December 2014/January 2015 MARKING INDUSTRY INTERNATIONAL^{magazine}



BUYERS' GUIDE





New!! Printer Line _ Enrich your desktop



The products satisfy you and the Earth.



With environmental threats and degradation such as deforestation in mind, Shiny has introduced a series of products using 75% post consumer recycled material that pack with recycled fiber in its ECO Line.







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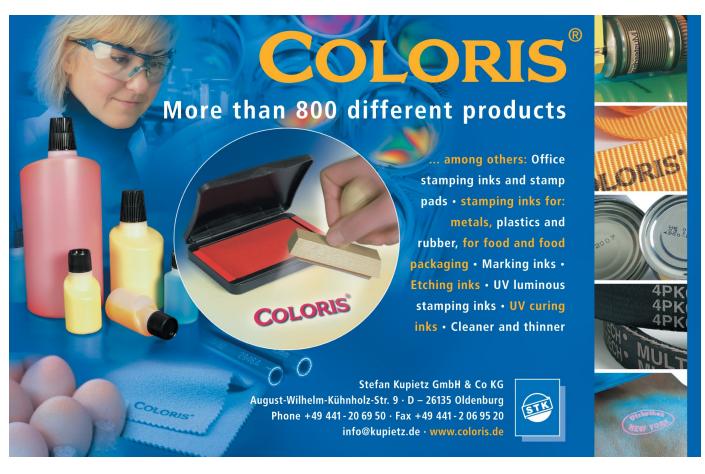
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THE NEW TRODAT IDEAL SEAL **EFFORTLESS EMBOSSING.** PERFECT IMPRESSION.



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by Marco Verkuijl

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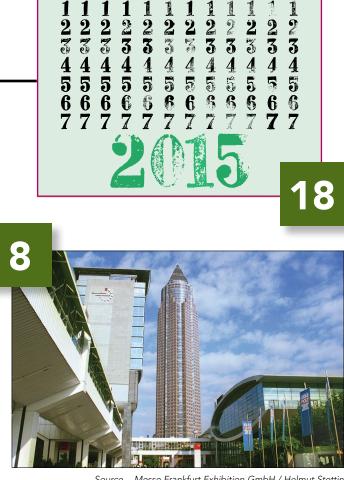
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The XXL image window offers personalisation at the highest level - making your stamp unique unique as you!



The Spirit of Innovation

MARKING SOLUTIONS

Now showing at **Paperworld 2015!**

31 January–3 February 2015 • Frankfurt, Germany

COLOP Hall 3.0, Stand F10



The Austrian stamp manufacturer COLOP will again be exhibiting at Paperworld 2015 in Hall 3.0, Stand F10. The focus of the whole booth will be the new COLOP Printer, which was presented an international audience at Paperworld 2014 for the first time.

Nearly a year after the launch of the new Printer, one thing is already evident: this product once again underlines COLOP's prominent role as an innovative manufacturer of self-inking stamps. It is another highquality office accessory, providing a fresh new look for desktops and building on the impressive success story of the current, best-selling "Printer" self-inking stamp.

The global launch events, extending over the entire year 2014, were a huge success. Whether roadshows, stamp maker meetings or fairs—one thing these events all have in common—the new Printer is consistently very well received. The reaction of the experts is overwhelmingly positive, the product triumphs by its unique, distinctive design and numerous technical innovations. In particular, the simple, fast and highly professional possibility of personalising the ImageCard[™]—with dimensions previously unavailable in the world of stamps—is seen as a major product advantage and allows the creativity of COLOP partners and customers to be almost limitless.

Especially this product advantage will be on the focus on the COLOP stand at Paperworld 2015. "Mass Customisation", the personalisation of mass products, is one of the current keywords discussed everywhere. People want to give their individuality visible expression. Specific design requests or branding are what end users want. A trend, which is also upcoming in the office products industry, means personalised products are in great demand in this sector.

On COLOP's stand, various personalisation ideas for companies, but also end users will be shown, besides the classical COLOP range. Be it logos, QR codes, a picture from the last vacation, the children or the pet—COLOPs new Printer always provides the perfect frame for (almost) all requirements.

