Solutions



Spring Steel Clips are replacing wire ropes and slings. Secure Identification requires 100% secure attachment of the data carrier to the product. We have extended our selection of clips to meet any application on the market at lowest cost. Designs and materials may be optimized to meet all your requirements.

More Articles available at www.itisupplies.com

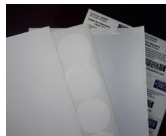
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29. A new line of Low Cost Labels



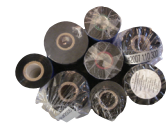
Durable, weather resistant and very sticky are specifications of our new economic low cost label line 6993, available for Laser and Thermal Transfer Printers. The metallic look of this new material has proven to be very successful while meeting lowest budgets at the same time.

28. More Laser Printer Labels in standard sizes added



We have increased our selection of ultra durable US standard size Labels for conventional laser printers. Sheets from 30/labels to 3/labels are now available off the shelf, including the new low cost label 6993.

27. Ribbons, Ribbons, Ribbons



We carry Ribbons for all kind of Applications and include a supply in most orders of Thermal Transfer Labels and Tags. This is to ensure you are using the proper and most advanced ribbon. No more experiments. **You are in good hands.**

„Your source for all your industrial labeling needs“

Heavy Duty Tags and Labels For Tough Industrial Use

**Heavy Duty Clips / Other Attachment Solutions:
Secure Identification requires 100% Secure Fixing of Tags**

**Specialy Ribbons:
Optimizing Scratching and Other Resistance Parameters**

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We have a wide range of products for applications in steel, metals, mining, concrete and other heavy industries.

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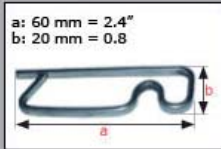



SOLUTIONS
Tags for Laserprinter
Labels for Laserprinter
Accessories
Difficult Surface
Tag Attachment

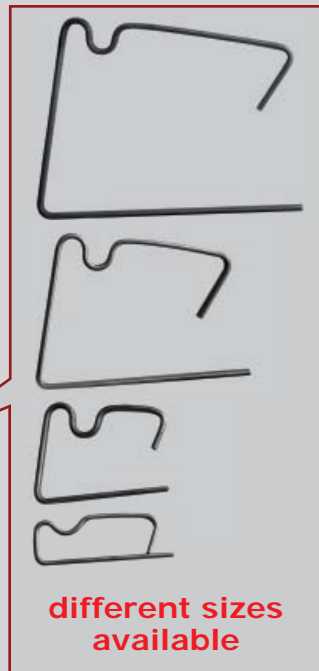
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PROFILES / SECTIONS
Heavy Profiles require identification that is securely attached and able to withstand the toughest environments. Batch identification of hot and cold rolled profiles has to survive the impact of severe weather, oil and rough transport over long distances. Steeltags solutions provide sticky labels for rough, oily surfaces. The Steeltags "Wall" Clip#4 attaches tags securely to the wall of profiles and sections. Surface Shield Technology covers printing and chemical agents peel-off, even if printed with Standard Office Printers. +++ Printable with standard office printers selling at below \$1000.

Feel free to contact us for questions!

<p>Rusty Surface Label</p>  <p>Withstands Rough Handling</p>	<p>Oily Surface Label</p>  <p>Long-Term Weather Resistant</p>	<p>"Wall" Clip#4 more clips</p>  <p>Fixes Tags Securely</p>
<p>Top and Side Tag</p>  <p>Tag with Adhesive Back</p>	<p>Thermal Transfer Tag</p>  <p>Tag attached with Wall Clip</p>	<p>Secure front attachment of tag</p>  <p>with Welding Gun</p>



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BARS
High quality and concrete reinforcement steel bars can reach temperatures up to 600 C (1100F) leaving the cooling bed. Steel Bar bundles are shipped over great distances and therefore identification is subject to the highest possible quality standards. Steeltags Identification tags with the right attachment clip escape the impact of rough handling where metal tags are torn apart. Surface Shield Technology covers printing and chemical agents peel-off, even when printed with Standard Office Printers. +++ Printable with standard office printers selling at below \$1000.

Feel free to contact us for questions!

<p>Heavy Duty Strapping Tag</p>  <p>Tag included in Strapping</p>	<p>Tough Shipping Tag</p>  <p>Clip#5 for Front Attachment</p>	<p>Heat Resistant Barcode Tag</p>  <p>Attached with Welding Gun</p>
<p>Oily Surface Label</p>  <p>Strong Adhesive on Front</p>	<p>High Res Laser Tag</p>  <p>Fixed with Clip#7 on Strapping</p>	<p>High Temp Barcode Tag</p>  <p>Tag fixed with Clip#2</p>



20-> Secure dispatch control: labels and tags with detachable/easy tear-off portion

The reliability of an organization depends on the traceability of its processes. Controlling the loading procedure is a

critical matter as the goods pass from the supplier to the customer. If there is a discrepancy, a clear proof of which goods were



loaded is of great advantage. Experience has shown that the recording of packages via barcodes is frequently not recognized as clear evidence. All our **tags** and labels are available with **detachable portions**. If the portion is printed with an identification number, it is unequivocal. If you collect these portions during loading you will have physical evidence of what was loaded on the truck or on the wagon. This is how disputes with customers can be avoided and it gives you an accurate overview over what was shipped.

Application: Organizing the loading process with dispatch control

Your benefit: Clarity due to physical evidence in the form of a detachable portion

Information: Info@Steeltags.com or call 305-867-6161

23->Newer type Oki and Lexmark laser printers reduce printing costs

The cost/benefit comparison between a thermal transfer printer and a laser printer comes out clearly in favor of the laser printer. If different types of labels or a combination of forms and labels are printed at a workplace, the pendulum clearly swings towards the laser printer.

By using several **trays** one laser printer can print what is normally managed by several other printers or for which a change of media would be required. The fact that toner cartridges and laser printers are de-



signed for volumes of up to 30,000 prints creates more benefits for stock holding and administration. The newer type industrial Oki and Lexmark laser printers have proven to work equally well in rough environmental conditions and are lower cost to operate than thermal transfer printers and previous type laser printers.

Application: Saving money by using laser printers

Your benefit: Multifunctional printing system reduces work and costs

Information: Info@Steeltags.com or call 305-867-6161

21-> Low-cost alternatives for tags

The **cost** of tags **depends** on the **thickness**. For wire rod identification, Steeltags.com customers have been using tags from 5 - 8 mil. The differences are in how the tags are used. The fastening method - single wire or Steeltags wire clips - has a major impact on tensile strength. A **double hole** increases the strength at the hole by at least by 30 %, compared to a single hole. This means that a thinner and therefore lower cost version brings the same results.



A comparison of **temperature resistance** may also lead to savings. Our 6 mil Steeltags#7227 and for temperatures up to 200C/400F is approx. 30% lower in cost than the #7278 or #7288 in 7 mil thicknesses for 230C/450F – with similar properties.

Application: Tags – an analysis of the application can save money

Your benefit: Wide range of options offers flexibility and potential for savings

Information: Info@Steeltags.com or call 305-867-6161

22-> Laser tags replace plastic wallets

GRAPHIPLAST® tags and labels are robust plastic films that **can be written on and printed like paper** and are **weather resistant** without any protective films or wallets. Many users who previously worked with plastic wallets are now taking advantage of this feature. A leading manufacturer of high-quality automotive sheet metal, for instance, uses GRAPHIPLAST® for dispatch organization.

The decisive factors for his choice were the need for an integrated solution for coils and packets, the desire for easy handling and, not least, reliable identification in accordance with customers' requirements in the automotive sector. Easy handling and the attractive appearance makes the solution a trendsetter in the industry.



Application: AIAG/Odette solution without plastic wallets creates benefits

Your benefit: Elimination of wallets and standardized identification

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For Considerable Improvements in Printing Starting at \$999

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Heavy Duty Clips / Other Tag Attachment Solutions:

The Secure Identification Solution requires 100% Secure Fixing of Tags to Bundles.

We have a wide range of products for applications in steel, metals and other heavy industries.

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NEWSLETTER

Excerpt of recent articles from www.Steeltags.com

New applications for Steeltags

+ Overcoming barriers
- self-adhesive labels for frozen surfaces and extreme humidity

We have always made efforts to widen the bandwidth of product properties that are available. For the identification with



self-adhesive labels this means to be able to ensure a good bond in different climatic conditions and to achieve good adhesion to a wide range of surfaces. Moisture, dust and oil represent barriers for adhesives – they prevent the adhesive from developing a permanent bond with the actual medium.

The new PK-80-651 and PK-50-701 GRAPHIPLAST® adhesives combine many of these properties in one product and help to create adhesive labels for a wide range of applications. They can be used, e.g. for sticking to surfaces affected by moisture and hoar frost. The selfadhesive labels adapt to the seasons – which makes life easier when fluctuations in ambient temperature occur.

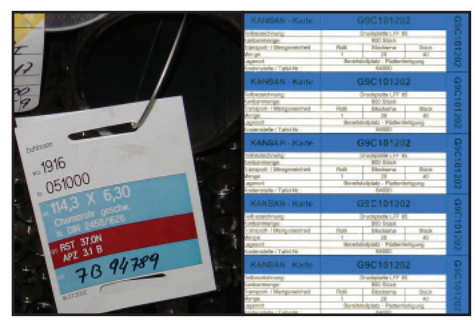
Application: Adhesion in freezing and high moisture conditions

Your benefit: Secure identification with universal adhesives

Application technology & Hardware

+ Color printing with laser printers
- what to look out for?

Kanban cards, color codes for warehouse organization, hazard symbols – there are many examples for applications where color printing is used as an organisational means in identification. For printing systems, laser printers have emerged as the dominant technology. Color laser printers are increasingly entering the world of labels. What is there to look out for when printing labels on color laser



printers? Mainly, the systems are based on two principles. The basic option with a compact design has four toner stations with just one fusing unit and the advanced option has separate printing units and fusing stations. The important aspect for plastic materials and labels is that both systems have the facility to adjust the trays to heavy paper varieties. If this is not available, insufficient fusing of the toner can result.

Application: Software-controlled color identification with color laser printers

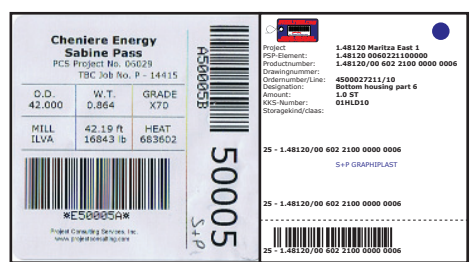
Your benefit: One label for different layouts

SECURE PRODUCT IDENTIFICATION SOLUTIONS

New Application

+ Engineering companies as logistics centers in supply chain management

Parts identification in engineering companies is an extremely complex task. The machine parts configuration is at least as versatile as the accessories with which the shipping information and specifications are attached to the parts. A leading engineering company in the energy sector counts on automatic data capture via barcode for parts logistics. The best results for reliable data capture were achieved by a GRAPHIPLAST® combination label with multi-functional fastening options suitable for laser printers. Two self-adhesive sections are used for recording when the goods are received and to check against the delivery documents. Another special feature: the labels are individualized and sent to suppliers with the orders to ensure that the process of receiving goods in the plant runs smoothly and consistently.



Application: The versatile solution: combination label for parts logistics


Your benefit: Standardized labeling in the supply chain

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LABELS FOR DIFFICULT SURFACES

Steeltags' special removable and unremovable industry-glues stick to oily surfaces, moist and porous concrete, rubber and wood. Surface Shield Technology covers printing and chemical agents peel-off, even when printed with Standard Office Printers.
+++Printable with standard office printers selling at below \$1000.

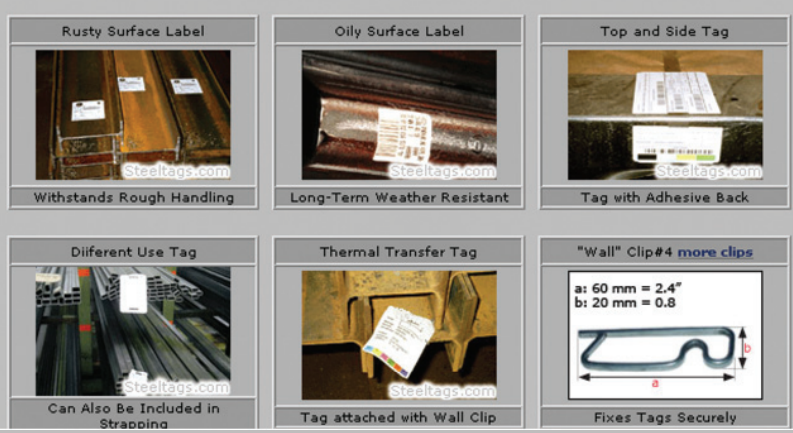
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PROFILES / SECTIONS

Heavy Profiles require identification that is securely attached and able to withstand the toughest environments. Batch identification of hot and cold rolled profiles has to survive the impact of severe weather, oil and rough transport over long distances. Steeltags solutions provide sticky labels for rough, oily surfaces. The Steeltags "Wall" Clip#4 attaches tags securely to the wall of profiles and sections. Surface Shield Technology covers printing and chemical agents peel-off, even if printed with Standard Office Printers. +++ Printable with standard office printers selling at below \$1000.

