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PUBLISHER
David Hachmeister

MANAGING EDITOR

Anne Shadis
Anne@markingdevices.com
Editor@markingdevices.com

**PRODUCTION MANAGER/
ASSISTANT EDITOR**

Patricia LaCroix
Patricia@markingdevices.com
Ads@markingdevices.com

OFFICE MANAGER

Natasha Georgescu
Natasha@markingdevices.com

SALES MANAGER

David Hachmeister
David@markingdevices.com
Ads@markingdevices.com

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Marking Industry Magazine [ISSN. NO. 0164-4939, USPS 467-990] is published monthly by Marking Devices Publishing Co. Inc. Executive and editorial offices: 136 W. Vallette, Ste. 5, Elmhurst, IL 60126-4377; Phone: 630/832-5200; Fax: 630/832-5206; Email: info@markingdevices.com; Web: www.markingdevices.com. Outside the U.S. and Canada: \$111 one year, \$214 two years. All Canadian and foreign subscriptions are sent airmail. Single issue (U.S. and Canadian) \$10, (foreign) \$14. Periodical postage paid at Elmhurst, Illinois and additional mailing offices. POSTMASTER: Please send address changes to *Marking Industry Magazine*, 136 W. Vallette, Ste. 5, Elmhurst, IL 60126.

INDEPENDENTLY OWNED AND OPERATED; NOT AFFILIATED WITH THE IMIA. THE ARTICLES IN THIS MAGAZINE REFLECT THE OPINIONS OF THE AUTHORS AND NOT NECESSARILY THOSE OF THE PUBLISHER.

Published by

Marking Devices Publishing Co. Inc.
136 W. Vallette, Ste. 5
Elmhurst, IL 60126-4377
630-832-5200 • Fax: 630-832-5206

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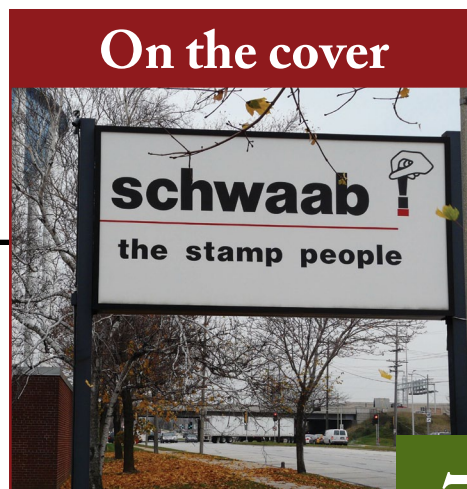
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by Rick Barrett of the Journal Sentinel

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10 U.S. and Canadian stamp companies in business for 100+ years!

by Anne Shadis

April 10th marked the 100th day of the year, and here at *Marking Devices Publishing*, it got us thinking about 100s in the stamp industry. Just how many stamp companies have been in operation for 100 or more years?

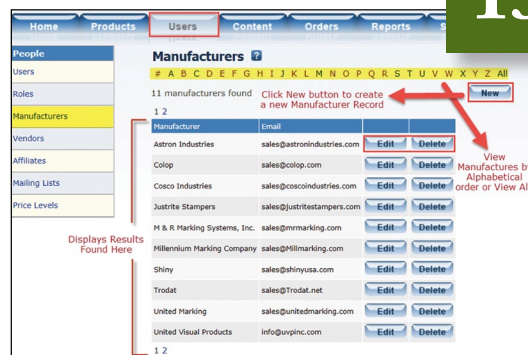


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SCHWAAB STAMP & SEAL CO.

Company headquarters in Wauwatosa, Wisconsin

Here's a look at longtime rubber stamp manufacturer Schwaab Inc., as profiled recently in the Milwaukee Journal Sentinel.

Old school rubber-stamp maker Schwaab Inc. still making its mark

by Rick Barrett of the Journal Sentinel

You might have thought rubber stamps and embossers had gone the way of buggy whips and common sense, but not so at Schwaab Inc., which has been making stamps and embossers for 133 years.

The Wauwatosa firm, at one time the world's largest manufacturer of watch fobs, has added a third work shift to meet the growing demand from Internet sales.

The company once known for having a small army of door-to-door

salespeople now generates more than a third of its business from websites such as Amazon.com and rubberstamp.com.

One of the biggest changes is that people want products such as rubber stamps and name badges right away, said Douglas Lane, president of the



company that once engraved coins for the U.S. Mint.

“People have come to expect virtually instant gratification,” Lane said.

A business this old has many colorful stories, such as the time when two employees loaded a horse-drawn wagon with stamp-making equipment and traveled through the Midwest soliciting orders one day and making stamps on the wagon the next day.

Once a fixture in downtown Milwaukee, Schwaab made Wisconsin license plates until about 1918, when the business

was awarded to the state prison at Waupun. For decades it has made signature stamps for athletes and entertainers, including West Allis born pianist Liberace.

Stamps and embossers are still important to Schwaab, where the average sale is about \$50, helping the company to generate roughly \$20 million in revenue last year.

Banks, courts and government agencies use inked stamps and embossers for official documents.

Moreover, the industry’s products recently attracted the attention of federal authorities because forgers were turning to stamp makers for tools to make false identification cards and phony documents.

“Unfortunately, that’s still very prevalent. The industry works closely with the Department of Homeland Security to prevent that kind of stuff,

but it’s a never-ending task,” said David Hachmeister, publisher of *Marking Industry Magazine*, a 107-year-old publication based in Elmhurst, Ill.