In addition, visitors can see for themselves how quickly and easily the new Printer becomes a personalised office product by using the newly developed software tools from COLOP. Come and see for yourself in Hall 3.0, Stand F10 where the COLOP team will be looking forward to welcoming you. www.colop.com

Heri-Rigoni Hall 3.0, Stand A80



Auch in 2015 wird die deutsche Firma Heri-Rigoni, seit 1961 Hersteller hochwertiger Schreibund Stempelgeräte, sich als zuverlässiger und innovativer Partner des weltweiten Schreibund Stempelmarktes auf der Paperworld 2015 präsentieren. Neben attraktiven Sortimentserweiterungen wie dem neuen USB-Stamp&Smart platziert sich der Schwarzwälder

Hersteller verstärkt als Lieferant des hochwertigen Schreibwarenhandels. "heri" Produkte öffnen dem Stempelhersteller aber auch dem klassischen Schreib-und Stempelwarenhandel Türen zu Marktsegmenten, welche durch Bürostempel nicht zugänglich sind wie dem Markt für Merchandiseund Souvenir-Produkten. Erfahren Sie mehr über "heri" Produkte als Geschenk und Werbeartikel, personalisierbare Einzelstücke mittels CO₂ Laser und prestigeträchtige Erweiterung des Lieferprogramms. Das Team von Heri-Rigoni freut sich auf Ihren Besuch in Halle 3.0 Stand A80.

Also in 2015, the German company Heri-Rigoni, manufacturer of high-class writing and stamp products since 1961, will present itself at the Paperworld 2015 as a reliable and innovative partner on the global writing and stamp market. Apart from attractive enlargements of the product range, such as the new USB Stamp&Smart, the manufacturer from the Black Forest region strengthens its position as a supplier for the high quality stationery sector. "heri" products open doors not only for stamp makers but also for the classic write and stamp trade to market segments that are not available by means of office stamps, such as the market for Merchandise and Souvenir products. Learn more about "heri" products as gifts and promotional items, single pieces that can be personalised due to CO₂ laser engraving and as a prestigious extension of the assortment. The heri-team is looking forward to meeting you in Hall 3.0, Stand A80.

Matuya Hall 3.0, Stand E32



2014 Paperworld was a success for Matuya. With new partners and enthusiastic, satisfied customers, we work harder and harder every single day to answer all the needs and demands all over the world. No time to stop and watch graphs. Matuya is constantly expanding its number of models and sizes. After launching 35 different sizes with one size pocket stamp last year, in less than eight months, Matuya launched a new economy series MAXOR S with three different sizes and increased the number of pocket stamps to four different sizes, including a round one. We also invested in new production lines, as well as an ink production facility. Also in 2015, new surprises will be announced to show how serious we are in the world stamp business. We are now doing our best to be the only producer who produces everything related to stamps, including all the ingredients. We will be proud to welcome you at our booth 3.0 E32 during Paperworld 2015. Maybe you will be able to find some clues about the upcoming surprises. Looking forward to seeing you there.

Millennium Marking Company Hall 3.0, Stand A16



MMC will be displaying a new concept for date stamps. The PSI



C300 comes with a hybrid die plate. The open slot enables it to accept a band assembly in any

language without having to take the stamp apart—it simply snaps in place. Instead of a dater, this same stamp has an additional part that converts the unit into a plain stamp. Once it becomes a plain stamp, it is permanent and heavy duty. The third option is to insert a flash die plate into the center of the die plate. An empty pad is used while the ink is added to the back of the die plate. The PSI C300 offers the ultimate in inventory management for the stamp manufacturer. Also displayed will be the entire Justrite line of metal self-inkers that are made in Poland and distributed in Germany by Renta.

Modico & Stamppoint Co. Hall 3.0, Stand D92

Noris-Color Hall 3.0, Stand A12



As usual, the Noris team welcomes their visitors heartily at their booth Hall 3.0, Stand A12. Members of Noris sales and lab departments are attending to explain the advantages of using and selling Noris quality inks. The lab team of five members are regularly checking that Noris inks are up to the following regulations:

- Reach
- SVHC
- RoHS
- TSCA listed
- EN71/3
- Indelible according to DIN ISO 14145-2
- Halogen free according IEC 61249-2-21
- No chromium (VI) content
- GADSL=Global Automotive Declarable Substance List
- California Proposition 65
- Washington State List of Chemicals of High Concern

- CEA list
- ASTM4236
- JGPSSI- Substance List
- 2006/122/EC Standard (PFOS free)
- DFARS Clause 252.225-7014 (Alt 1 Clause)
- etc.