Feel free to contact us for questions!



New applications for GRAPHIPLAST®

+ GRAPHIPLAST® 7377 – developed further

Worldwide shipping of hot-rolled products places high demands on identification.



In the rolling mill, labeling starts at high temperatures (1100 °F max.) and due to high mechanical stress during loading and transport, a robust solution is required. The new, stronger GRAPHIPLAST® 7377 in 180 µ has virtually unlimited tear resistance. The improved properties such as the label's stability make it an ideal data carrier for automatic data capture via barcode.

Numerous customers have confirmed to us: GRAPHIPLAST® 7377 is the modern replacement for embossed metal tags.

Application: Secure identification at 1100 °F

Your benefit: Barcode labeling at 1100 °F using conventional printers

7377 - New Application

+ Turkish wire rod manufacturer goes for two-track solution

Turkey is a booming market. Local companies export a high percentage of their products and try to meet the requirements of the receiving countries. For wire rods this poses quite a challenge. The use of modern labeling solutions has not been possible up to now due to the high temperatures of up to 1100 °F. Since 2006, S+P have been offering an alternative to metal tags with their GRAPHIPLAST® 7377 material. Instead of rigid embossed metal tags, flexible, printable data carriers and barcodes are being used. As an economic option, two different products can be used: in areas where the maximum temperature is up to 600 °F, GRAPHIPLAST® 75250 is used as a proven and cost-saving solution. The combination of both materials offers an optimum cost/performance ratio.



Application: Barcode identification for wire rods

Your benefit: Labeling to international standards

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We have a wide range of products for applications in steel, metals and related industries.



NEWSLETTER

Excerpt of recent articles from www.Steeltags.com

#11 Secure Labelling in Icy Temperatures



Work processes do not take winter breaks, especially when you are identifying your incoming products and raw materials. Steel Service Centers demand labels that stick to cold, wet and frosted surfaces. Temperatures below freezing level should not compromise your goals. Standard labels do not adhere at temperatures below 40F / 5C plus surfaces have to acclimatize prior to attaching labels.

The newly developed PA-50-701 label not only delivers the strongest adhesive solution in above, but in even more extreme Sub-Zero environments.

Application: Secure labeling, even in winter in Sub-Zero

Benefit: Quick and secure labeling in low temperature environment

#16 Hot Rolling Mills Go for GRAPHIPLAST® 7377

Labels in hot rolling mills face high temperatures, rough environments and storages outdoors. Until now these conditions forced users to either use different labeling systems in various areas or opt for costly and clumsy system using metal tags.

The GRAPHIPLAST 7377 tag was developed to face exactly these challenges. These labels meet all hot mills requirements plus are conventional printer friendly.

This new solution revolutionizes identification of rolled products that face temperatures up to 1100F/580C.



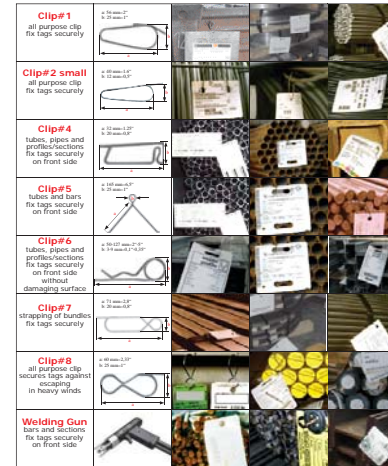
Application: One label meets all requirements, including red heat

Benefit: Use of conventional printers for a simple and clean solution

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SECURE PRODUCT IDENTIFICATION SOLUTIONS

Secure Tag Attachment Solutions



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--> Tag Attachment

Saving costs where and whenever you can is crucial for today's manufacturers. Mills are increasingly concerned about high costs of wire that is used to attach identification tags.

Secure identification solutions require 100% secure attachment and integrity of the data carrier.

Let us introduce our low cost/heavy duty clip solution. These clips save money and increase data security.

Our designs and materials are optimized to comply with all specific requirements and reach the goals you are searching for.

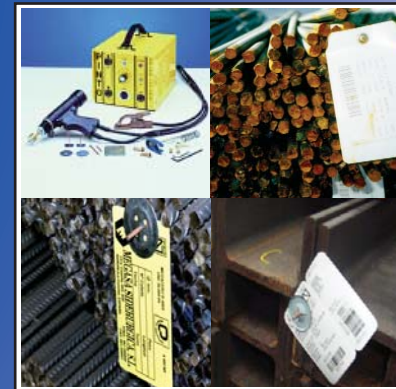
Please call or email us and we will recommend the perfect solution that meets your demands. We will also provide competitive quotes in order to replace existing solutions.

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- +Freezing Temperature Labels
- +Tags with Adhesive Back
- +Heavy Duty Loop Tags
- +Under Water Sticking Labels
- +Uneven and Oily Surface Labels
- +Any Perforation or Punchings Possible

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==> covers printing
==> chemical agents peel-off,
even when printed with
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(Epson, Tally, Okidata, Panasonic ..)
+Laser Printers
(Oki, Lexmark, Konica, HP..)
+Thermal Transfer Printers
(Zebra, Sato, Datamax, Intermec..)

SteelTags.com

..provides tagging and labeling solutions that will save you money and are easy to use.
..provides complimentary consulting and help to find solutions for your tagging and labeling challenges, no matter how difficult the task may look like.

This site has been developed to provide an overview of tagging and labeling solutions in severe industry environments.

We are looking forward to learn about your special application needs. Please feel free to contact the headquarters at any time. We will refer you to local offices whenever it is more cost efficient locally. We will respond to all inquiries with a detailed proposal within 2 working days.

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1-> Plastic label replaces protective wallets and saves money

In many applications, printed paper labels for production or shipping are protected from soiling with plastic protective wallets. They also serve as a fixing aid for the label. The drawback: the paper label can still be easily destroyed and, condensation, oil or dirt can make the information illegible. A leading manufacturer of high quality flat steel has now decided to use GRAPHIPLAST® labels worldwide as a replacement for protective wallets. The crucial factors were the good appearance of the new labels and the cost saving as the protective wallets are no longer required. For Seidl + Partner yet further proof that a good solution will save money in the long run.

The applications: Robust labels and documents to replace protective wallets

Your benefit: A better solution that helps you save money

Your info line: +49-8233-846-0 – your consultant will be happy to advise you!

2-> User-friendly container identification with GRAPHIPLAST®

Pallet cages or similar stillages are among the most widely used types of containers at automotive suppliers. In practice, residue from previous labels, dust and peeling paint make labelling in accordance with VDA standard 4902 a real challenge. In cooperation with a Swiss manufacturer of acoustic and heat protection systems, Seidl + Partner have developed a new solution based on GRAPHIPLAST® 7177. The weather resistant label is easy to remove, i.e. duplicate labels are eliminated and functionality and handling is improved considerably. For the recipients of the goods, the new label means more reliability in data availability and therefore the option to use automatic data capture.

The applications: The functional solution for container identification

Your benefit: Optimised processes and satisfied customers

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Ph# (305) 867-6161 - Fax# (305) 402-2996

3-> Leading saw mill counts on S + P Laser labels

Large saw mills supply very diverse markets such as the packaging industry, the construction industry and the retail trade. Timber logistics have a complex task, ranging from the decision which grade of timber is going to be used for which application to controlling the various processing steps and subsequent storage. Automatic data capture for material tracking requires the reading of barcodes over long distances. At Europe's leading saw mill, GRAPHIPLAST® 7268, together with a Lexmark laser printer, meets these requirements 100%. The combination of virtually unlimited weather resistance and a printer that is easy to use in a production environment tipped the scales in favour of the Seidl + Partner solution.

The applications: Secure timber logistics from A to Z

Your benefit: Automatic data capture creates transparency

Your info line: +49-8233-846-125 – Udo Kahlenberg, Product Management

4-> Swedish Steel Service Center optimises warehouse organisation

Identification throughout the whole process and data capture on suitable media poses a challenge for steel service centers, due to the many different products. In order to increase the efficiency in their logistical process, a Swedish group of companies recently changed over to material tracking via barcode. Whether it is for warehousing, processing or shipping: the straightforward handling of laser printers and the customised label solution with GRAPHIPLAST® 7297 already proved their worth in the trial phase. As a tag and self-adhesive combination, S + P labels are the business cards on all products in steel service centers.

Multifunctional solutions for steel service centers

Your benefit: Transparency in the warehouse and perfect appearance

Your info line: +49-8233-846-0 – your consultant will be happy to advise you!

5-> Tyre logistics in Switzerland rely on GRAPHIPLAST®

In Switzerland, branded tyres from different manufacturers are distributed by a leading logistics company. Warehouse organisation and picking items for deliveries, made up of very different tyre dimensions requires a barcode label with a good adhesion to rubber. GRAPHIPLAST® 7177, in combination with a special adhesive provides optimum adhesion to tyres. The data is printed on the label by thermal transfer printers. As the labels are only used for a short period of time, the excellent price/performance ratio of the S + P solution made the difference.

The applications: Economical solution with strong adhesion

Your benefit: Secure barcode identification guaranteed



6-> Thermal transfer printing of the highest quality – Carl Valentin

Automatic identification via barcode in an industrial environment depends on a high reading rate during scanning – otherwise the benefit of automation is called into question. Choosing the best printer has a strong impact on printing quality. In a market study, Seidl + Partner had tested printers from various suppliers. Printers from Carl Valentin showed the best results on S + P labels due to the high number of adjustment options for the perfect coordination of printer, label and ribbon, whilst keeping print head wear to a minimum. Therefore, since 1 January 2006, Carl Valentin are our new partner for thermal transfer printing. By working closely with the pioneers of thermal transfer technology, S + P are able to give competent advice to users and to offer quick support.

The applications: Automatic identification 99 % plus
Your benefit: The best solution for thermal transfer applications

Info: +49-8233-846-147 – Claus Schlang, Sales printing systems

7-> Increased printer availability using cabinets

When using thermal transfer or laser printers for barcode applications in production and warehouse environments, they are often subjected to cold, oily air, dust and, sometimes even incorrect handling of printers can markedly reduce the availability of the devices. As user-friendly laser printers are more and more widely used for this type of application, a protective cabinet has now been developed which eliminates all these influences. The air is filtered, the heating switches on automatically to protect against frost and the cabinet can be locked which also offers protection against theft. With this solution, troubleshooting by network administrators has been markedly reduced and the life-span of the printers increased.

The applications: Increasing reliability of label printers
Your benefit: Less time spent on printing systems administration

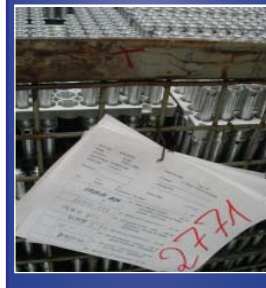
Info: +49-8233-846-151 – Florian Beckenbauer, Sales printing systems

8-> Chemical resistant printing with Lexmark T 644

In metal processing, various cleaning baths are used. Examples are degreasing baths before sheet metal welding, pickling baths before wire drawing or cleaning baths for precision parts after processing. Guaranteed traceability requires secure identification of products and containers for all processes. The combination of laser printing with the Lexmark T 644 and GRAPHIPLAST® 7268 ensures that the data on the workflow document accompanying the material or the label is still perfectly legible after the process.

The combination of fast, high resolution printing and high chemical resistance creates secure identification and process reliability. Labels and information withstand acid baths
Your benefit: Increase process reliability through traceability

Info: +49-8233-846-151 – Florian Beckenbauer, sales printing systems



<p>CLIP#1</p> <p>a: 56 mm = 2" b: 25 mm = 1"</p> <p>Low Cost for Any Application</p>	<p>CLIP#2 small</p> <p>a: 40 mm = 1.6" b: 12 mm = 0.5"</p> <p>Lowest Cost for Any Application</p>
<p>CLIP#5</p> <p>a: 32 mm = 1.25" b: 20 mm = 0.8"</p> <p>For Bars and Tubes</p>	<p>CLIP#6</p> <p>a: 50 - 127 mm = 2"-5" b: 3 - 9 mm = 0.1"-0.35"</p> <p>Wall Clip for Delicate Surfaces</p>



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STEELTAGS NEWSLETTER



5-> Wider range of films for laser printers GRAPHIPLAST® 7297.