“We have had a pretty good success rate in catching people who were trying to do something illegal. When something seems fishy, the stamp makers check with the government,” Hachmeister added.

Schwaab makes stamps and embossers for some of the largest banks in the country. It also sells stamps to people who want to jazz up their personal stationery.

These days, there’s greater use of pictures and artwork.

“People like to do something pretty on their Christmas card envelope or that sort of thing. The stamps fulfill the need,” Lane said.

Sales in the rubber stamp industry have declined about 5% a year, Lane said. Yet Schwaab’s stamp sales in 2013 were up more than 9% from Internet traffic, new products and increased market share.

“In the early days, I was perfectly willing to break even on the Internet segment of our business, just to grow it,” Lane said. “And now it’s the largest division of our company.”

The industry took a flogging in the recession, with many manufacturers going out of business or merging with other companies. It’s also taken a hit from electronic documents, which have replaced ink on paper.

Mostly what’s left are small shops that cater to local customers, and large companies like Schwaab that have local and national sales accounts.

“The guys in the middle, who were doing about \$200,000 to maybe a \$1 million a year in sales, are kind

of gone,” Hachmeister said. “And virtually anybody who’s successful now is using the Internet.”

Manufacturers have turned to new technologies, including one that makes a stamp with a photo exposure process.

Schwaab, which has five manufacturing plants, has broadened its product portfolio to include items such as name badges for airlines. It also prints business cards and sells a variety of other items such as price-marking guns, magnets, signs and door knockers.

Even with Internet-based sales, Schwaab still has about 45 salespeople who make door-to-door calls on clients like banks and law offices, down from more than 200 salespeople years ago.

The company, which is 100% family-owned, has made police and fire department badges, pet tags, ashtrays, stencils and seals. It has invested heavily in new technologies, such as lasers, to make rubber stamps.

“We see what other companies are doing in our industry, and I think we are up there with the best,” Lane said. M

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U.S. and Canadian stamp companies in business for 100+ years!

by Anne Shadis

April 10th marked the 100th day of the year, and here at Marking Devices Publishing, it got us thinking about 100s in the stamp industry. Just how many stamp companies have been in operation for 100 or more years?

We decided to take a closer look and found that there are 47 U.S. and Canadian stamp businesses that can make that claim, along with five more which will join the group in the next five years.

According to “Staying Power,” a 2013 *Industry Week* article by Jill Jusko, business longevity depends significantly upon a company’s ability to change with the times and have products or services that adapt to the needs of the customer. One expert, Charles O’Reilly of Stanford University, contributed his theory of “organizational dexterity” to explain the success of these companies

that stand the test of time. It refers to the ability of a business to pursue and make the most of its current business, while at the same time searching for new areas in which to expand.

From the early days of creating stencils and stamps for marking goods transported by horse-drawn wagons to today’s rubber stamps produced with lasers and sold online, these marking device manufacturers have continued to make their mark. If we have overlooked your business, please let us know at editor@markingdevices.com, and we’ll publish an update. Mm



Company	City	State/Province	Website	Year Established
A. Derome & Co. Ltd.	Saint-Aubin Laval	Quebec	www.aderome.com/en	1914 – <i>the newest member!</i>
A.A. White Co. <i>Part of Durable Technologies</i>	Uxbridge	MA		1860
Ace-Kauffman Stamp & Seal Co.	Denver	CO	www.rubberstampsoftherockies.com	1872
Aimen's Stamp & Sign	Peoria	IL		1875
American Marking Systems, Inc. <i>Originated as Kregel Manufacturing Company in New York City. Divisions include Paterson Stamp Works, Quaker City Stamp and Stencil, CCW Stamp Co., Harrisburg Stamp and Stencil, William Baumgarten Stamp Co. and American/Kregel Stamp Co.</i>	Clifton	NJ	www.ams-stamps.com	1898
Barnard Stamp Company	St. Louis	MO	www.barnardstamp.com	1860
Baumgarten Company <i>Now part of American Marking Systems, Inc.</i>	Laurel	MD	www.baumgarten.com	1860
Bay Stamp & Engraving <i>Acquired San Francisco Stamp & Seal in 1999, Berkeley Marking Products in 2001 and Oakland Rubber Stamps in 2005</i>	Alameda	CA	www.baystamp.com	1898
Bernard Cairns	Toronto	Ontario		1865
C.H. Hanson Co.	Naperville	IL	www.chhanson.com	1866
Calgary Stamp & Stencil	Calgary	Alberta	www.calgarystamp.ca	1903
California Stamp Company	San Diego	CA	www.calstamp.com	1892
CanMark Industries, Ltd.	Winnipeg	Manitoba	www.canmarkindustries.com	1911
The Dayton Stencil Works Co.	Dayton	OH	www.daytonstencil.com	1859
Des Moines Stamp Manufacturing Company <i>Branch locations in Sioux City, Iowa; Davenport, Iowa; Peoria, Illinois; and Moline, Illinois</i>	Des Moines	IA	www.dmstamp.com	1880
Dominmarc Inc. <i>Started in Europe in 1870; moved to Montreal in 1925 under the name Flexo Stamp & Stencil; company name changed to Dominion Marking Devices in 1938 and Dominmarc Inc. in the 1970s.</i>	Saint-Laurent	Quebec	www.dominmarc.com	1870
Ed. Smith's Stencil Works, Ltd.	New Orleans	LA	www.edsmiths.net	1867
Excelsior Marking <i>A division of Mark-All Enterprises, LLC</i>	Akron	OH	www.excelsiormarking.com	1905
Fargo Rubber Stamps Works Inc.	Moorhead	MN	www.frsind.com	1885
Flewelling Press	Saint John	New Brunswick	www.flewellingpress.com	1877

Continued on next page

U.S. and Canadian stamp companies in business for 100+ years!