This lab work is the stronghold of Noris quality inks and ensures environmentally friendly sales.



Photocentric Hall 4.2, Stand F02



In Frankfurt in 2015, Photocentric has chosen to exhibit in Creative World, where the company will focus on its strength in Clear Stamp Manufacturing. Photocentric manufactures for many prestigious European and American Art and Craft brands and offers a high quality, competitive Clear Stamp manufacturing service. New for 2015 are Embossing and LetterPress sheets that will work with any embossing machine.

Photocentric is a specialist manufacturer of liquid photopolymer and has everything a plate maker could need in terms of polymer—in bulk and in bags—substrate, cover film, negative film, washout and defoamer. Please visit our new website at **www.photocentricgroup.com** to see all that we do.



Ready For Laser Hall 3.0, Stand A57



READY Rubber For Laser will be showing its full range of laser rubber for stamp makers. The highest quality laser rubber is produced in Poland and delivered worldwide. On display at Ready for Laser, you'll find the top products: Eco Line Laser Rubber, the most environmentally friendly product, based on natural components; No Smell Laser Rubber which, besides its top quality guarantee, doesn't emit an inconvenient smell while it's being engraved; Standard Laser Rubber, the first type of laser rubber launched on the international market—a great choice, whenever there's no need to use the odourless products; and our Multi Resistant Laser Rubber developed to achieve oil-based ink resistance, which ensures accomplished transfer of ink. On display, you'll also find Stamp Pen Laser Rubber which is a perfect solution for stamp pens. It is suitable for any type of pen cover and enables creating very small and detailed effects. Now Ready For Laser is offering its new Rubber Pad, which is designed for ease of motion while stamping. Holding stamps firmly in place with a non-slip bottom, this pad allows stamps to be stored in one place with no risk of being marked with inks or dirt.

With Ready For Laser you can make the rubber personalised make your product unique! Our custom-made project is another step toward the complex needs of customers all over the world. You can choose your colour, size, special thickness, your logo can be embossed on a laser rubber sheet, and you can design your own box!

Our products ensure outstanding engraving and impression quality! **READY Rubber For Laser is suitable for any type of stamp mount and can be engraved and cut with any type of CO**₂ **laser.** Visit our Stand A57 at Hall 3.0 to get the free sample!

REINER Hall 3.0, Stand A76



ANNOUNCING A GREAT NEW SOFTWARE UPGRADE:

The 970 now does numbering, serialization of barcodes, as well as translating time and date into barcode format!

The jetStamp graphic 970 by REINER is a mobile hand-held inkjet printer capable of marking documents, packaging or products. In addition to the date, number, time and text, this compact device is also able to print barcodes, logos and symbols.

Thanks to a new software innovation from REINER, barcodes can now incorporate automatic time, date and/or consecutive numbering/ serialization. With this new function, for example, consecutive numbers can be printed as a barcode. The 970 performs the count. The same applies to automatic time and date. Three barcode types are available with enhanced functionality— Interleaved 2/5, Code 39 and Code 128 B. Programming of the print image takes place at the computer and is then transferred to the marking device, which can store up to four prints. When printing, both the barcode and the text below the code are printed, making it readable at all times.

The jetStamp graphic 970 supports the new modern scanning processes in incoming mail and archiving by printing on documents. A scanned JPG image can be sent to the 970 for direct print onto almost any surface. The devices are used in document management before scanning. Furthermore, this mobile battery-driven stamp is also great for marking goods in production or logistics. Another advantage is the direct printing on materials, thus avoiding labels. This saves costs and creates resources for other tasks.

Different inks for various applications are available. The devices print on paper as well as on non-porous surfaces, such as metal and plastic. Printing becomes child's play—the 970 is applied like a stamp and printing is triggered at the handle—done!

REINER jetStamp graphic 970— Mobile marking has never been easier.

Shachihata Europe Ltd. Hall 3.0, Stand C45



SEEKING STRONG PARTNERSHIP IN EUROPE!

SHACHIHATA/XSTAMPER, one of the world's market leaders in the stamp industry, is looking for an exclusive partner to develop an exciting new business opportunity in Europe.

If you are interested in an association with Xstamper, come and visit us at Hall 3.0 C45, Shachihata Europe Ltd., where we can discuss our full range of stamping products and accessories and view the many different stamp machines we have to offer.

Learn more about our new enterprise. Come and visit us—we look forward to seeing you.