Laser films are used in more and more diverse applications. Simple operation of laser printers combined with the availability of a wide range of different labels from PET films means many new applications. The campaign "Kanban cards made of plastic" led to a request for great variety of film thicknesses. Consequently, the range of films made of GRAPHIPLAST® 7297 has been extended to include thicknesses 190 and 270 µ. The robust film is suitable for black & white as well as color laser printers and prints like on paper. The printed document is indelible without any further protective lamination and resistant to oil, detergents and moisture. A major improvement, saving time and money.

The applications: Signs, Kanban cards without lamination

Your Benefit: Considerable savings of time and money.

6 -> New solution for AIAG identification GRAPHIPLAST® 7527.

How goods for inventory will be received in the future can be observed already at some automotive manufacturers in Europe and the US. Unloading containers from pallets by robots followed by checking of contours and identification with data plausibility checks. With this method of receiving inventory, conventional paper labels cause problems. Especially if corners stick out or residue of old labels cannot be removed. Our new development, GRAPHIPLAST® 7527 will solve this problem. The unique adhesive and the special layout of the AIAG form create flexibility for different types of containers. Secure labeling and simple removal without residue guarantee satisfied customers.

The applications: An all-round solution for container identification.

Your benefit: Satisfied customers with an economical solution



1-> Laser vs. Thermal Transfer – Users decide

When printing labels various criteria play a part on deciding what printing systems to use for different applications. Apart from label size and shape, the material used and its handling properties, the users' preference naturally plays an important part. The operator's main concern is to have a solution that is reliable and functions well. Feeding the printer with print media, sorting out malfunctions and general handling should be simple. On these criteria the laser printer scores high. With toner cartridges for 30,000 pages, simple operation and feeding, laser printers meet these requirements brilliantly. Usually, no training is required to operate these types of printers. When given the choice, 3 out of 4 users decided in favor of laser printers – a clear vote.

The applications: Industrial printing solution for demanding users.

Your benefit: less work spent on the administration of printing systems

2 -> Individual color printing with color laser printers.

What started as a revolution for office applications and all-in-one devices is now set to conquer the factory environment. Today, color laser printing is an economical alternative. Printing costs per page are quickly approaching those of conventional B/W printing. Lexmark, a partner for laser printing systems, combines versatility and robustness of the renowned T series with the advantages of color printing with its proven C 762 model.

The applications: Color as added value at comparable costs.

Your benefit: Illustrations, presentations, and information in color





3 -> Hazardous goods safely on their way
 Hazardous goods must be securely labeled. All information on classification, safe use and instructions in case of accidents is essential. Labels made from 7177 with PK-40-306 adhesive are especially developed for this application. The material is durable, resistant to seawater and adheres securely to a very diverse range of different containers. To prevent duplication of identification the labels can be removed before refilling the containers or another label can be stuck on top, completely covering the previous one.

The applications: A hazard foreseen is a hazard avoided.

Your benefit: A reliable solution for all types of containers



4 -> Secure Container labeling at freezing temperatures.

This also applies to the automotive supply industry: identifications that work well in summer do not necessarily show the same performance in winter. Many large parts such as wheels are stored outdoors or under cover only. Internal labeling is not replaced by customer-specific labeling such as AIAG until the material is called off for processing. Standard adhesive labels show a good bond at temperatures above zero. However, if temperatures fall towards freezing, adhesion is reduced by more than 50 %, in some cases it will break off completely. Our new PK-40-306 adhesive, in combination with the robust 7177 film, solves this problem. A versatile adhesive that can be used for metal, plastic and wooden containers guarantees secure identification, especially in low temperature environments.

The applications: Strong adhesion at low temperatures.

Your benefit: One label for all applications. No additional work in winter.



Heavy Duty Clips for Heavy Duty Tags

+ fast attachment, no cut hands
 + engineered of specialty steels, no lost tags

<p>Clip#2 small all purpose clip fix tags securely</p>	<p>a: 40 mm=1.6" b: 12 mm=0,5"</p>		
<p>Clip#4 tubes, pipes and profiles/sections fix tags securely on front side</p>	<p>a: 32 mm=1.25" b: 20 mm=0,8"</p>		
<p>Clip#6 tubes, pipes and profiles/sections fix tags securely on front side without damaging surface</p>	<p>a: 50-127 mm=2"-5" b: 3-9 mm=0,1"-0,35"</p>		
<p>Clip#7 strip band bundles fix tags securely</p>	<p>a: 71 mm=2,8" b: 20 mm=0,8"</p>		
<p>Clip#8 all purpose clip secures tags against escaping in heavy winds</p>	<p>a: 60 mm=2,33" b: 25 mm=1"</p>		
<p>Welding Gun bars and sections fix tags securely on front side</p>			

This catalogue can be downloaded from www.SteelTags.com / Secure Tag Attachment



Heavy Duty Clips for Heavy Duty Tags

+ fast attachment, no cut hands + special reinforced steel, no lost tags

<p>Clip # 1 for all purpose clip fix tags securely</p>	<p>a: 56 mm = 2" b: 25 mm = 1"</p> 			
<p>Clip # 2 small for all purpose clip fix tags securely</p>	<p>a: 32 mm = 1,25" b: 12 mm = 0,5"</p> 			
<p>Clip # 4 for tubes and pipes fix tags securely on front side</p>	<p>a: 32 mm = 1,25" b: 20 mm = 0,8"</p> 			
<p>Clip # 5 for tubes and bars fix tags securely on front side</p>	<p>a: 165 mm = 6,5" b: 25 mm = 1"</p> 			
<p>Clip # 6 for profiles and tubes fix tags securely on front side</p>	<p>a: 50 - 127 mm = 2"- 5" b: 2,5 - 9 mm = 0,1" - 0,35"</p> 			
<p>Clip # 7 for strip band bundles fix tags securely</p>	<p>a: 60 - 101 mm = 2,3" - 4" b: 20 mm = 0,8"</p> 			
<p>Clip # 8 for all purpose clip no tags escape due to wind fix tags securely on front side</p>	<p>a: 15 - 65 mm = 0,6" - 2,5" b: 30 mm = 1,2"</p> 			
<p>Welding Gun for bars and sections fix tags securely on front side</p>				

This catalogue can be downloaded from www.Steeltags.com / Tag Attachment Ideas



1 -> A Good Solution Creates Satisfied Customers
The trend towards individualized identification solutions continues. Demanding applications, such as the identification of heavy sections, are subject to many different parameters. An "off-the-shelf" solution cannot meet the high demands posed on the identification solution. Requirements such as temperature resistance up to 200° C (400F), extremely rough surfaces on the sections and high mechanical stress while being shipped worldwide are met 100% with the new #7277 with PK-80-601 adhesive. The reliability of this solution made such an impression, that the word is quickly spreading around. A good solution advertises itself.

Applications: Reliable identification under extreme conditions **Your Benefit:** Secure identification for shipping worldwide **Info:** Harri@Steeltags.com 1-800-217-6215

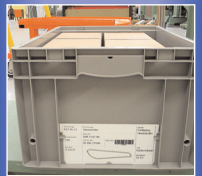
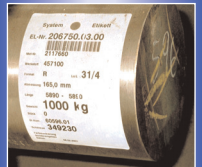
2 -> The Combi Label/Tag - A New Option

The combination of robust plastic films and adhesives with a strong glue offers benefits. In steel service centers, it allows to attach the label/tag sticking or hanging. Up to now, the use of thick adhesive layers to achieve adequate adhesion to various steel surfaces has been limited due to the excess residue left in the printing systems. The combination of #7177 in 150 μ with PK-80-601 adhesive creates a combination label that achieves top performance in both applications tag or self-adhesive label. At the same time, adhesive breakout inside the printer is reduced to a minimum, due to the adhesive's compact nature.

Applications: Tag or self-adhesive label - optimum results for both **Your benefit:** No residue in printers **Info:** Harri@Steeltags.com 1-800-217-6215

3 -> Kanban Cards - Cutting Costs with Steeltags

Originating in Japan, the Kanban system has changed container flow organisation. The "card signal" (Kanban) plays a central role supplying materials to assembly plants. Usually, the cards are produced to match the containers with slots for laser printer forms, 8" wide. To protect the cards from falling off, they are usually laminated. The GRAPHIPLAST® laser labels can be used for printing in laser printers. After printing, they are UV resistant, soil resistant and virtually indestructible. Cost and time spent on laminating is eliminated. So simple, that it revolutionizes this application. **Applications:** Kanban applications easily controlled **Your benefit:** Save time and money with our laser tags **Info:** Harri@Steeltags.com 1-800-217-6215





4 -> Adhesive Labels for 350° C (700F)

The general shortage of raw materials has led to an increase in exports of semi-finished goods. In the metal industry, the identification of billets is usually carried out by marking the piece number with a stamp or via color coding (tube markers). However, this is not sufficient for the consignees' identification requirements, as the information is poorly legible due to soiling and the impact of weather. Customers are looking for information that is easy to read for example #7948 labels - suitable for temperatures up to 350° C. The strong aluminium foil can be easily applied with gloves. Special S+P rollers enable the attaching of the label without smearing the surface and/or the barcode. The special adhesive guarantees a secure adhesion to scaly and rough surfaces. A proven solution that works.

Applications: Attaching labels to hot billets

Your benefit: Low-price and effective fastening

Info: Harri@Steeltags.com 1-800-217-6215



5-> Laser Labels for Rough Environments

Selecting a suitable printing system for label printing depends on the application. Resistance to environmental impact, printing speed, operational reliability, ease of use, printer control, warranty - in a direct comparison the laser printer will win on most aspects. Therefore, when considering all the features, laser printers often offer more benefits than thermal transfer printers. The printing performance of a laser printer is resolution, as well as the high resistance to mechanical impact, chemicals and high temperatures make it the ideal printing solution for industrial environments. For laser printers, we offer an extensive range of plastic labels for special applications. We will be happy to support you in your selection with an application analysis.

Applications: Decision support for the optimum printing system

Your benefit: our expertise in special solutions

Info: Harri@Steeltags.com 1-800-217-6215



6-> Get Ready for the Winter with PK-100 Adhesive

During the winter months, work is often carried out outdoors or in open halls at freezing temperatures, and, in some cases even below. For applications where goods are received or for shipping identification, self-adhesive labels also need be suitable for these temperatures. Conventional adhesives cannot be used at low temperatures, as there is a reduction in adhesive strength. Our new PK-100-701 adhesive is suitable for a high temperature range. It is therefore ideally suited for labelling in rolling mills and in steel service centres. So get prepared for next winter!

The applications: Adhesion to steel at low temperatures

Your benefit: No additional work when the temperatures drop

Info: Harri@Steeltags.com 1-800-217-6215



7-> Mobile Data Recording - Image Readers

The scanning of barcodes for automatic data recording has become an established technology for stock control, the recording of materials during the production process and stock takes. Conventional scanners with a reading distance of 2' require exact positioning of the barcode for the reading process. It is also important to "hit" the barcode exactly. Image readers generate a reading field at a distance of up to 3', in which all barcodes, independent of position and type, as well as OCR text are recognized and scanned. As with conventional scanners, the analysis of the information can be set up via software. Image readers make life easier for users and offer more options.

Applications: Scanning barcodes - fast and accurate

Your benefit: The scanner automatically recognises all barcodes

Info: Harri@Steeltags.com 1-800-217-6215



8-> Solution for High Printing Volumes

Frequently, applications such as Odette identification or generating workflow documents to accompany materials mean that customers are faced with the requirement to print high volumes within a short period of time. Both thermal transfer printers and normal laser printers offer only limited resources for this requirement - a maximum of 300 to 500 labels. Kyocera offers an elegant solution which holds up to 2000 sheets, as in a professional photocopier. This technology combines variable formats with perfect feeding of individual sheets into the multifunctional tray. An optional, straight paper path prevents paper jams, even with more rigid materials. All in all, a well-engineered solution for demanding applications. **Applications:** Industrial printing solution for demanding users

Your benefit: Makes printer loading much quicker

Info: Harri@Steeltags.com 1-800-217-6215



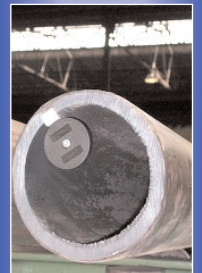
9->Talking Point RFID - Does It Meet Expectations?

We are learning more about applications where transponders are used for data transmission and identification. Generally, these are applications in the consumer goods sector where the identification of pallets etc. achieves 100% control of the material flow. In cooperation with a leading tube manufacturer, our experts in ID solutions in the metal industry have initiated a project study on the traceability of individual tubes. When carrying out ultrasound and pressure tests, the test results must be allocated to the individual tube. For this process, barcode labels are not suitable as data carriers. In closed systems the user can benefit from the multiple uses of the data carrier and therefore save costs. The high reading rate shows that RFID technology also has its place in a rough environment.