Continued from previous page

Company	City	State/Province	Website	Year Established
Forbes Stamp Company <i>Now a division of Volk Corporation</i>	Grand Rapids	MI	www.forbesdivision.com	1872
Fred L. Lake	Dallas	TX	www.fredlake.com	1889
Frost Manufacturing Corp.	Worcester	MA	www.frostmanufacturing.com	1891
The Geo. H. Hewitt Co. Limited	Vancouver	British Columbia	www.geohe Witt.com/en/	1898
Gribble Stamp & Stencil Co.	Houston	TX	www.gribblestamp.com	1892
Grubb Printing & Stamp Co.	Portsmouth	VA	www.grubbprint.com	1872
HC Leipsner & Company	Kansas City	MO	www.leipsner.com	1880
Irwin-Hodson Company	Portland	OR	www.irwinhodson.com	1894
J.P. Cooke Co.	Omaha	NE	www.jpcooke.com	1887
Koehler-Gibson Marking & Graphics Inc.	Buffalo	NY	kgco.com	1888
London Rubber Stamp Co. Ltd	Halifax	Nova Scotia	www.londonrubber.com	1884
Mansfield Rubber Stamp Co.	Mansfield	OH	www.mansfieldrubberstamp.com	1887
Montreal Stencil Inc. <i>Montreal Stencil was established in 1875. W.D. Armstrong, founded in 1915 and later known as Etampes BelleMarque, acquired Montreal Stencil in 2000.</i>	Saint-Laurent	Quebec	www.montrealstencil.com	1875
National Marking Products, Inc. <i>Formerly National Seal Works</i>	Richmond	VA	www.nationalmarkingproducts.com	1891
New York Marking Devices Corporation <i>Three divisions: Lang Stamp Co., Rochester, NY; Jessel Marking Equipment Co., Syracuse, NY; and C.H. Morse Stamp Co., Rochester, NY</i>	Rochester	NY	www.NYMarking.com	1863
OK Marking Devices	Regina	Saskatchewan		1913
Owl Stamp Visual Solutions	Lowell	MA	www.owlstamp.com	1912
Paragon Stamp Works	New Bedford	MA	www.paragonstampworks.net	1905
Patrick & Company	Oakland	CA	www.patrickandco.com	1873
Reynolds Rubber Stamp Co.	Little Rock	AR	www.reynoldsstamp.com	1906
Schwaab, Inc. <i>Formerly Schwaab Stamp & Seal</i>	Milwaukee	WI	www.schwaab.com	1881
St. Paul Stamp Works	St. Paul	MN	www.stpaulstamp.com	1870
Toronto Stamp	Toronto	Ontario	www.torstamp.com	1907
Volk Corporation <i>Originally Volk Stamp & Stencil</i>	Farmington Hills	MI	www.volkcorp.com	1890
Welch Stencil Company <i>Part of the Welch Companies with Welch Signage & Digital Graphics</i>	Scarborough	ME	www.welchusa.com	1855
Wendell's Inc.	Ramsey	MN	www.wendellsinc.com	1882
Young Bros. Stamp Works, Inc.	Muscatine	IA	www.youngbrosstampworks.com	1904

Joining the club soon!

Company	City	State/Province	Website	Year Established
Richmond Stamp Works	Grand Rapids	MI	www.richmondstampworks.com	1915
Roanoke Stamp & Seal	Roanoke	VA	www.RoanokeStamp.com	1917
Detroit Marking Products	Detroit	MI	dmpco.com	1918
Southern Stamp & Stencil Co.	Atlanta	GA	www.southernstamp.com	1918
Crystal Rock Stamp	Watertown	CT	www.crystalrockstamp.com	1919



STAMP SHOP WEB™: Step by Step

How to work within the Users tab, Part 1

by Amanda Katon

Your customers are the core of your business, and knowing how to help them with their online accounts is important to great customer service. In this issue, we'll venture into creating and editing users, working with manufacturer set-up and management and establishing roles for your users and customers.

For your customers with online accounts, Stamp Shop Web™ offers many options including tax exempt status, reordering features and much more. By working within the *Users* tab of your admin, you'll be prepared to answer any customer account questions that may arise. Let's take a look at the options that will enhance their experience.

Users

As with all Stamp Shop Web™ lessons, first sign in to the admin area of your Stamp Shop Web™ site. Once you are logged in, click the Users tab and then the *Users* link on the left. That will bring up the screen where you can create, edit and delete users on your website (see Picture 1).



Picture 1: Under the Users Tab—Users link main screen

Continued on page 16

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Picture 2: Finding a customer or user's account

Continued from page 13

Within the *Users* link, you can find all the current user accounts on your website. By entering full or partial information, you can search for specific users. Enter a customer's email address, first name, last name or username. Typically, a customer's username would be his or her email address, unless the setting to collect a username (instead of an email address) has been chosen in the *Settings* tab. Select the type of search from the drop down menu (see Picture 2), type the credentials in the filter box to the right of the menu and click the *Find* button. The matching results will be displayed below the search field.