Shiny Hall 3.0, Stand C41



As a world leading manufacturer in marking and stamping products, Shiny offers a comprehensive range of products in the business. Not to stand still, Shiny has broadened its S-85x Printer Line with a series of colourful trim plates, ranging from astonishing landscapes and adorable animals to stylish drawings. Stamping products are not necessarily plain and dull-Shiny's S-85x Printer Line proves that it could be as individual and interesting to use as other lifestyle products. Not forgetting the original Handy Stamp, Shiny will also give a refreshing update to this popular item. Come visit our Shiny stand at Hall 3.0, Stand C41 to explore more of our first-class products and experience the on-site demonstrations. We look forward to seeing you there.

Stefan Kupietz GmbH & Co. KG Hall 3.0, Stand F15

COLORIS®

As manufacturers of the famous Coloris Stamping inks, we, the team of Stefan Kupietz GmbH & Co. KG of Oldenburg, are of course also available to speak with the experts from the stamp product industry at Paperworld 2015. We are happy to explain the Coloris program to you, which consists of far more than 800 different types of ink that are used partly for very special purposes.

Please visit us for more information about our huge range of inks in different Pantone tones, our special inks for a lot of different surfaces and our special stamp pads. We look forward to your visit in Hall 3.0, Stand F15.

Trodat Hall 3.1, Stand B70



Trodat beweist erneut Weitblick für den stetig wichtiger werdenden Klimaschutz und setzt einen weiteren Schritt in Richtung Verantwortung! Mit gleich 3 neuen Stempelgrößen wird die klimaneutrale Familie des Original Trodat Printy 4.0 erweitert:

Mit einer Abdruckgröße von 13 x 6 mm ist der Printy 4.0 4907 der kleinste Zuwachs und perfekt für jede Hosentasche geeignet. Und auch das Rundstempelsortiment bekommt mit dem Printy 4.0 4630 und Printy 4.0 4638 hochwertige Verstärkung, ideal für runde Stempelabdrucke im Durchmesser von 30 mm und 38 mm.

Wie gewohnt hat Trodat auch bei diesen neuen Printy 4.0 Modellen hohe Funktionalität in ansprechendes Design verpackt und überrascht somit ein weiteres Mal Stempelmacher wie auch Endanwender!

Mit dem neuen Professional setzt Trodat neue Maßstäbe im Bereich der Bürostempel und garantiert überlegenen Anwenderkomfort & Sauberkeit:

- Patentierte High-Performance Datumsbänder
- Einfache Tagesverstellung— Zehnerstelle Tagesband zeigt nur Ziffern 0-3
- Angenehm zu drehende Datumsräder
- Neue & verstärkte "Speedbox"-Verpackung

Seit Jahrzehnten steht der Professional für Zuverlässigkeit und Professionalität. Die exakte Verarbeitung und hochqualitative Materialien machen ihn zum Ausdauer-Champion in der Trodat-Produktpalette.

Eine weitere Neuheit ist der Trodat Ideal Seal. Verschönern Sie zum Beispiel Ihre Hochzeitseinladungen mit einer eleganten Prägung. Die Prägungen können sehr vielfältig ausfallen, ob groß und vollflächig oder fein und detailliert, die Prägezange von Trodat garantiert Ihnen für alle Anwendungen die perfekte Prägung.

Doch nicht nur die vielseitigen Anwendungsmöglichkeiten der neuen Trodat Ideal Prägezange begeistern, sondern auch ihr exklusives und modernes Design sticht sofort ins Auge. Universell als Tisch- und Taschenprägezange verwendbar, liegt die Trodat Ideal Prägezange durch ihre einzigartige Ergonomie angenehm in der Hand und ihr geringes Gewicht macht sie zum perfekten Begleiter für unterwegs. Mit geringstem Kraftaufwand schaffen Sie es eine wunderschöne und detaillierte Prägung zu machen. Dank des innovativen "Klick"-Mechanismus merken Sie sofort, wann die Prägung vollendet ist. Die geringe Griffspannweite ermöglicht es auch Menschen mit kleineren Händen einen perfekten Abdruck zu erzielen.

Beim Wechseln des Plattenhalters kann nichts schiefgehen, denn dieser ist einfach und intuitiv gestaltet, sodass ein falsches Einsetzen unmöglich ist.