Applications: Identification without visual contact with the information

Your Benefit: Automatic allocation of test results

Info: Harri@Steeltags.com 1-800-217-6215





GRAPHIPLAST® News

-> GRAPHIPLAST® adhesion on rough surfaces

Automatic packaging lines are commonplace today. Data carriers with barcode are controlling the type of packaging used - depending on customer requirements. In this particular case, barcode labels had to be attached to the pallet in a fully automated process. The challenge was in achieving secure bonding to wood, while at the same time allowing automatic label application. Automated processes require a stable foil. To achieve a good bond to a rough surface like wood, a high degree of flexibility and strong adhesion are required. Tests showed that these competing objectives can be achieved. The solution: GRAPHIPLAST® 7277 with PK-80-601 adhesive, which met all the requirements at first attempt. This was an important step for the user, because automation creates cost benefits and secure processes.

The Application: *Reliable barcode identification of pallets*
Your Benefit: *Automated application and identification*
Information: 1800-217-6215 Harri@Steeltags.com

-> Strong solution for the chemical industry

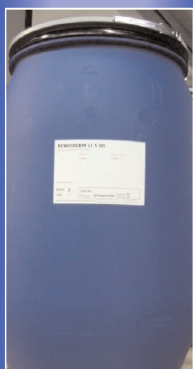
The identification of drums in the chemical industry is a very demanding application. A label for laser printers needs to have high bonding strength and adapt well to uneven surfaces. When filling drums at higher temperatures, the label has to retain its shape and not peel off at temperatures up to 180 °F. For outdoor storage, it needs to be weather resistant for a minimum of six months. As well, it must also be possible to remove the data carrier without residue at the customer's site or when refilling. A difficult, but not impossible task for GRAPHIPLAST® 7177 with its new PK-40-306 adhesive! An all-round talent for demanding adhesive solutions.

The Applications: *Adhesive label with strong bond for difficult surfaces*
Your benefit: *Secure identification - without residue.*
Information: 1800-217-6215 Harri@Steeltags.com

-> Color codes for material flow control

Whether it is for status monitoring of containers or passing through gauge and testing stations - for the material flow the availability of status information is essential. A forklift truck driver must be able to see from his vehicle where a material is to be taken. Labels and documents made from GRAPHIPLAST® can be printed in advance. The color coding can then be removed after the various processes, because of its perforations. In this way, color coding makes it possible to recognize the origin of materials and to safely control allocation to a delivery. For more complex processes, for instance in multi-stage manufacturing with status monitoring, the S+P Multicolor® code, a software based status monitoring system, offers secure options for material flow control.

The Applications: *High-level material flow control*
Your benefit: *Reliable process control through clear identification*
Information: 1800-867-6215 Harri@Steeltags.com



GRAPHIPLAST® News

-> Attaching GRAPHIPLAST® labels to wood

Attaching barcode labels to wooden packaging, wood bundles or wooden pallets is a demanding application. A comparatively simple and cost-effective method of attaching plastic labels is stapling. Modern staplers can be equipped with plastic staples which guarantee perfect attachment of the data carrier and avoid splintering or snap-through of the label material. With this method, weather resistant GRAPHIPLAST® materials can be attached easily and saw blades are protected from metal staples.

The Applications: *Attaching labels to wood*

Your Benefit: *Low-cost, effective fastening*

Information: 1800-217-6215 Harri@Steeltags.com

-> Automotive supplier profits from GRAPHIPLAST® Solution

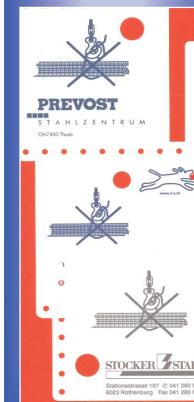
There is a limit to the adhesive strength of conventional labels. An example: running labels through a printing system to print product data requires that the adhesive does not come off in the printer, as this can cause the printer to stop very quickly. To achieve a satisfactory bond, users usually resort to additional tools such as spray or tube adhesives. When labels are applied to the interior panels of doors and roofs, this can lead to differences in colour during the aging process - a potential source of complaints. Seidl + Partner thick layer adhesives solve this problem. Tests have shown that labels with S+P PK-40-301 adhesive and GRAPHIPLAST® 7078 meet all the criteria. The stable foil is easy to apply, even with gloves. A high quality label with a strong bond - without leading to colour changes.

The Applications: *Thick layer adhesive for a sophisticated adhesive solution*
Your benefit: *Avoiding customer complaints*
Information: 1800-217-6215 Harri@Steeltags.com

-> Label with health and safety warning for crane operations contributes to safe working conditions

Using a crane for moving coils always carries a risk of fastening the load incorrectly. Health and safety notices warning operators not to attach the load to tying wires or straps, are often displayed too far away, and are not available when needed. Unfortunately this can lead to accidents on a regular basis, as has happened recently. For Seidl + Partner reason enough, to advise you, in the interests of health and safety, that it is possible to print a pictogram with a safety notice for crane loads on coil tags. You can find an example in the picture on the right. There is usually room on most data carriers, either on the front, or on the reverse side. A simple thing, promoting health and safety.

The Applications: *Handling heavy loads = accident risk*
Your benefit: *Safety notices help prevent accidents*
Information: 1800-217-6215 Harri@Steeltags.com



**S+P Application technology
GRAPHIPLAST® & Hardware****-> Better bond for self-adhesive labels with roller**

Attaching an adhesive label is an important process, the main factor for bonding strength. Even application and contact pressure determine the adhesive strength that is actually achieved. To achieve a permanent bond, the use of a simple roller, similar to the ones used for wallpapering, is recommended. This simple device also prevents the contamination of labels, for instance by dirty gloves. You can find this solution in any DIY store, or you can request a test roller from Seidl + Partner, because sticking to difficult products requires great care.

The Applications: *Optimum adhesion for self-adhesive labels*

Your benefit: *Good adhesion on difficult surfaces!*

Information: 1800-217-6215 Harri@Steeltags.com

-> Legible barcodes despite damaged thermal transfer printing head

Manufacturers of thermal transfer printers usually give a guarantee on the life of the printing head, based on a printing output of 50 km. This guarantee applies to the use of self-adhesive paper labels. Robust plastic labels require the use of high-quality ribbons, resulting in higher printing temperature and more wear and tear, due to the harder surface material. These are all factors reducing the life of a print head. Missing single dots can reduce the legibility of barcodes, if the barcode is printed horizontally or "picket fence" position. The alternative: a vertical layout of the barcode, "ladder" position, and a suitable bar width which increases legibility. We will be happy to advise you on this subject.

The Applications: *Industrial bar code identification*

Your benefit: *Better reading of barcodes = fewer manual entries*

Information: 1800-217-6215 Harri@Steeltags.com

-> Despatch optimisation with radio data transmission

An increase in transport costs as a result of higher energy prices is already being talked about. The higher the shipping costs, the more important it is to avoid incorrect loading, as wrong deliveries upset customers, cause considerable additional effort and, the costs of repeating a delivery. In most companies, two opposing interests compete: flexibility in vehicle planning and reliable stock updates - what was loaded where. To ensure both, loading data has to be updated constantly - and be made available in real-time and reported back when the data is being processed. Radio data transmission, as used by parcel services, offers the option to transmit shipping data to terminals in real-time and to report the information of the actual loading back to the terminals. We will be happy to advise you on this subject.

The Applications: *Mobile data recording for loading control*

Your benefit: *Quick and reliable loading control in the shipping*

Information: 1800-217-6215

Harri@Steeltags.com

**S+P News****-> Customer satisfaction analysis 2004 your testimonial for S+P**

The benchmark for S+P service and the resulting satisfaction are set by yourselves. To update the status, we carried out a customer satisfaction analysis earlier this year. Every customer received a questionnaire with the request to assess S+P. We were very pleased with the high number of replies (approx. 150 reply faxes), as this increases the explanatory power of the analysis. We asked for your views on 14 areas in total - from quality to innovation and distribution. The average score from all the different areas was 8.4 (out of a possible score of 10). Thank you for your assessment - for us an incentive to try even harder. As promised, there was a prize draw among the people who replied, and three Apple MP3 Players were sent to the lucky winners in September.

Information: 1800-217-6215 Harri@Steeltags.com

IdeasToImprove Product Line expands**Rebar Plant Optimization Software**

The perpetum mobile is not yet invented, but now there is cut optimization software which pays for itself over and over again. The amortization shouldn't me more than several months in most rebar plants with today's steel prices going through the roof. The L+P LabelMaster's low \$5,000-\$9,000 investment not only optimizes cutting of steel; the basis of the program is a module where master data, schedules and steel lists can be managed. Printing of the tags with the graphical output of the shape and PDF barcode is a simple procedure and reduces errors.

Your benefit: *Save raw material cost, reduce errors.*

Information: 1800-217-6215 Harri@Steeltags.com

HQ Thermal Transfer Ribbons save cost

The Mill of the 21st century faces high costs due to errors. The cost of the Thermal Transfer Ribbons is insignificant compared to the value of having a high quality printout on the data carrier tag or label. So why gamble? Let us make you a proposal of the adequate ribbon for your requirements and compare for yourself.

Your benefit: *Save cost by decreasing errors.*

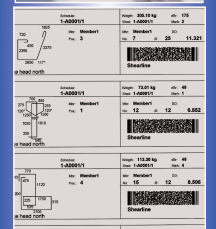
Information: 1800-217-6215 Harri@Steeltags.com

Wire Clips

"Save costs whenever you can' is the motto of today's industrial manufacturers. Steel Mills are increasingly concerned about the high cost of wire which they are using to attach tags. Let us offer you our low cost clips solutions. They save you money and increase data security.

Your benefit: *Save cost on wire and don't loose tags.*

Information: 1800-217-6215 Harri@Steeltags.com





GRAPHIPLAST® News

-> Intelligent adhesive solution vs. protective wallets

Labels accompanying the material like production papers and shipping labels are frequently generated on paper and protected with label wallets against adverse production environments. Any savings made by using paper for the labels are spent on expensive protective wallets. Condensation water, contamination and high temperatures will damage the data carriers in spite of the elaborate solution and make data difficult to read. Complex requirements for fastening the wallet - adhesive tape, adhesive areas, punched holes, slotted holes for strapping can be transferred directly to the label. A virtually indestructible data carrier creates security and improves functionality at lower cost. In addition, it is no longer necessary to put labels into the wallets and seal them, which can be quite laborious and, for the higher grade wallets, often quite time consuming.



The Applications: *Steel strip coils + plate bundles, containers, Odette*

Your Benefit: *Two become one - improved functionality - lower cost*

Information: (305) 867-6161 Harri@Steeltags.com

-> GRAPHIPLAST® 7177 - Adhesion to sensitive metal surfaces

Automated material flow control and warehouse management depend on barcode labels that are fully legible. The identification must be positioned accurately and be perfectly legible. For stainless steel sheets it is also a requirement that the surface must not be contaminated by glue residue or discoloration. The AA-20-303 adhesive, in combination with GRAPHIPLAST® 7177 enables a firm bond on sensitive, achromatized, brushed and lacquered steel surfaces and does not leave any residue when the label is removed.



The Applications: *Manufacture, conversion and processing of high-quality sheets*

Your Benefit: *Secure identification without residue.*

Information: (305) 867-6161 Harri@Steeltags.com

-> GRAPHIPLAST® labels for laser printers

The ideal label for laser printers would be a combination of the robustness of plastic and the processing properties of paper in the printer until now wishful thinking. Restrictions are here mainly imposed by the stacking of sheets after printing, resulting in a static charge and high temperatures during toner fixing. GRAPHIPLAST® 7297 is the result of seven years of S+P experience with plastic labels for laser printers. The new, improved version meets all the requirements for applications with high printing volumes. **The Applications:** *Plastic data carriers and sheets for laser printers.* **Your Benefit:** *The application that runs by itself - 500 sheets can be printed unsupervised with perfect stacking - sorted sheet by sheet.* **Information:** (305) 867-6161 Harri@Steeltags.com



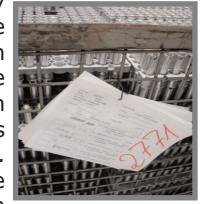
-> Process control in aggressive cleaning baths

Avoiding material mix-ups is one of the priorities for quality management. Suppliers of car body parts to the automotive industry use containers with sheet metal parts that run through degreasing and cleaning processes. Removing identification before the bath means additional work. It also poses a residual risk when materials are being allocated after the process as sometimes several containers go through the process at the same time. GRAPHIPLAST® 7268 as a work flow document accompanying the material has a high resistance to acids, alkali and oil in high concentrations. It can therefore withstand all known cleaning and degreasing baths as well as subsequent drying processes in hot air up to 200°C / 400°F

The Applications: *Steel processing, e.g. metal forming, high precision parts etc.*

Your Benefit: *Secure processes - ISO compliant material traceability*

Information: (305) 867-6161 Harri@Steeltags.com



-> Partial application of adhesive offers more options

The identification of stacked sheet metal or sheet metal coils with sensitive surfaces requires labels with a firm bond. These labels enable good fixing to the strap. For this type of application it is important that the part of the label that protrudes over the edge of the strap is free from glue, to avoid any transfer of adhesive onto the surface. Partial application of adhesive is an established technology, which, until now, could only be used in a limited way for high-strength, permanent adhesives. The S+P solution, the PK-80-601 adhesive, has both extremely high bond strength and it can be applied partially. An ideal solution for applications where the glue has to be applied precisely to a specific, small area and where high adhesive strength has to be combined with adhesive application in selected areas.