Editing a User Account

To edit or view a current customer's account information, check the box to the left of the specific username/email address. Next, click the *Edit* button located to the right of the results (see Picture 1, page 13). Once you are editing a user (see Picture 3), you can change any of the customer's information, including the email address, password, tax exempt status or external ID, a number which works with Stamp Shop Manager™. If you want the customer to be able to check out with a purchase order, you can set that up here. To use this option, be sure to visit the *Settings* tab > *Payment* link and check "Limit the use of Purchase orders to selected customers only." Finally, you can assign a pricing level to the customer (for more information on pricing levels, refer to the June 2013 *MIM* article). At the bottom of the screen, you can also edit a customer's role. Click *Save Changes* when you are finished editing a user's entry.

Picture 3: Edit User account screen—enter or edit customer's information

Creating a New User Account

To create a new user account, click the *New* button to the right of the search results, as seen in Picture 1 on page 13. This will take you to the new user account information screen (see Picture 4), where you will enter the customer's email address, password, and first and last name. You can also designate the user as tax exempt and indicate if you will allow check out with a purchase order. As noted earlier, the option for the use of purchase orders by selected users must be checked in the *Settings* tab. When you've completed your entry, save the new customer account using the *OK* button.

Picture 4: Create New User—new user/customer information screen

Deleting a User Account

To delete a current customer account, check the box to the left of the username/email address (see Picture 1, page 13) and click the Delete button on the right.

Roles

Now that you have the gist of working with user accounts, let's go over managing the roles associated with users (see Picture 5). Select the *Roles* link on the left, and you'll be able to create, edit and delete the roles of users on your site. The term "Roles" refers to the areas within your site's admin section that you will allow users to access. It's intended primarily for use with your employees, who would be working on or within the site's admin area.

Create a New Role

To create a new role, enter its name in the field *New Role Name* and click the *New* button (see Picture 5). The new role will be added to the list. Now you can set its properties by editing it.

Edit a Role

To edit a new or existing role, select it from the list so that it is highlighted in blue, and click the *Edit* button (see Picture 5). Once within the Role, you can modify it by adding relevant users and granting permissions (see Picture 6). After setting these parameters, click the *Save Changes* button.

Delete a Role

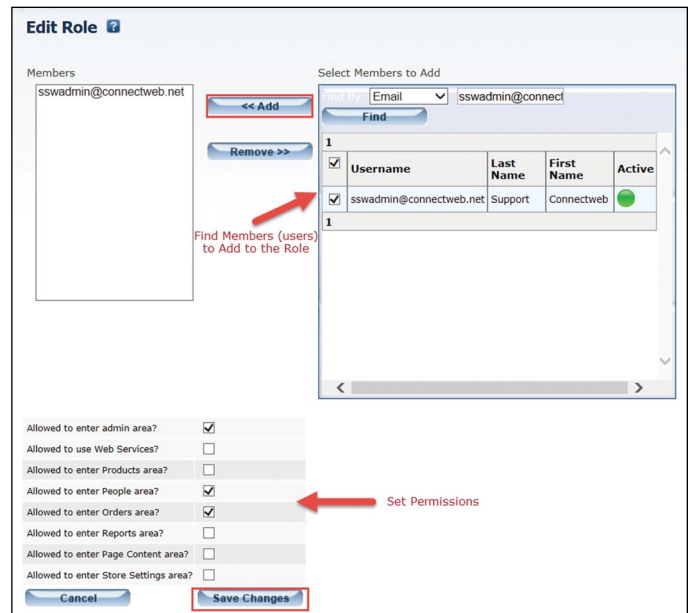
To delete a role, select it from the list so that it is highlighted in blue and click the *Delete* button on the left (see Picture 5).

Manufacturers

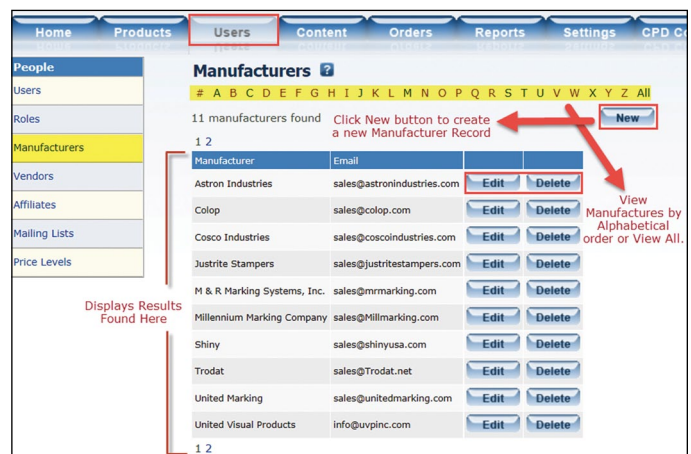
Let's move away from the consumer accounts and explore how to set up your manufacturer(s) and their information. A manufacturer is connected to a specific product on your site to indicate the company that produces it. Entering manufacturer information for your products will help you to organize, maintain and reorder the stock that is sold in your online store. Under the *Users* tab menu, begin by clicking on the *Manufacturers* link on the left (see Picture 7).