Darüber hinaus wurde bei der Entwicklung der neuen Trodat Ideal Prägezange darauf geachtet, den CO₂ Fußabdruck des Produktes so weit wie möglich zu minimieren. Außerdem bestehen die Kunststoffteile des Produktes aus 98% Post-Consumer Recyclingkunststoff. Somit reiht sich die neue Trodat Ideal Prägezange optimal in die umweltfreundliche Produktpalette von Trodat ein.



Trodat once again demonstrates a sustainable vision for the increasingly important issue of climate protection and takes a further step toward acting responsibly. With three new stamp sizes, the climate-neutral family of the Original Trodat Printy 4.0 is extended further:

With a print size of 13 x 6 mm, the Printy 4.0 4907 is the smallest addition and is perfect for any pocket. The round stamp range gets a high-quality addition in the form of the Printy 4.0 4630 and the Printy 4.0 4638 with a diameter of 30 mm and 38 mm.

Trodat has ensured practicality and style in each of the new Printy 4.0 models and has once again surprised stamp makers and end users alike.

With the new Professional, Trodat sets new standards for office stamps and guarantees superior user comfort and cleanliness:

- Patented high-performance date bands
- Simple date adjustment—the tens digit on the day band only show numbers 0–3
- Comfortable rotating date wheels
- New and reinforced "Speedbox" packaging for easy opening

For years, it has stood for reliability and professionalism. Accurate workmanship and highquality materials make it an enduring champion in the Trodat product range.

Another topic at Paperworld 2015 is the Trodat Ideal Seal. Why not make your wedding invitations even more beautiful with an elegant impression? Embossings can be very diverse, sometimes large and full surface and at other times, fine and detailed. The Trodat Seal Press guarantees perfect embossing for all applications.



The modern design of the Trodat Seal Press not only catches the eye, but the number of applications it can be used for is also a feature. It is equally well-suited for use as a desktop and pocket seal press. The Trodat Ideal Seal Press is comfortable to hold, thanks to its unique ergonomics; and it is lightweight and can be used in or out of the office.

Create a beautiful and detailed embossing with minimal effort. The short throw allows hands of all sizes to achieve perfect impressions. Nothing can go wrong when changing the plate holder—thanks to the simple and intuitive design of the seal press, it is impossible to insert plates incorrectly.

Furthermore, during the development of the new Trodat Ideal Seal Press, the product's CO₂ footprint was minimised as much as possible. The plastic parts of the product are made from 98 percent post-consumer recycled plastic. The new Trodat Ideal Seal Press fits perfectly into the environmentally friendly Trodat product range. MimI



Company profile: Taiyotomah Co., Ltd.

Established in 1996, Taiyotomah Co., Ltd. has found success through the development of innovative alternatives.

In March 1996, Mr. Matsushita established Taiyotomah Co., Ltd. Prior to that, he had been an experienced sales manager and factory manager for a Japanese stamp manufacturer, Sanby Company. He has been involved in the stamp industry for 47 years from the age of 18 to 65—so his experience and knowledge about stamp manufacturing has supported his business.

In 1997, after the company's founding, he invented a machine to make pre-inked stamps by a thermal printer and by a flash system. He also introduced a preinked stamp, TAIYO SUN stamper, and began selling not only in Japan, but overseas as well. In particular, several hundred units of the production machine with a thermal printer were sold in India, and it attracted great attention as a new stamp making machine.

In 1997, he introduced his flash system at the Chinese stamp exhibition in Shanghai, China. As a result, the material for the flash system has received the official seal certification from the Ministry of Public Security of the People's Republic of China. Even now, it accounts for more than a 60 percent share in the Chinese stamp market as TAIYO pigment ink. In the same way, large quantities are exported to India and Europe.

In 1998, he established the factory for making pre-inked stamps in

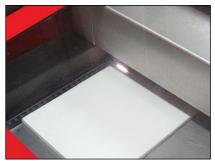
Yangzhou, China. The company also has an office for building relationships with customers in Beijing, China.

Taiyotomah Co., Ltd. has succeeded in developing alternative materials to natural rubber. They are the polyethylene pre-inked stamp sheet and the elastomer rubber sheet for laser process. There are no harmful effects and they can be disposed of in plastic trash. Also, they are lighter than natural rubber and easily processed. Taiyotomah Co., Ltd. will start to sell them on the Internet to customers worldwide. Visit the company's shopping website at http://www.taiyotomah.co.jp/. Available quantities start at one sheet.