The Applications: *Strap identification without wallet, adhesive Odette tags*

Your Benefit: *An all-round talent for material flow control*

Information: (305) 867-6161 Harri@Steeltags.com



-> GRAPHIPLAST® 7268 for automatic strapping

The automation of simple operational processes is continuing. The application of tags by machine can also be implemented easily. Especially for bundle marking applications where strapping is available for attachment. With metal plates and high temperature self-adhesive labels for applications to 400 °C/ 850 F or plastic tags with slot punchings for bundles, fully automatic solutions are possible. In particular, GRAPHIPLAST® 7268 and 7078 are the ideal materials for the automatic threading through of the strap due to their robustness and flexural rigidity. A special type of slot (dog bone) ensures high tear strength and thus guarantees a secure identification for shipping worldwide.

The Applications: *Tubes, profiles, steel bars and hot or cold-rolled strips*

Your Benefit: *Rationalisation effect by eliminating a manual process*

Information: (305) 867-6161 Harri@Steeltags.com



-> Storage location identification for difficult environments

The organisation and/or identification of storage locations for stock management and commissioning of materials do not usually place special demands on labels. However, for identification applications outdoors or barcode reading over long distances conventional technology soon reaches its limits. Special label materials enable solutions that make direct recording of material movements via bar code secure.



The Applications: Bar code logging over great distances and under variable light conditions. **Your Benefit:** Secure identification!
Information: (305) 867-6161 Harri@Steeltags.com

-> Printer test pool extended

When selecting a suitable printing technology in a production environment and for new applications, more parameters become important which often cannot be evaluated beforehand. A potential customer from Switzerland wanted to carry out tests over several weeks under real conditions, with both thermal transfer and laser printers, to include his employees in the decision making process. In order to be able to offer this exemplary approach, we have extended our pool of test printers because satisfied users are our best references.



The Applications: Different printing systems can be used.
Your Benefit: Choose safely by testing under real conditions.
Information: (305) 867-6161 Harri@Steeltags.com

-> Individual labels sizes for laser printers

New developments in laser printing technology continually increase the range of applications. Printers used to be primarily designed for US letter size applications, today, however, they are more flexible and can be adjusted to different sizes. As a Lexmark partner we offer paper trays that are continuously adjustable to different format sizes. The printer configuration in the driver allows the definition of any format.



The Applications: Form organisation and label printing in general
Your Benefit: Flexible solution for different applications - all in one
Information: (305) 867-6161 Harri@Steeltags.com

-> New ribbons for thermal transfer printing save money

Ongoing new developments in ribbons for thermal transfer printers blur the lines between the different quality levels. S+P has added a new ribbon to their range which produces a relatively scratch resistant print for coated labels at low cost.



The Applications: Thermal transfer printed labels for medium duty use
Your benefit: Low-cost tt-printing for industrial applications.
Information: (305) 867-6161 Harri@Steeltags.com

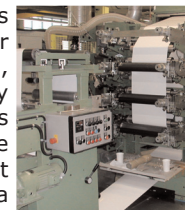
-> Introducing new S+P agents - Specta AG

Success doesn't just come by chance! Playing an important part just like the Seidl + Partner employees, our partners in our world markets are also helping to generate our success. Specta AG, a specialist for packaging and strapping technology, has been the S+P partner for the CIS market since the year 2000. The owner and CEO Eric Helin (on the right in the photograph), with his keen eye had recognized immediately at the first meeting at an exhibition that there are synergies between packaging and identification. Experience and industry know how were the ideal prerequisite for the joint building up of the CIS market.

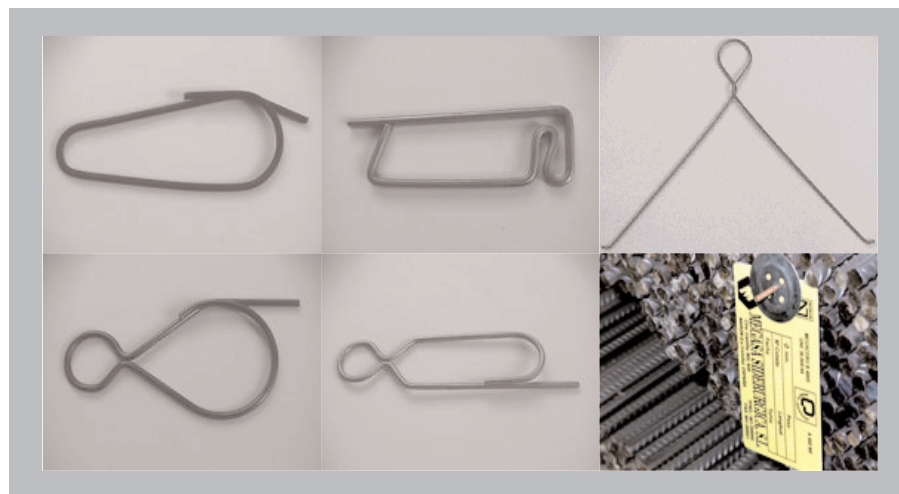


-> Recycling GRAPHIPLAST®

Seidl + Partner's trade mark GRAPHIPLAST® stands for various special films. Plastic is a precious raw material! It is therefore our aim to reintroduce waste that is generated during label processing, back into the production cycle. Unmodified plastics are already being reprocessed to plastics as far as today's technology allows and mixed films are recycled thermally. Reducing waste is the overall aim which is also considered as the environmental aspect when new materials are being developed. The introduction of a production reward in 2002 also had the objective to save precious materials and to manufacture economically. This is not least a contribution to environmental management, to save natural resources and to meet our responsibility. **Information:** (305) 867-6161 Harri@Steeltags.com



S+P Intelligent Tag Attachment Ideas



◆ +++ GRAPHIPLAST® News +++

+ Standard Solution for Steel Service Centers

Standards bring many benefits – as tried and tested solutions combining competitive prices and high performance. This also applies to two new standards from S+P:

- the **combination solution** Hanging/Sticking for laser printers, based on 7268/7278 in A6 format
- the **combination solution** Hanging/Sticking for thermal transfer printers, based on 7077

Both versions are based on dimensionally stable films – with an adhesive backing that will stick to all metal surfaces. Tests have shown that adhesion to dirty, rough, porous and non-polar surfaces is guaranteed. The result: secure labelling, easy handling and functionality – and all that at a reasonable price.

Your benefit: *Higher efficiency, easier stock takes and optimized customer data on the product.*

+ Breakthrough for Labelling of Sections

Shipping individually, stacking and the many material movements resulting from shipping of heavy sections place high demands on identification systems. **GRAPHIPLAST® 7277 in 50 µ**, finished with our multi-talented PK-80-601 adhesive clearly shows better results in this application. Thanks to the new adhesive, bond is optimised, the thin yet very stable film prevents destruction and last, but not least it is suitable for a wide range of applications due to its wide temperature range from 0°C to 180 °C (360 F) (short-term). As a special technical finesse, the adhesive reduces residues in the printer while the labels are being processed – reducing cleaning operations considerably.

Your benefit: *An all-round talent - an adhesive label for the most demanding applications. For companies wishing to ship their products worldwide.*

+ GRAPHIPLAST® 7297 for Color Laser Printers

Reproducing pictures on labels in true color is becoming more and more important. Examples are pictograms with instructions for use, or installation tips on more complex products. Constantly changing motifs can be converted easily with the help of digital artwork and a printer, and can be printed on site. Identification that is weather resistant and lightfast, on plastic films at 1200 dpi is now possible with our new development, **GRAPHIPLAST® 7297**. For product identification in color to the highest standard.

Your benefit: *Product information and advertising materials easily produced in house – fast and at the highest quality.*

DIN EN ISO 9001 certified



◆ +++ GRAPHIPLAST® News +++

+ Adhesive Solution for Crude Steel

It is one of the priorities of quality management to prevent material mix-ups. Secure identification of product data before the various processing steps is to help make processes more secure. Applying a barcode to continuous casting products is a demanding task. The extremely high bond strength of our PA-75-202 adhesive, in combination with **GRAPHIPLAST® 7277** as the label material, provides a solution that guarantees a reliable bond on scaly surfaces at temperatures from 0 – 200 °C (400 F).

Your benefit: *Secure processes – stock control and stock takes made easier*

+ Container Management with Color Codes

Complex production and treatment processes using containers for the material flow, require an accurate control of the container flow. Usually the containers are accompanied by job cards that contain instructions for the operator on how to proceed. This also includes information on the sequence of the work stations, as per the processing chain. **GRAPHIPLAST®** job cards with **Multicolor®** colour code offer several benefits:

- the material is virtually indestructible and therefore does not require protective wallets
- the job card withstands all known cleaning processes (acid baths, perchlorate, phosphorus)
- the colour code makes allocation easier for the driver – without leaving his fork truck

Your benefit: *An all-round talent for material flow control in production processes in the most demanding applications.*

+ Facts: The Combination label – a Comparison

Identification for shipping often requires different labels due to the variety of products being handled. Data output is mostly on **self-adhesive labels** which can be stuck to the packaging, shrink wrap etc without any problems. For all other products such as high value surfaces onto which adhesives cannot be applied, **tags** are used as **carriers**.

A comparison with **S + P combination solutions** has shown that there are significant time savings due to easier handling. We will be happy to supply you with the results of our comparison.

Your benefit: *Time savings with multi-functional solution*





◆ ++ Application Technology GRAPHIPLAST® & Hardware ++

+ The Latest in Label Printing: A6 Forms

The true talents of a laser printer often remain hidden – as a multi-talented piece of equipment for many different forms. The secure and smooth processing of A6 forms from the tray is a new addition to the wide range of applications. Documents and labels in A4, A5 (AIAG/Odette) and now also A6 formats, or individual formats from your own designs can be processed easily from the tray. **One printer** for many different types of forms – with up to 5 trays.

Your benefit: *Cost Savings through versatility!*

Info: Florian Beckenbauer, S+P Identification Systems, +49-8233-846 151

+ Form Management under Unix®

Data output from Unix systems often requires complex changes and entries to adapt the data display with font size, position and field definitions to the requirements. S + P Printing Software can filter the net data from an existing data set to insert them into an existing layout – also various options available.

Your benefit: *Individual layouts can be created easily.*

Info: Claus Schlang, S + P Identification Systems, +49-8233-846 147

+ Thermal Transfer Solutions with PCL 5 Standard

The standardization of data structure for different printing systems is making progress. Now there is the option to communicate with thermal transfer printers in the standard language PCL – for instance as a direct SAP® link-up via HP Device Type. Whether you are looking to print forms on laser printers or Print and Apply with thermal transfer printers – one data format for different industrial applications.

Your benefit: *Simplification through standards*

Info: Florian Beckenbauer, S + P Identification Systems, +49-8233-846 151

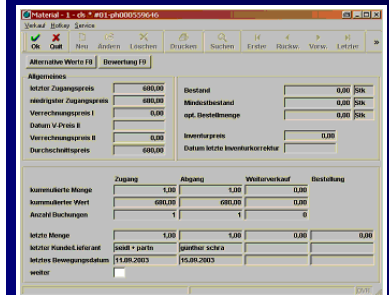
+ Color printing as an alternative

The revolution in color printing in an office environment was the ink jet printer. For some time solid ink printing systems by Xerox, type Phaser have been on the market, also for industrial applications. A sheet-fed printer for brilliant color printing, also on plastics. Cost effective color organisation, controlled only by software.

Your benefit: *Competitive color printing for industrial applications.*

Info: Florian Beckenbauer, S + P Identification Systems, +49-8233-846 151

DIN EN ISO 9001 certified





◆ +++ S + P News +++

+ **Quality Management – Recertification**

The development and the growth of a company pose constant challenges for quality management. Established processes are questioned and new areas and requirements have to be integrated. Thus recertification is very demanding, in that all processes have to be reviewed and documented. We will be happy to send you a copy of our new, updated certificate that is now available.