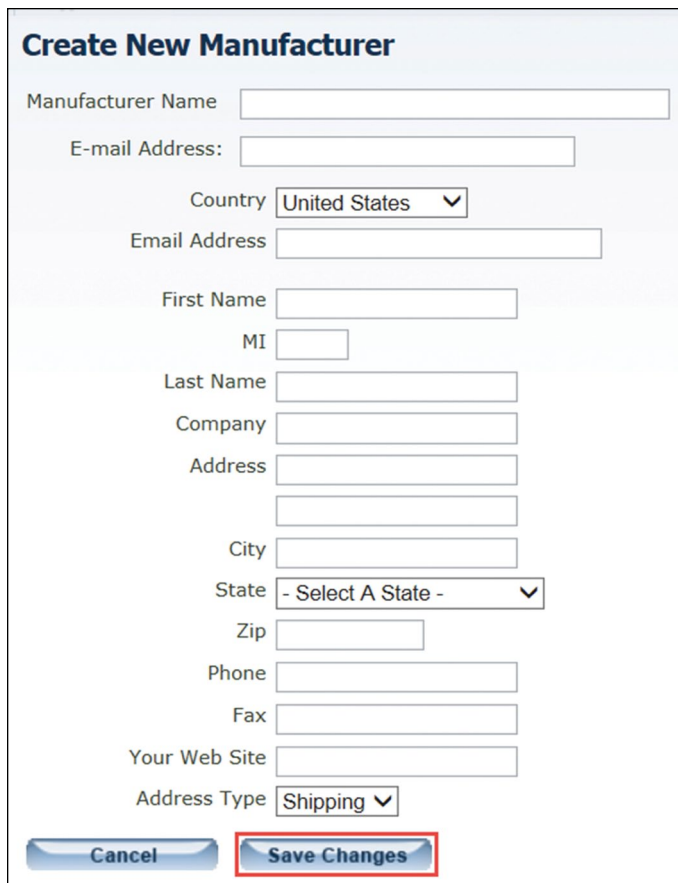
Picture 5: Roles link main screen—new role creation field highlighted



Picture 6: Edit Role screen where users and permissions are set for the role



Picture 7: Manufacturers main screen displays all manufacturers associated with the website



Create New Manufacturer

Manufacturer Name

E-mail Address:

Country

Email Address

First Name

MI

Last Name

Company

Address

City

State

Zip

Phone

Fax

Your Web Site

Address Type

Picture 8: Create a new manufacturer—information input screen

Use the alphabetical directory across the top to find manufacturers by company name or select *All* to view the complete list. The results of your manufacturer search will appear below with *Edit* and *Delete* buttons next to each.

Creating New Manufacturers

To create a new manufacturer, click the *New* button below the alphabetical directory. That will open the screen where you can enter your manufacturer's information (and edit it), as shown in Picture 8. When you've finished, click the *Save Changes* button.

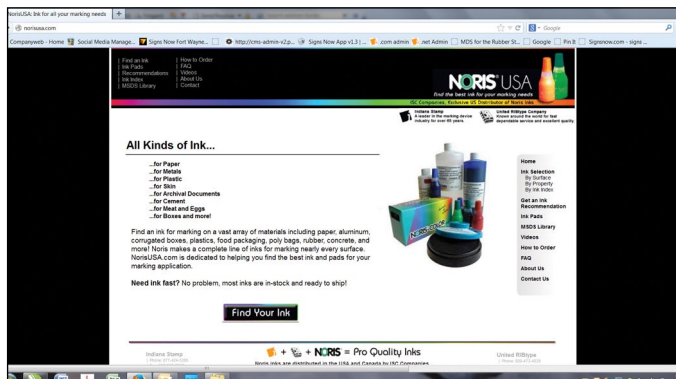
Editing and Deleting Manufacturers

To edit or delete a manufacturer, click the *Edit* or *Delete* button to the right of the manufacturer's name on the *Manufacturers* main screen (see Picture 7, page 17).

Now that we've walked you through the *Users* tab, you are better equipped to assist your online customers with their login questions and manage the employees who work on your website. Excellent customer and employee management will take your online business to the next level and help to bring in revenue. If you have any questions regarding your websites, please contact Technical Support at 800-556-9932 or support@cwebtechnologies.com. Stay tuned for next month's installment as we look at how to manage and create customers in Stamp Shop Manager! *Mm*

ABOUT THE AUTHOR: *Amanda Katon is a member of the Connectweb Technologies, Inc. family, a software development and Web hosting company that specializes in software for the marking devices industry. Katon is a graduate of Mount Ida College in Newton, Massachusetts, with a Bachelors of Science in Graphic Design. Upon graduating in May 2010, she started out working for a marketing company. After eight months, she went back to school at North Shore Community College in Beverly, Massachusetts where she earned her certificate in Web design. She joined the Connectweb family in June 2011, focusing her skills on designing custom websites for Stamp Shop Web customers. As part of Connectweb, Katon enjoys helping customers and building lasting relationships with them by implementing one-on-one customer service. Outside of work, Katon enjoys outdoor activities and doing crafts. For further help, contact Amanda Katon at 800-556-9932; Email: amanda@cwebtechnologies.com.*

Indiana Stamp launches new NorisUSA.com website



Now it is easier than ever to find the right ink for your application.

Indiana Stamp is proud to announce the launch of the NorisUSA.com website. Designed with the customer in mind, the clean layout makes it easy to find the right ink for your

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- Great prices on inks for *any surface*
- Friendly, knowledgeable sales staff to help you find the right ink for your application

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Rowmark receives awards at 2014 ARA International Awards Market



Rowmark's Jessica Heldman-Beck and Dennis Demuth with the ARA award for Best Mega Booth

Rowmark was proudly recognized in multiple award categories, including "Best New Engravable Material" and "Best Mega Booth," as an exhibitor at the 2014 ARA International Awards Market (ARA Show) in Las Vegas.