If you are interested in the product and would like a free sample, contact **info@taiyotomah.com**. For more details, please see the following product descriptions:

Polyethylene pre-ink stamp sheet for laser process

Process:



Set the PE pre-ink stamp sheet into a laser. (Tested with a Universal laser, output 65 and speed setting 35).



Clean with a toothbrush.



Soak the surface into the ink.



Place on paper to remove the extra ink.





Set into a holder.

Ready to stamp.

Features:

- Made of the polyethylene resin rubber, which is engraved by the laser
- Patented in United States, China and Japan
- Acceptable for all kinds of ink, such as dye ink, pigment and quick-drying ink
- The surface is glossy and smooth because of its small particle size.
- Superior ink absorbability
- Easier to clean and has higher ink absorption than silicone rubber

Specifications:

- Specification: 155mm x 215mm, thickness 2.8mm ± 0.1mm
- Color: White

Ink impregnation seed:

With our pigment ink, at a temperature of 45 degrees Celsius (113°F), it takes about 7–10 minutes for the ink to be absorbed. In the case of silicone rubber, it takes 15–20 minutes.

Processing example with 25 watt Universal laser machine:

- Output 70 and processing speed setting at 25—0.9mm deep can be curved
- Output 100 and processing speed setting at 35—can be engraved 0.8mm deep, with greater than font size 8
- The powder dust will not become black like silicone. Clean with a soft brush.
- It can also be cleaned with a vacuum cleaner, but please note that if the suction is too strong, it can cause problems.
- You can see the step-by-step operation with Universal Laser machine on YouTube.

www.markingdevices.com

Company profile: Taiyotomah Co., Ltd.

Important to note:

Because it is thermoplastic resin, when the speed of output rise is set to slow, the rubber may melt. Please be sure to monitor it.

Elastomer rubber sheet for laser process

Process:



Set the elastomer rubber sheet into a laser. (Tested with a Universal laser, output 100 and speed setting 18).





Clean and wash with soap.



Rinse with water.



Ready to stamp.

Set into a holder.

Features:

- Made of elastomer, but not natural rubber
- No rubber odour as with natural rubber
- Cinder quantity is 1/3–1/4 of the natural rubber material
- No sulfur or nitrogen like normal rubber, so that can be disposed of as plastic in household garbage
- Strong against solvent type ink, including quick-drying ink
- When it is soaked in toluene and kerosene, it will expand, but if the solvent dries up, it will return to the original state.
- It will not melt by erosion like natural rubber or synthetic rubber.
- Good compatibility with ink and can be well-stamped clear

Specifications:

- Specification: 210mm x 297mm, thickness 2.5mm ± 0.1mm
- Color: Ivory MmI

Article provided by Taiyotomah Co., Ltd.

Taiyotomah Co., Ltd.

Email: info@taiyotomah.com Web: www.taiyotomah.co.jp



For more information, visit: http://www.youtube.com/watch?v=d00FZkjK8H0.



Reflections

by Marco Verkuijl

When you read this, you will probably sit by the fireplace while the cold wind and the snow is torturing the roof of your house. The end of the year is a time to look back and reflect on the expectations you had and what became of them.

For me personally, it was a good year because my family is healthy and the kids are doing okay at school (downside: the oldest one is 29 and still in school, but there is hope for 2015). We are all healthy and although we had some financial issues, we managed it. There is a silver lining behind the cloud. Taking over a company in a foreign land, learning a different language and being away from home during the week was hard but also very refreshing. Looking at the quality of the time I spent with my wife during the weekends, I think we do better now in the two and a half days we have, than we did when we spent seven days per week together.

I picked up more business quite fast: I will end up with 50 to 70 percent more turnover than the previous owner did in 2013 with a margin that is steady. I hope that a part of that is because the economy finally heated up again or that I am just a very good salesman. And I hope that this line will continue to go upward for all of the international stamp makers.

However, looking back at 2014 also makes me a little sad. Although the economy seems to have recovered,

we do face serious issues like ISIS and Ebola. The death of Robin Williams was also a great loss—someone who gave so much joy to other people, had a good life, beloved by his wife and children, no money issues and still he could not cope with life and committed suicide. I hope that this war and virus will be controlled soon, and I surely hope that people like Robin Williams who struggle will be recognized and treated to prevent these dramatic decisions.