If you have any questions on processes that relate to quality at Seidl + Partner – Ludwig Hora, financial director and responsible for quality management at Seidl + Partner, will be happy to assist.

Info: Ludwig Hora, Tel. +49-8233-846 120

+ **25 years of S + P – the Documentation**

A lot of thought went into considering all the options on how to celebrate our anniversary with you. Celebrations on site unfortunately only reach a small circle – what about the others? In the end, we came to the conclusion that a brochure on the history of Seidl + Partner with a portrait, a lot of information on our past, present and future is the best way to express our delight on what has been achieved and our striving for a successful future.

You have not yet received a copy?

Please contact us by fax or e-mail, or call us. You will receive your personal copy by return.

Tel. +49-8233-846 0

◆ +++ Events +++

- + **International Wire & Tube exhibition, Düsseldorf, Germany**
World exhibition for the wire and tube industry
29th March to 2nd April 2004
- + **International BAUMA exhibition, Munich, Germany**
World exhibition for the construction industry
29th March to 4th April 2004

We will be happy to send you further information on these events. We are looking forward to your visit!

Yours faithfully

Karl Tochtermann
Marketing and Sales Director



Certificate number: 134615



April 2003

Dear Readers,

All of us now take the use of barcode technology for granted. In the supermarket or when we receive a delivery of a parcel, this technology is now used almost everywhere to make information available and to make processes transparent. However, many manufacturing companies are still not making use of the potential behind this technology entirely. The options offered by this technology are made clearer by the basic logistics principle that states: "Information replaces stock." Streamlining of logistical processes offers a huge potential for savings.

In this edition of the S+P Newsletter you find examples and ideas on how a barcode can transform a label into a data carrier, make processes secure with the help of automatic identification and bring more security to processes and data therefore being able to assist you with your controlling and planning.



Contents

Materials

- > Adhesive solution for rough surfaces
- > GRAPHIPLAST® 7078 an improved solution
- > All from one source GRAPHIPLAST® 7107

Hardware Service Center

- > Material flow control from A-Z
- > Printing barcodes on laser printers in SAP®

Applications

- > Steel trade with all-in-one solution
- > Color coding facilitates stock control
- > Self-tying tags are versatile

Events

- > Metec 2003 in Dusseldorf

-> Adhesive solution for rough surfaces

Heat, cold, scale, saw residue and saw emulsion are just some of the challenges requiring thick layers of ultrastrong adhesive. The new PA-80-601 adhesive can be applied as an adhesive field in selected areas of the label/tag, enabling a much higher quantity of adhesive to be applied. No more additional glue has to be applied by hand from a bucket.

Benefits: This new solution saves, especially because it can be used as a label and a hangtag with attachment hole where needed.



-> GRAPHIPLAST® 7078 an improved solution

For many of our customers one requirement is of paramount importance: Data carriers with long-term weather resistance. GRAPHIPLAST® 7078 has been specifically developed for this requirement. Now the printing performance on thermal transfer printers has been improved. The existing solution for wax/resin ribbons (SP10) offers an economic solution for medium-duty use. The new resin based SP11 series of color ribbons now delivers results by meeting the most stringent requirements for weather resistant print in outside storage. Optimum fine tuning of label and ribbon offers high printout quality at low operating cost.

Benefits: An economical alternative!



-> All from one source -GRAPHIPLAST® 7107

To reduce costs by organisational improvements is a target for purchasers. Suppliers with a wide product range make purchasing easier. The new product reference GRAPHIPLAST®7107 is a cost effective combination, which offers an economically priced alternative in addition to the high quality Seidl + Partner adhesive solutions. Suitable for identification of packaging and easy stick surfaces, it combines high quality with low costs. Your sales adviser will be happy to supply more information on these products.

Benefits: Economical solutions from the identification specialists as a Single-Source Supplier.



S+P Applications

-> Combi tag/label for Metal Service Centres

In Steel Service Centres barcode technology revolutionises material management. Starting with incoming materials individual items are recorded and labelled with individual identity numbers. The barcode records all material movements including allocation to an order. Full range stockists here face the question on which type of label data for the different products can be stored securely. A new solution from Seidl + Partner based on **GRAPHIPLAST® 7268** guarantees maximum variety of fastening options – fastener attachment with whole and strong adhesive for most metal surfaces and conditions. **Your benefit: Simple fastening to all products in the steel trade = Commissioning without mix-ups.**



-> Color coding facilitates stock control

In the past Seidl + Partner had introduced the Multicolor® system for identifying similar products or parts that belong together by a system of colours. In the age of colour printing, systems software supported colour marking, printed on laser or solid ink printers on **GRAPHIPLAST®** labels is a viable alternative. Colour codes can be printed as a large solid field to make identification from a longer distance such as from a crane possible. The example of the tube trade shows that **locating of individual items and grades** can be speeded up considerably. In the days of short lead times this is an organisational improvement.



Your benefit: Colour coding for easier stock control.

-> Self-tying tags are versatile

Plant and tree nurseries have been working with self-tying tags for years. A simple solution that is now also used in many other areas, attaching labels to bars, rods and fences etc. without the need for any additional fastening equipment. Now this has been developed further for easy handling – the self-tying tag with adhesive backing. With adhesive backing along the edge the loop can be closed by the user as required and handling is quick and easy. The solution is compatible with all common printing systems. **Your benefit:** Speed through functionality.



Hardware Service Center

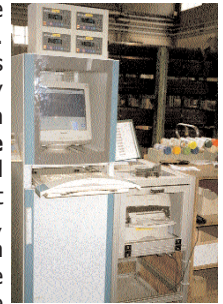
-> Material flow control from A-Z

Production control is a difficult task when flexibility is required. Metal melting plants have the task to make the allocation of materials to be melted as precise as possible to ensure a calculable result. A process analysis in an aluminium smelter showed that barcode technology helps to make **processes more rational and precise. Order data can be transmitted by radio** to terminals in the commissioning vehicles. All items are recorded with identity numbers when they are received into stores and allocated to warehouse locations that are also labelled with a barcode. All variable information is recorded reliably by identification with scanner. Depending on the processing of the items on a production order actual values such as weighing data and material are reported back to the server. This enables quick access to all production data. **Data is amended or updated in real time.** At the end there is definite traceability of processes and events. An additional benefit – with mobile data recording stocktakes can be carried out quickly and accurately. **Benefits:** Transparent and rational processes.



-> Barcode with laser printers in SAP®

No question – laser printers are used more and more for label printing. The versatility of the technology, e.g. the use of different media from different trays, makes laser printers an interesting alternative. For many users printing barcodes is a must. Often the question is: **"How can a SAP/R3 System produce a barcode on a laser printer without any additional equipment?"** Until now laser printers were not equipped with barcode fonts. As a Lexmark partner, Seidl + Partner can offer an elegant solution. With a barcode module, that was especially developed for use in SAP/R3 the relevant fonts are already installed in the printer. Simply plug in and print the barcode - with 1200 dpi – a clear solution. **Benefits:** Clear and economical printing of barcodes.



Events

16. - 21. Juni 2003



-> METEC Exhibition Düsseldorf, 16. – 21. June 2003

S+P highlights include: - High temperature identification up to 950°C (1,700 F)
- Adhesive labels for scaly surfaces

We are looking forward to your visit!
With kind regards,

Karl Tochtermann
Director of Marketing and Sales
email: Tochtermann@Seidl-Partner.com



Dear Reader,

in the last issue of the S+P NEWSLETTER one topic we dealt with was **Rationalization**. There are numerous starting points for this topic. Automation - also in the field of labeling - streamlining of work methods, and transparency in the storage of materials are examples of areas in which savings can be made.

In a difficult economic climate these factors are more significant than ever. This was the reason for our decision to **expand this subject**. In the end, every crisis leads to a process of selection and only those who are able to recognize the signs of the times, and exploit them, will emerge stronger from these times. Excess capacity worldwide, whether in the steel industry, or now also in the automotive industry, is causing keener competition. Streamlined organization, efficient procedures within a company and strict reference to the requirements of customers create an **advantage over competitors**.

Below you will find several illustrations from customers of Seidl + Partner who were able to become more competitive through such innovation.

+++ Contents: +++

◆ Materials

- + Improvement of solutions for laser printers - GRAPHIPLAST® 7257 and 7267
- + Renaissance of GRAPHIPLAST® 7078
- + Graphitherm 3000 - from prototype to ready for use

◆ Applications

- + Labels in sheet form are gaining acceptance
- + Monitoring container flow at 500°C
- + Optimum organization of cable drums

◆ Hardware Service Center

- + Delivery reception - a key point for tracking material
- + New ink ribbon qualities for thermal transfer printers prolong the life of the print head and save money
- + Warehouse labeling for transparency in the warehouse

◆ S + P News

- + Delivery schedule management optimizes lead times
- + Introducing S + P Customer Service

◆ Events

- + Trade Fair "Aluminium 2002" in Essen

◆ +++ S + P Materials +++

+ Improved Solutions for Laser Printers

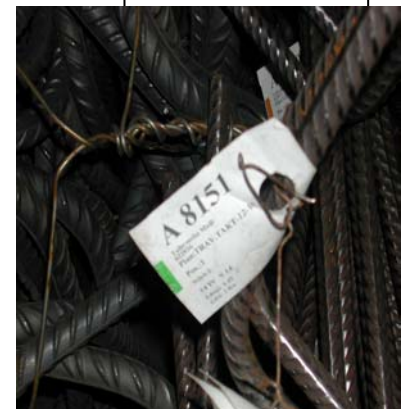
Applications for labeling using laser printers are gaining in acceptance. The advantages are obvious:
- low cost combined with high performance.
Until recently there were some limitations for working with multiple document feeders during printing and the high static friction of the sheets after printing. With **GRAPHIPLAST® 7257** these limitations for labeling of short term applications are a thing of the past. At the same time the **GRAPHIPLAST®** qualities 7257 and 7267 were raised to a material thickness of 150µ, for improved tearing strength.

Your advantage: improved performance at the same price!
Info - please call your S + P contact

+ Renaissance of **GRAPHIPLAST® 7078**

One of the factors for the renewed interest in the material **GRAPHIPLAST® 7078** is **rising prices** for most of the **other plastics**. As was already the case two years ago, prices, especially for polyethylenes (PP, PE and PET) are rising - this is not the case with **GRAPHIPLAST® 7078**. Another reason is the expanded availability of printing systems for **GRAPHIPLAST® 7078** - primarily the Solid Ink Technology from Xerox. This system combines high printing quality with economical usage.

Your advantage: Good-value alternative to laser printers!
Info at ++49 8233 846-125 Udo Kahlenberg, Product Manager

+ **GRAPHITHERM® 3000** - Prototype to ready for use

The presentation of **GRAPHITHERM® 3000** at Wire 2002 in Dusseldorf was a total success. Although we had only a few prototypes to demonstrate, there was much interest. What are the next steps? The material withstood its baptism of fire on billets with temperatures of up to 900°C with brilliance - including attachment. Further tests on hot rolled strip and wire rod are being carried out. In the next newsletter we will update the details of the applications and present the material with all its properties, which are at present being worked on.

Your advantage: Material tracking even at 900°C
Info at ++49 8233 846-125 Udo Kahlenberg, Product Manager



◆ +++ S + P Applications +++

+ Labels in Sheet Form are Gaining Acceptance

For years Seidl + Partner has been recording increasing **growth rates** in the field of labels for **page printers**. For product labeling, equipment is normally used with which one label after another is printed - this can easily be done in the case of formats such as Odette A5 or special solutions in A6 size.

For solutions with several labels per sheet, such as Lennerts + Partner Software, it is now possible to **separate and sort** the labels **automatically**. This is advantageous in the case of large print volumes - in a short time the piles of labels are ready and sorted. **Your advantage:** Tiresome separation and sorting are no longer required - further processing and finishing of the print job can be quickly carried out.

Info: ++ 49 8233 846-125, Udo Kahlenberg, Product Management



+ Monitoring Container Flow at 500°C

Suppliers of the automotive industry are subject to a 100% quality control. The tracking of **heat numbers** and ensuring that **manufacturing processes** can be **clearly followed** have total priority. Forged parts are re-shaped at very high temperatures and then collected in steel boxes. The marking of the containers requires labeling which can withstand temperatures of up to 500° C which are emitted. Leading forges choose high-temperature solutions such as **GRAPHIPLAST® 7930** and 75250. These guarantee reliable identification using bar codes.