The Awards and Recognition Association (ARA) is a prestigious membership organization of thousands of retailer and supplier companies dedicated to the advancement of the



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awards and engraving industry. The ARA annually holds award contests at the ARA International Awards Market to recognize exhibiting ARA retailer and supplier members for their achievements in creativity, product innovation, booth design and more.

By attendee vote, Rowmark's popular new Hardwood Collection of laserable wood laminates was named as one of the industry's "Best New Engravable Materials." Rowmark recently launched the Hardwood Collection in September 2013 in response to the demand for more versatile laserable wood materials used for signage, custom architectural, craft and artistry applications.

Rowmark was also one of three exhibitors to receive an award for "Best Mega Booth." Their tradeshow booth featured an innovative signage and awards display, as well as an interactive demo of the popular new Rack Star™ laser cutting table system. "Rowmark has proudly been an active ARA supplier member for over 25 years," Director of North American Sales and Customer Service Phil Noakes says. "It is our pleasure to serve and advance the awards, recognition and engraving industries through the development of new technologies and innovative products year after year."

For more information, visit www.rowmark.com.

MMC introduces the new MaxLight X Mounts

Millennium Marking Company is pleased to introduce a new line of pre-inked stamps with 13 sizes. The MaxLight X Mounts have incorporated dual springs to help ensure the entire die plate makes contact with paper at the same time, thus making it easy to make perfect impressions. Such a feature really comes in handy on the larger sizes.

The three largest sizes utilize a unique, two-layer cartridge that reduces the amount of pressure needed to make an impression. While not quite "finger touch," these sizes require less pressure than any of MMC's previous or current MaxLights.



A special box is standard for the X9 and X13 that adds real value. We hesitate to call it a gift box, but many will. The box can be custom printed for you with a minimum of 10 stamps. Change it for the season, change it for your whims. Utilize these custom boxes/sleeves to carry your message to the consumer.

For more details, contact MMC/Shiny USA at 800-453-5362 or visit www.dedicatedtothestampmaker.com.



MMC/Shiny USA introduces new indexing labels for Duo Hand Stamp mounts

Another version of index labels is sure to please. Over 30 sizes now have a full index that sits on top of the mounts. The remainder of the sizes have strips "cut to size" with permanent adhesive. Each box of 10 includes up to 14 indexes to ensure that you have an ample supply with each delivery. We have added a gray tint to the paper, thus creating a rich, light gray canvas.

For more details, contact MMC/Shiny USA at 800-453-5362 or visit www.dedicatedtothestampmaker.com.

MMC/Shiny USA introduces 850 series of self-inking stamps

The new 850 series is now available and in stock. The push button pad release is sure to please your customers. Available in five sizes, each comes with a front plate that has a standard design printed on the plate. Blank front plates are available for you to use with your UV printer to create single, one-of-a-kind designs.



Each unit also comes with a bottom cover. This helps extend the life of the pad and compresses the unit for easier storage. Combine the bottom cover and a Shiny felt pad and

NP ink and you have an ideal stamp for most non-porous surfaces.

We also offer units with custom front plates that are pre-printed in Taiwan. Please check with us for details. Note that our summer promotion includes pocket-sized 850 series self-inking stamps with a key chain and a "Thank You" rubber die. Let's spread the word that self-inking stamps are a great way to spread a message.

For more details, contact MMC/Shiny USA at 800-453-5362 or visit www.dedicatedtothestampmaker.com.

MIM subscribers receive free access and training at NBM Shows

Subscribers to *Marking Industry Magazine* will now be able to attend all NBM Shows and participate in the training sessions free of charge. The NBM Show, held five times

a year throughout the United States, showcases the latest trends in sublimation, embroidery, dimensional sign making, wide-format printing, engraving, promotional product customization and more. At each show, attendees can choose from a wide range of hands-on classes and workshops led by industry experts to improve their skills and build their businesses. "We're thrilled to be able to offer our readers this outstanding opportunity to enhance their businesses," states David Hachmeister, publisher of *Marking Industry Magazine*.

If you are registering in person at the show, please use the promotion code MARK14 to receive the complimentary registration.

Visit The NBM Show in Indianapolis, IN from June 12-14; in Philadelphia, PA from September 4-6; and in Charlotte, NC from November 6-8.

For more information, visit www.thenbmshow.com.

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New hi-relief plaque plates from JDS



JDS Industries, Inc. brings dimension and variety to the world of laser engravable plaque plates with the new Hi-Relief Aluminum Plaque Plates. The new plates come in one of three borders. Each border is gold and is stamped into the plate from the back, giving the design an added element of dimension. One of the plates even has a border surrounding an area for a two-inch insert stamped into it as part of the design. Each border style is available in four colors (solid black, blue marble, green marble and red marble) and four sizes (3-7/8" x 5-7/8", 5-1/8" x 7", 5-7/8" x 7-7/8" and 7" x 10"). All the plates in this new line laser engrave to gold for traditional beauty, but are made from aluminum to help keep the cost of the plates low. The plates are stocked in all 14 of JDS's warehouses.

For more information or to get showroom samples, call JDS at 800-843-8853; Fax: 605-339-1467; Email: sales@jdsindustries.com or visit www.jdsindustries.com.