For me, 2015 will be a year full of new stories, ideas and adventures. If you think you have a story to share with your fellow stamp makers—and most of you have great stories—do not hesitate to email me or the Marking Devices Publishing office and let's get connected. I am on LinkedIn—just look for Marco Verkuijl; there are only two on LinkedIn, and I am not in Logistics.

I wish you all a very safe Year's ending and a very, very happy New Year.

Season's Greetings! Marco Verkuijl Mml

2015 **Buyers' Guide**

Product listings

A

Adhesive Substrate—

Backing Film Exell2002 Trodat GmbH

Alpha and Alphanumerical

Stamps—Self-Inking

Millennium Marking Co. Trodat GmbH

Alphabet Stamps

Millennium Marking Co. Trodat GmbH United RIBtype Co.

Art Stamp — Mounts, Wood Millennium Marking Co.

Art Stamps

Photopolymer Photocentric

Supplies

Jackson Marking Products Co. Inc. Shenzhen Wanxi Technology Co., Ltd.

B

Back Light Lamps

Jackson Marking Products Co. Inc.

Bakelite Seal Biscuits

Millennium Marking Co.

Band Stamps

COLOP Stempelerzeugung Skopek GmbH & Co. KG Millennium Marking Co. Trodat GmbH

Self-Inking

COLOP Stempelerzeugung Skopek GmbH & Co. KG Millennium Marking Co. Shiny (Sun Same) Trodat GmbH

Bands

Alpha Millennium Marking Co. Trodat GmbH

Alpha-Numeral

COLOP Stempelerzeugung Skopek GmbH & Co. KG Millennium Marking Co. Shiny (Sun Same) Trodat GmbH

Custom

Millennium Marking Co. Trodat GmbH

Direct Action Millennium Marking Co. Trodat GmbH

Endless Millennium Marking Co. Trodat GmbH

Figure Millennium Marking Co. Trodat GmbH

Letter Millennium Marking Co. Trodat GmbH

Bearers—Vulcaniser, Design

Jackson Marking Products Co. Inc.

С

Case Markers—Numbering

Stamps, Manual/Automatic Professional Sales Associates Inc.

Computer Software

Engraving Trodat GmbH Stampmaking COLOP Stempelerzeugung

Skopek GmbH & Co. KG Photocentric Trodat GmbH

Typesetting

COLOP Stempelerzeugung Skopek GmbH & Co. KG Trodat GmbH

Cushion Foam—Adhesive

Backed

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Hand, Special Purpose,

Special Band

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Die Plate, Self-Inking Ernst Reiner GmbH & Co. KG

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Revolving Plastic Wheel, Line, Self-

Inking

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Special Purpose, Special Band

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Daters and Numberers

Revolving Metal Wheel, Self-Inking Ernst Reiner GmbH & Co. KG

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Revolving Rubber Band, Flat Band,

Line Millennium Marking Co. Trodat GmbH

Revolving Rubber Band, Flat Band, Line, Self-Inking

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Revolving Rubber Band, Flat Band,

Self-Inking

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Die Plate Millennium Marking Co. Shiny (Sun Same) Trodat GmbH

Revolving Rubber Band, Type Band,

Die Plate, Self-Inking Shiny (Sun Same) Trodat GmbH

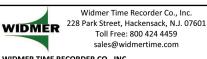
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Self-Inking

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Microporous Laser

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Shiny (Sun Same) Trodat GmbH Trotec Produktions u. Vertriebs GmbH

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Rubber, Laser, Low-Odour

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Day Glo Noris-Color GmbH

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Fabric Marking

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Non-Porous

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Noris-Color GmbH

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Shiny (Sun Same) Stefan Kupietz KG Trodat GmbH

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Inspector Fast Drying

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Pre-Inked Rubber

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Modico & Stamppoint Co. Plastic, Side Index with Self-Stick

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Pre-Inked, Instant

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Rubber Stamp Shenzhen Wanxi Technology Co., Ltd.

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Daylight, Laser Black Exell2002 Millennium Marking Co.

Negative Printer Exell2002

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Millennium Marking Co.

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Seal Maker Shiny (Sun Same)

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Solvents

Ink Shenzhen Wanxi Technology Co., Ltd.

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Rubber Stamps Shiny (Sun Same)

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Foam

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Multi-Coloured

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Roller

Professional Sales Associates Inc.

Stone

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Wood

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Stamp Presses

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Stamp Rollers

Shenzhen Wanxi Technology Co., Ltd.