Your advantage: Tracing to source according to ISO norms. Info - please call your S + P contact



+ Optimum Organization of Cable Drums

The detailing of special cables requires the highest standards of labels, for instance extremely good outdoor-resistance and tearing strength. Furthermore for drums of varying sizes the label should also be adaptable in size. An A5 label in **GRAPHIPLAST® 7257** for laser printers, with a central perforated fold can be used either as an A5, or folded, as An A6 label.

Your advantage: Economy and utility by a combined A5/A6 form.

Info - please call you S + P contact





◆ **+++ Hardware Service Center +++**

+ **Delivery Reception - the Key Point for Tracking Material**

The delivery reception department is a crucial point. Information from suppliers should be recorded and processed there, so as to ensure unambiguous tracking of material. Software solutions from Seidl + Partner with data base management, specific data input masks for data collection, the evaluation of data as required, and issuing of data on a specially prepared data carrier are means for adapting data management to the customary procedures of the company.

Your advantage: Software solutions for warehouse administration designed to suit your exact requirements. Info: ++49 8233 846-147, Claus Schlang, S + P ID-Systems



+ **Storage Place Administration makes for Transparency in Warehouse**

Customer-oriented storage is nowadays a matter of course. Scarcely anyone however is well prepared for the continually increasing demands as regards space and handling of the material. Problems in finding and classifying are inevitable. Crowded warehouses mean extra effort is required to find items. As well as clearly visible product marking using bar codes, warehouse administration with floor markings is helpful. Flexible plastic floor marks are simple to affix and are pre-printed in the desired form with a bar code.

Your advantage: Barcode application for complete warehouse organization. Info: 08233 846-147, Claus Schlang, S + P ID-Systems



+ **Save Money with Ink Ribbons Designed for Specific Materials**

Resin ribbons for heat transfer printers fulfil the highest standards of print quality and resistance of the print to chemical and mechanical effects - and are also expensive. Seidl + Partner offers newly developed qualities in the resin field, which meet these requirements and are easy on your budget - specially suited to S + P labels.

Your advantage: Lower costs and high quality printing
Info: ++49 8233 846-151, Florian Beckenbauer, S + P ID-Systems



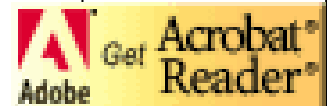
◆ +++ S + P News +++

+ Document Management by PDF

For S + P employees in the Export Department this is a perfectly normal procedure. Documents such as proofs, order confirmations and invoices have already for years been made available to customers abroad by e-mail in the form of a PDF file. Such documents can thus be sent in a few seconds in a form that is accepted worldwide. The software for opening and reading the forms can be downloaded free of charge from the Internet. You will find a link for this purpose in all our e-mails.

Your advantage: Shorter processing times and easier record keeping by computer

Info: ++49 8233 846-146 Alexander Rupprecht, Head of Customer Service



+ S + P Customer Service

This Department is responsible for a multitude of tasks. Calculation, order processing, scheduling of material and machinery, invoicing and dispatching of orders. We would like to introduce you to the team behind these activities. As Head of Department, Alexander Rupprecht has taken on the largest challenge - the scheduling of orders. Especially since the move to our new location in Kissing, this is a difficult discipline. In cooperation with the Production manager Henrico Weber, he has now once again reduced the time required for this task to the normal four weeks. Our goal in this was to be able to respond more promptly to **your requirements**.



◆ +++ Events +++

+ Aluminium Fair Essen, 18. - 20. September 2002

S + P highlights are:

- high temperature labeling up to 950°C
- automatic labeling of semi-finished and finished material

We look forward to seeing you there!

Yours sincerely



Karl Tochtermann
Marketing- and Sales Director



REPLY FAX

++49 (0)8233 846-297

e-mail: S+P@Seidl-Partner.com

Yes, I am particularly interested in:

- | | | |
|--|---|---|
| <input type="checkbox"/> New materials | <input type="checkbox"/> New applications | <input type="checkbox"/> Please send me information |
| <input type="checkbox"/> S+P Hardware | <input type="checkbox"/> Trade Fairs | or samples on the subject: |
-

Please contact me regarding the following subject:

- | | | |
|---|--|---|
| <input type="checkbox"/> Thermal transfer labels | <input type="checkbox"/> Printer systems | <input type="checkbox"/> Bar code printing |
| <input type="checkbox"/> Labels for laser printers | <input type="checkbox"/> Software | <input type="checkbox"/> Bar code reading / -identification |
| <input type="checkbox"/> Labels for dot matrix printers | <input type="checkbox"/> Ribbons | <input type="checkbox"/> System technology |
| <input type="checkbox"/> Multi function solutions | <input type="checkbox"/> Printer connection / interfaces | |
| <input type="checkbox"/> Tag attachment solutions | <input type="checkbox"/> Label processing / dispenser solutions. | |
| <input type="checkbox"/> Other..... | | |

Company:		Contact Partner:
Fax:		Position in Company:
Telephone Number:	Extension:	e-mail:
Address:		

I found the S+P NEWSLETTER interesting.
Please also send further issues to:

.....

.....



Dear Reader,

Our 2nd edition of the S + P Newsletter in 2002 focuses on the issue of savings potential. In the past the focus was on cost leadership relating mainly to purchasing (Lopez effect). Streamlining procedures dropped into the background. **Material flow organisation and identification** are issues which are gaining more and more significance in discussions these days. In trade and in the distribution sector there are sufficient examples reflecting how efficiently technology can be applied to optimise the material flow and to create transparency. Low margins, heavy competition and the increasing significance of service in the manufacturing industry, in particular in heavy industry, require a lean organisation in order to face these requirements. **The application of barcode technology, or in the future radio frequency technology, helps to reduce stocks, to minimise access times and to avoid errors, these all being factors which save time and money.** The following contributions reflect how diverse the solution options are. Why not take advantage of this potential?

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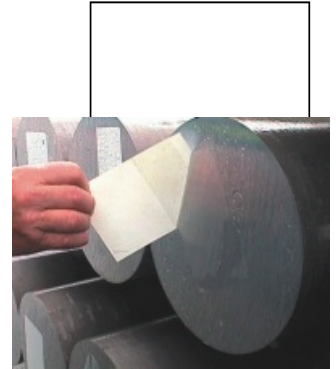
• **+++ S + P Materials +++**

+ Residue-free removal of adhesive labels

As in all technical applications there are also limits in adhesive technology. Strong adhesion under extreme weather conditions (e.g. in Scandinavia) requires high initial adhesion and fluidity of the bonding agent. That contradicts the necessity of not leaving any residue on the surface to which the label is attached. **In applications in which conventional adhesive technology fails to function, adhesive strips are an alternative.** The selection of an appropriate tag thickness guarantees durability and combined with a strong adhesive strip offers optimum characteristics: firm attachment and easy removal without residue. For sawn aluminium billets or sheet metal it is an ideal solution to satisfy your customers and facilitate internal stock organisation. Do you have any questions?

Dial your service number:

++49(0)-8233-846-125, Udo Kahlenberg.



+ Diversity at its BEST

In German there is an expression, the "egg-laying wool milk sow". It is the perfect solution always aimed at, but sometimes difficult to attain; a collection of characteristics and everything should function 100%. In some applications only a stapler can be used to fasten labels. Stiff plastics break as soon as the staples are fastened and soft plastics are often unable to meet the standards required, such as UV light resistance and durability in rough environments. **GRAPHIPLAST®7177** in 150 micron thickness fulfills all requirements **for using staplers to fasten labels to pallets or other surfaces, e.g. aerated concrete.** It can be easily printed using a thermal transfer printer, is robust, abrasion-proof and has particularly high **tearing resistance.** That leads to a low-price and functional solution, which guarantees reliable labelling. Would you like further information?

Dial your service number:

++49(0)-8233-846-12, Udo Kahlenberg



+ Automatic attachment of tags saves costs

GRAPHIPLAST®7078 is a product you are familiar with from the Seidl + Partner product family. The diversity of fields of application in which the tag can be used is reflected in the numerous material thickness options. 150, 200, 250 and 300 micron are available. For coils and bundles **the labels can be attached automatically.** In the last few years packaging machines, such as those manufactured by Titan and Signode, were put into operation or retrofitted to include attachment of the labels. It is a solution that saves money and simultaneously enhances operational safety. Do you have any questions about the technology and the possibilities?

Contact Karl Tochtermann: ++49(0)-8233-846-111.





• **+++ Applications +++**

+ Label streamlines workflow organisation

High speed has nothing to do with magic. Supposedly. But it at least depends on how well workflow is organised. In the manufacturing processes the sequence of individual steps can vary considerably. The trick is to show visually which step a semi-fabricated product will take next. The S + P colour code **Multicolor** assigns the individual operational steps in processing **in a steel trading company**. Each colour represents a station, e.g. sawing.

A label made of **GRAPHIPLAST® 7268** serves as a production order. The colour boxes required in the manufacturing process are selected via the thermal transfer printer software and are marked with an X. **For the customer it is a time-saving improvement.**

For more information contact

Udo Kahlenberg, Product Management: ++49(0)-8233-846-125.



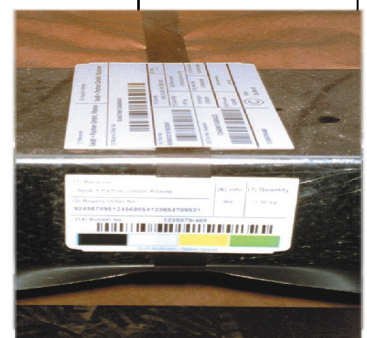
+ Stock organisation with barcode technology

Stock organisation means registering all material movements. For a Dutch specialist in processing hot-rolled strip the following question arose: **"How can I satisfy my customers with an Odette solution and simultaneously tackle my stock organisation?"** The answer is easy, **with a two-part tag**. Matching the minimum height of the packages, the height of one section of the tag is 4 cm.

That is sufficient space for the internal data and grants reliable access to the data on the side of the packages.

The combination of **GRAPHIPLAST® 7267** for an Odette customer tag scaled down to A6 size with a tear-off section, printed on a thermal transfer printer, excels by its perfect printout and functionality.

An adhesive strip on the tag for fastening to the steel strapping avoids glue residue on the steel plates, is easy to handle and sticks extremely well. Satisfied customers and improved stocktaking - the advantages are obvious. It will be a pleasure to send you samples. **Please contact your S+P sales consultant.**





• **+++ Hardware Service Center +++**

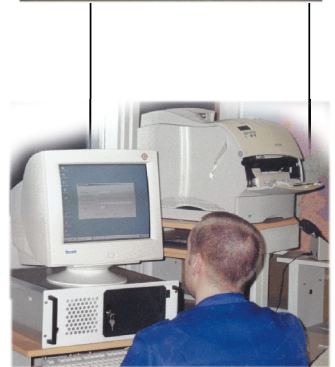
+ Colour print as practicable alternative

Colour printers have experienced the greatest developments in the last few years. Colour labelling offers diverse advantages in warehouse labelling to determine qualities and other assignment criteria. In the past the high costs for colour print prevented the printers from being applied in the industrial environment. The printing speed and data processing were often hopelessly inferior to conventional black printers. **A new principle revolutionises this sector: solid ink, a procedure similar to the ink jet printing method with the combination of low costs, excellent printout quality and industrial suitability.** Contact our specialist if you would like additional information:
Florian Beckenbauer: ++49(0)-8233-846-151.



+ Database solutions for reassembling machines

An unconventional application for the Hardware Service Center Team at Seidl + Partner - computerised organisation of dismantling a large plaster board manufacturing plant in Denmark and reconstruction of the plant in Russia. This requires logistical skills and perfect tracking of processes. The individual tasks were making a record of the parts, labelling elements, management in a database, assignment in loading, creating a cargo list and assignment in assembly. **All of these tasks are based on identification by barcode and data transfer by radio transmission.** With a low-price complete solution by Seidl + Partner, ranging from the database to mobile data acquisition by radio transmission the forwarding agency succeeded in fulfilling the customer requirements 100%. For all information on software and radio transmission solutions **offered by S + P dial ++49(0)-8233-846-147, Claus Schlang.**



+ Data sharing and label print with Unix without programming

Controlling printers from a Unix or AS 400 operating system requires programming efforts. The switch from one printer type to another can require high manpower investments. Seidl + Partner have developed a low-price alternative. **S + P Labelserve is a Windows-based application which is programmed according to customer requirements.** Even data sharing from existing weighing systems or user input can be realised and will guarantee any printer control without internal programming efforts. After installing the program on a Windows 98/2000 or NT Server it is possible to use printers, such as laser printers, thermal transfer or dot-matrix printers without additional efforts. **It is a reliable and low-price alternative.** It will be a pleasure for us to support you on the issue of data sharing and operating printers.
Dial ++49(0)-8233-846-147, Claus Schlang.