Mindy Feldstein joins Consolidated Marking team

Consolidated Marking is excited to announce the addition of Mindy Feldstein to its Customer Service team. Mindy brings 24 years of industry experience and is highly regarded in the rubber stamp manufacturing community for her service excellence.

The timing of Mindy's arrival aligns perfectly with the opening of Consolidated Marking's new distribution facility in Waynesboro, PA. Furthering its commitment as the industry service leader, Consolidated Marking now has Customer Service Representatives dedicated to each of its three distribution locations: Oceanside, CA; Harwood Heights, IL; and Waynesboro, PA.

For more information, please call 800-323-0253 or visit www.consolidatedmarking.com.

LaserBits introduces laser settings App

Have you ever needed a laser setting for Delrin or mat board? Laser University introduces a new app for laser engraving settings, available for Android tablets, phones and PCs. Quickly find laser settings, along with tips for common and not so common materials. Settings are available for all major brands of laser systems, including glass tube systems. This handy app also has helpful videos on laser engraving and cutting, covering a wide range of projects and topics. Find the Laser Engraving Calculator at Google Play and make your Android device even more powerful.



Visit www.laserbits.com for more information.



Stencil format now available to sell in Stamp Shop Web

Connectweb Technologies, Inc. is happy to announce the arrival of a new product type, Stencils, to Stamp Shop Web. It has been a long time coming, but now Stencils are available to be sold on the latest version. To learn more about Stencils, please contact Technical Support at 800-556-9932.

For more information, contact Connectweb at 800-556-9932; Web: www.cwebtechnologies.com.

Trotec Laser, Inc. adds new Technical Support staff

Trotec is pleased to announce the expansion of its Technical Support Team at the company's headquarters in Canton, Michigan. "We are thrilled about the new additions to our Technical Support staff," says Warren Knipple, President of Trotec Laser, Inc. "As our customer base expands, and our product line broadens, having the most knowledgeable, experienced and capable technical team in the industry is a priority for Trotec. Supporting our customers by providing the highest quality cutting-edge equipment and the most responsive technical support is our primary focus."


Trotec Laser Technical Support staff boasts more than 25 years of industry experience and are experts with their entire product line, including both flatbed and Galvo systems. Trotec's Technical Support staff comes from diverse backgrounds, ranging from manufacture and mechanical engineering, automation technology and robotics, to print wear and signage. Please contact Trotec to learn more about its comprehensive product line, how to better use your laser or to discuss the best laser options for you and your business.

For more information, contact Trotec Laser Inc., 7610 Market Drive, Canton, MI 48187; 734-927-6304; Fax: 734-927-6323; Email: sales@troteclaser.com; Web: www.troteclaser.com. MIM




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INDUSTRY INDICATOR

by David Hachmeister

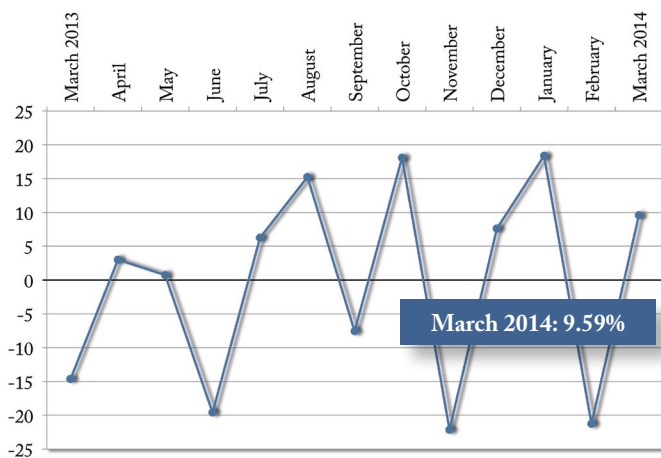
A little better

We guess three out of four isn't bad. Stamp sales rose a nice 9.59 percent from last month but fell against their previous-like month by 4.61 percent. Other products rose 4.52 percent,

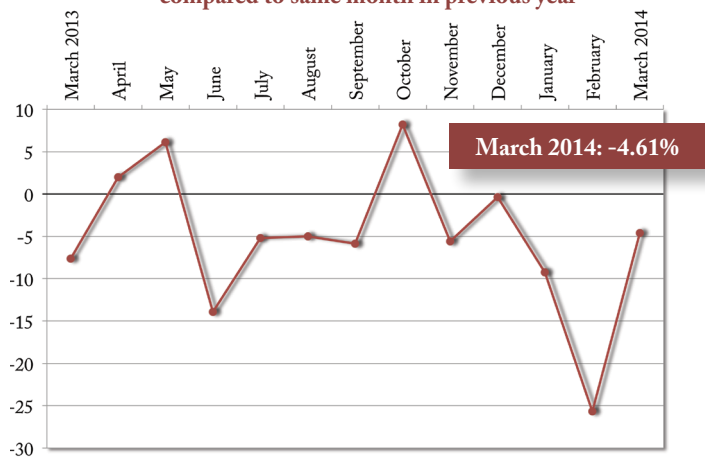
which is good, but that's far below last month's substantial gain of more than 27 percent. Overall, the total sales figure rose a modest 1.39 percent in March. We'll take the plus! 

Stamps only

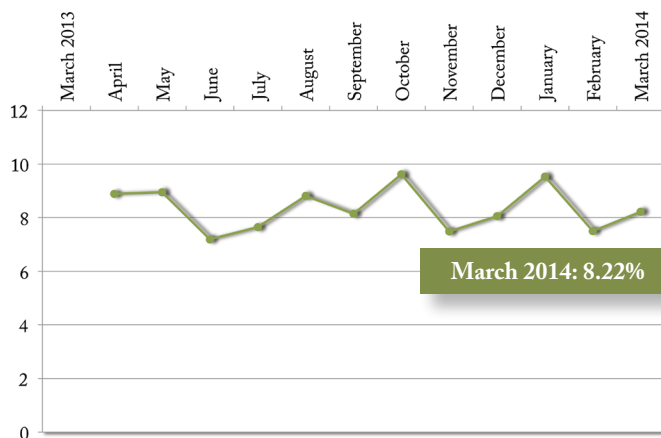
Monthly Sales—Gain/Loss Percentage



Gain/Loss Sales Percentage compared to same month in previous year

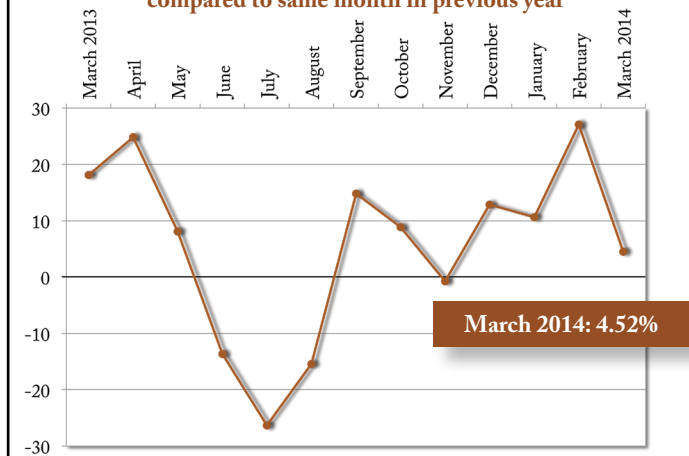


Percent of Annual Sales by Month (illustrating seasonality)



Other products

Gain/Loss Sales Percentage compared to same month in previous year



Visit www.markingdevices.com today for the latest news and industry statistics!

INDUSTRY IMPRESSIONS

by David Hachmeister

Piled high and deeper

We love the old joke about what Ph.D. stands for—see above. So we are doing a little piling of our own.

We are very pleased to announce that all *Marking Industry Magazine* subscribers are now eligible to attend any of the NBM shows and the workshops there at no cost. This means you can attend any of the upcoming NBM shows—Indianapolis, Philadelphia or Charlotte—and get just about anywhere at the show for free. If you register at the show, please be sure to use the promotion code MARK14 for complimentary registration.

They have been very accommodating, and so it should be of little surprise that we are jointly able offer this invitation to attend. We are very pleased to expand what has been a great working relationship still further. Now that our circulation has grown by more than 50 percent and we really do cover the

industry as a whole, we think it's great to have another benefit for subscribers.

We also hear that, thanks to your help, our telemarketer has been very successful in our survey. When we present the data to you, it will be built on at least a 250 percent increase in participation over the last survey. Previously, because of the very low level of participation, we had been very reluctant to rely on any statistics beyond the most basic pricing. As of this writing, we are still adding, so we expect the final number of participants to be higher still. We also look forward to handing out \$100 each to five lucky participants! Look for their pictures in an upcoming issue.

We are not immune to getting caught up in the election year spirit. That's why we are offering anyone interested in running for an IMIA board member position the opportunity to use our pages to tell why you would be a great IMIA board member. If you have not

done so already, please contact Steve Hewitt and let him know of your interest. Also, feel free to contact us about your vision for the future of the association and the industry. We will be glad to publish your campaign "stump speech."

If you haven't looked at this year's *Marking Products & Equipment Buyers' Guide*, you really should. There are literally hundreds of changes, several new ads and advertisers. Each year, we try to dig a little deeper in our efforts to make the Guide accurate.

We appreciate the time and effort put in by the vendors to really sit down and review their information. It isn't easy, as some have hundreds of listings. We welcome your ideas on how to improve the directory. Look for it to be posted online shortly.

Lots of changes and things to look forward to on the horizon! MIM



R. Bruce Hale 1943–2014

R. Bruce Hale, a longtime member of the rubber stamp manufacturing community and co-owner of Granite State Stamps in New Hampshire, passed away on April 16. He started at Granite State Stamps in 1973, after previous roles as a middle school teacher and an officer with the

Goffstown, New Hampshire Police Department for 20 years. In 1984, he and his wife Lynn purchased Granite State Stamps, and later their daughter, Kelly, joined the family business.

The staff at *Marking Devices Publishing* extends their sympathies to Lynn and Kelly. We greatly appreciated Bruce's support of the magazine, and we will miss his wonderful sense of humor and kindness. MIM



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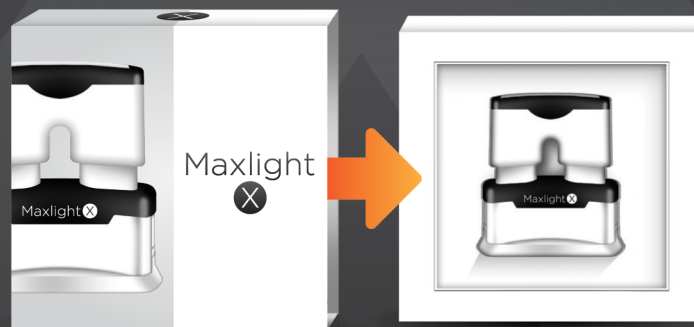
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