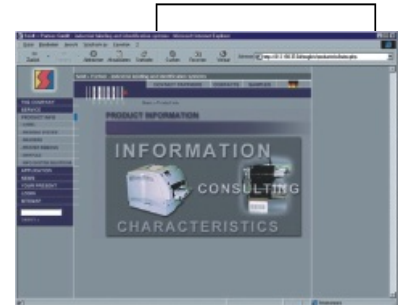


• **+++ S + P News +++**

+ **The S + P website becoming a means of communication**

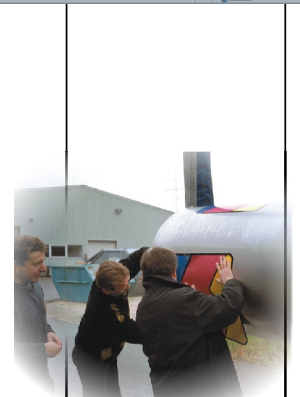
Interactively designed websites help to select information and to guide the user to his goal. It is our aim to meet these requirements. The appropriate structure has already been realised on the new website to a certain extent. Under the address www.Seidl-Partner.com you can obtain information on "The Company" and "Products" featuring our range of services and on topical "News". For the first half of 2002 we have planned to launch an opinion poll among our customers to determine which customer-specific **information requirements** you have which we can satisfy via the internet. We hope you will cooperate in developing a new online communications platform from which you will all benefit.

Contact **Udo Kahlenberg**: ++49(0)-8233-846-125.



+ **S + P in a new environment: before - after**

We are finally finished. We have moved our premises and are now pleased to have far more space and modern production halls with unlimited opportunities. Some things in connection with organisation have changed, but nothing customers notice anything of that, apart from the fact that we are endeavouring to reach our former lead time standard and to additionally improve our service. Unfortunately we still have to cope with lacking capacities as a result of moving our premises, but these will be compensated for the end of the year. **For the new year we have planned to organise a large-scale "house-warming party" and hope that we will be able to welcome many of you as our guests.** Details will follow.



+ **Invitation to fairs and exhibitions in 2002**

⇒ **WIRE 2002** The world's largest fair for wire production and further processing. 8-12 April 2002 in Düsseldorf, Germany

⇒ **Cemat 2002** Logistics and material flow 15-20 April 2002 in Hannover, Germany

⇒ **Aluminium 2002** The world fair for aluminium production and processing. 18-20 September 2002 in Essen, Germany (near Düsseldorf)

Invitations to the respective fairs will follow with information about the stand numbers and program. We look forward to seeing you.

Yours sincerely

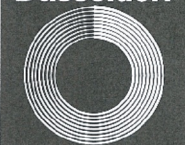
Seidl + Partner GmbH

Karl Tochtermann

Marketing- and sales manager

wire

Düsseldorf



8-12 April 2002



HANNOVER
MESSE

+++ NEWSLETTER 01/2001 +++

S + P



Industrial labeling and
Identification systems

DIN EN ISO 9001 certified

We are now writing the second year of our **S + P NEWSLETTER**. We were delighted by the positive resonance following the last edition. For all parties involved in producing this Newsletter this is a confirmation that the mixture of information is tuned to your requirements.

The subject matter of this edition is Synergy Effects.

Synergy helps us to save resources, and you as a customer will benefit from our activities in the diverse industrial sectors. For many years Seidl + Partner have been operating as a specialist for special solutions in the steel industry. Thanks to our know-how developed in handling high temperatures, chemicals and special applications, we have also established a reputation as a partner of the automobile industry. The majority of innovations are not developed by chance. They are the consequence of creativity embedded in a functioning organisation with qualified staff. Synergies help to combine innovation with high reaction speed, cost savings and reliability. **On page 3 you will find a presentation** of S + P as partner of the automobile industry featuring examples for synergies by activities in various industrial branches.

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- + Partial bonding made simple and functional.
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- + Reliably labelling shipping containers also in open air.
- + Reliably marking sheet metal coils irrespective of the surface.

Service Center Hardware

- + The advantages of Lexmark now also available for Kyocera users.
- + Printing costs compared Thermo transfer against laser.

S + P News

- + Product management, linking know-how and the market.
- + S + P in a new environment - **We are moving!**

Puchheim, June 2001

NEWSLETTER 01/2001



+++ S + P Materials +++

+ **Exactness is a key issue!**

The permanent expansion of our product range invariably leads to the introduction of new material designations, as recently with the new definition of S + P bonding agents. The further development of S + P materials improves characteristics, for example:

- **Improved absorption of ink ribbons for better resistance against chemicals (7287)**
- **Improved embodiment of toner by reducing the static electricity (7257)**

Each individual modification has to be marked clearly as such. The 3rd material number now has a new significance in some versions, e.g. 7267. Some of you will surely have noticed these differences in your quotes and order confirmations. If you have any questions, do not hesitate to ask **Udo Kahlenberg, Product Manager, or your consultant.** They will be pleased to assist you.

+ **Partial bonding made easy and functional.**

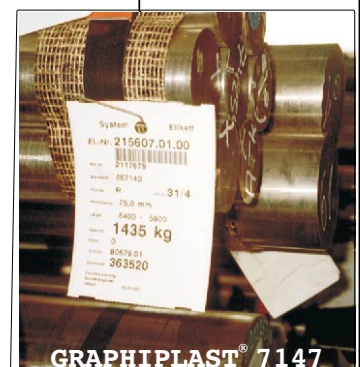
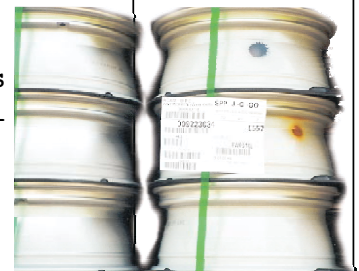
In view of partial bonding the label manufacturers often face contrary tasks. Bonding agents with special properties are to be partially applied to the label materials in small quantities. Adhesive tapes that are applied during the label manufacturing process are a simple alternative. The benefit a large selection of adhesive tapes with special features can be processed at a low price.

The bonding agent PA-75-202 for labelling crates and other metal containers with its ability to stick to humid underground surfaces is now available as an adhesive tape. Your benefit: simple handling, as the carrier material can also be removed with gloves, high bonding capacity and functionality at a reasonable price.

+ **The all-rounder GRAPHIPLAST® 7147/100µ with PK-40-301.**

The requirements of a combined label are a nothing new as far as Seidl + Partner are concerned. Thanks to a modern material such as **GRAPHIPLAST® 7147** it has been possible to decisively improve the properties. The foil is smooth despite its 100 thickness and 180 Newton tear resistance strength, and in combination with the proven bonding agent PK-40-301 a tag/adhesive label par excellence has been developed. The solution for the steel trade, but also for labelling containers, e.g. in the chemical industry has now become even more reliable.

Are you interested in samples? Contact Udo Kahlenberg, Product Management ++49 (0)89 890 150 25.



+++ NEWSLETTER 01/2001 +++

+++ Applications +++

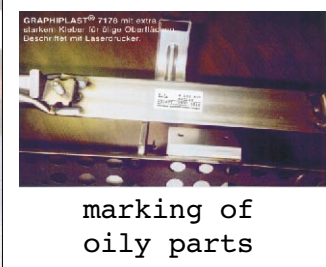
+ Synergy effects among automobile subcontractors.

S + P



Industrial labeling and
Identification systems

DIN EN ISO 9001 certified



+ Reliably labelling also in open air!

Internal labelling for material tracking ends in the shipping division. In particular in the case of metal containers for transporting wheels for the automobile industry, the shipping manager faces the problem of having to fasten labels with customer-related data to the metal parts of the container in cold and damp weather conditions. Today an expensive matter, as to a certain extent tags and special bonding tapes have to be attached manually. **For these applications Seidl + Partner have developed a multi-function tag.**

GRAPHIPLAST®7257, partially coated with the bonding agent PA-30-202, which not only functions under the most critical weather conditions, but is very easy to handle wearing gloves. For container management you have the additional advantage that the tear-proof labels can be removed in one piece without leaving any residue. Please let us know if you are interested in samples. It will be a pleasure to send you some!

+ Sheet metal coils reliably marked, irrespective of the surface.

It is easy to label sheet metal coils. If, however, the surfaces are galvanised, coated with plastic, varnished or dusty and greasy, then a special solution is required. In the past the solution was to use plastic bags or metal carriers threaded onto a barrel hoop. **With a bonding solution of GRAPHIPLAST 7277, with bonding agent PA-25-304 S + P have developed a label which not only features excellent bonding characteristics, but can also be removed without leaving any bonding residue.** Additional costs can be saved thanks to the ability to print data on these labels with the laser printer. It will be a pleasure to send you samples!





+++ Service Center Hardware +++

+ **The advantages of Lexmark now also for Kyocera users.** Kyocera laser printers are frequently used as office printers. In printing labels users often have difficulties when using label materials exceeding 150 gr/m² in label feed from the cassette.

For the T Series S + P now offer an option for the emulation of Kyocera printers already installed at the host. In the case of problematic applications it is thus possible to use Lexmark printers as an alternative without having to make any changes to the program.

Seidl + Partner recommend Lexmark laser printers for barcode printing at the highest level.

If you require any additional information, do not hesitate to contact **Claus Schlang** at **S + P Service Center Hardware** under **++49 (0)89 890 150 47**

in all issues concerning connecting printing systems.

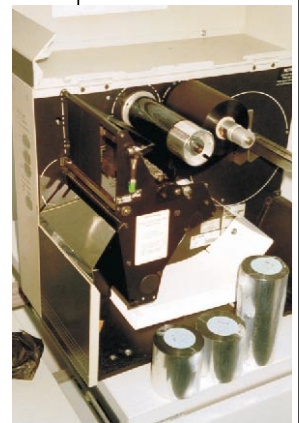
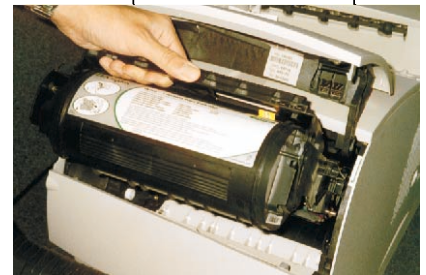
+ **Printing costs at one glance thermo transfer versus laser.**

The application of the right printing system for labelling is influenced by various parameters, such as label material, application, EDP environment and last but not least, by the costs. Not every printer is suitable for every application. **If several systems come into consideration, such as in Odette applications, the costs will play a key role.** About 1,500.00 - 3,500.00 EUR, depending on the performance of the device, have to be invested for printing in standard applications. **Laser devices rank at the bottom of this scale and thermo transfer equipment depend decisively on the printing width.** Drastic differences are also calculated in terms of the consumption costs.

In the case of laser printers the costs per A4 sheet total approx. 0.01 EUR, and in the case of thermo transfer also in the case of A4 with mixed ribbons 0.024 EUR and resin ribbons 0.03 EUR.

As the product range of labels is continuously rising, it will be a pleasure for us to advise you whether a laser printer solution is available for your application.

Questions regarding printing systems If you require additional information, contact **Claus Schlang** under **++49 (0)89 890 150 47**.





+++ S + P News +++

+ **Product Management, the link between know-how and the market.**

Research and development are a key discipline in a world based on progress. It is, however, only possible to bundle forces by a combination with the market requirements. Focus is on the customer's benefit. It is my concern to develop products and solutions that represent a true advantage for you. **No matter whether the issue in concern is a transponder for identifying radio frequencies, or the further development of tags with a temperature resistance of up to 400°C it is my job to function as the link between the technical institutions at S + P and you as a user.** In this function I have already had the opportunity of experiencing some interesting problematic issues. If you therefore feel the labelling shoe pinch, do not hesitate to contact me.

We can also discuss your specific issue in English or Spanish.

Udo Kahlenberg: ++49 (0)89 890 150 25.

+ **Seidl + Partner in a new environment We are moving!** For 20 years Seidl + Partner have been based in Puchheim, near Munich. Most of our business partners did not even notice that we were continuously expanding in terms of staff and floor space. But many years ago we reached our absolute limits. We have been searching for the appropriate environment with more space to ensure that we will be able to keep up with your growth. And at long last we have found the right location.

**As from October 1, 2001 our new address will be:
Industriestrasse 32 in 86438 Kissing near Augsburg.**

Of course, we will provide you with further Details in due time, e.g. as to how you can reach us in future.

We would also like to express one request regarding our change in address: **As our complete machines and systems will be dismantled and reinstalled in August, bottlenecks in production will surely arise. Please plan your label requirements in due time.**

Your consultant will contact you soon in this respect.

Yours Sincerely

Karl Tochtermann
Marketing- and Sales Manager