Stamping—Gold

Jackson Marking Products Co. Inc.

Stamping Leaf—Foil Jackson Marking Products Co. Inc.

Stamping Machines

Hot Type Jackson Marking Products Co. Inc. Ribbon

Jackson Marking Products Co. Inc.

Stamping Material—Hot Jackson Marking Products Co. Inc.

Stamping System—Multi-Coloured Trodat GmbH

Stamps Flash

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Flash, Equipment

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Flash, Supplies

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Motivational Heri-Rigoni GmbH

Pocket, Extra-Slim

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Porous, Custom Trodat GmbH

Porous, Equipment Millennium Marking Co. Modico & Stamppoint Co. Trodat GmbH

Porous, Equipment, Instant

Trodat GmbH

Porous, Stock Modico & Stamppoint Co.

Porous, Supplies

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Pre-Inked

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Pre-Inked, Adjustable Mounts

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Pre-Inked, Foam Rubber

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Pre-Inked, Instant, Flash

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Stamps continued

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Rubber, Supplies

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Self-Inking

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Self-Inking, Custom

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Self-Inking, Custom Band

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Self-Inking, Custom Band, Direct Action

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Self-Inking, Equipment

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Self-Inking, Metal

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Self-Inking, Multi-Colour

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Self-Inking, Plastic

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Self-Inking, Rubber Stamps

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Self-Inking, Supplies

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Stock, Two-Colour

Shenzhen Wanxi Technology Co., Ltd. Trodat GmbH

Type, Ribbed

Millennium Marking Co. Trodat GmbH

Word, Self-Inking Shenzhen Wanxi Technology Co., Ltd.

Stencil Machinery and

Supplies—Stencil Rollers

Professional Sales Associates Inc. Trodat GmbH

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Manual, Self-Inking Millennium Marking Co. Shiny (Sun Same) Trodat GmbH

Manual, Self-Inking, Die Plate Millennium Marking Co. Shiny (Sun Same) Trodat GmbH

Manual, Self-Inking, Die Plate, Flat Band, Rubber Millennium Marking Co. Trodat GmbH

Manual, Self-Inking, Die Plate, Type Band, Rubber Millennium Marking Co. Trodat GmbH

Manual, Type Band, Die Plate Millennium Marking Co. Trodat GmbH

Tools—Cutters

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Type Holders

Handle Style, For Rubber Shenzhen Wanxi Technology Co., Ltd.

U

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Vulcanisers

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Flash-Dry Millennium Marking Co. Flashline MATUYA MAKINA SAN. TIC. LTD. STI.

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Jackson Marking Products Co. Inc.

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Laundry Millennium Marking Co. Legend 36 EXT **Epilog** Laser

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Millennium Marking Co.

Stampcreator Pro Jackson Marking Products Co. Inc.

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Sure-Temp Presses Jackson Marking Products Co. Inc.

Т

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Europe Ltd.

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E

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н

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J

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Μ

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T

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U

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W

Widmer Time Recorder Co., Inc.

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COLOP continues to invest in the future: Opening celebration of the new COLOP CZ production hall

On 24 October 2014, a ceremony was held to officially open the newly expanded production hall of COLOP CZ, the second production site of the worldwide operating stamp manufacturer COLOP.

COLOP has good reason to celebrate as the new expansion to the production hall in Borovany (Czech Republic) follows the recent opening of the new production facility



The company COLOP has established additional production and storage space of around 1,800 square metres in Borovany (Czech Republic).

for the manufacture of injection moulding parts at the main plant in Wels (Upper Austria).

The expansion steps were important, not only to meet high quality production standards and the increasing demand globally for high quality stamps, but also to lay the foundation for the ambitious objectives of COLOP in the future.

After a 12-month construction period, COLOP has created additional production and storage areas of around 1,800 square metres. This means almost a doubling of the space of the COLOP subsidiary.

Many guests of honor were present at the opening ceremony including invited representatives from politics, employees and their family members and neighbors of the plant. Of course, the shareholders of



At the production site in Borovany, more than 100 employees enjoy modern working conditions.

the COLOP group and the companies involved in the construction were also present.

Ernst Faber, CEO of COLOP, emphasised: "We



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NEWS

are pleased that we were able to realise this project and present it to you today. For us, the new hall brings a lot of advantages, especially adequate space to ensure modern



COLOP Austria—CEO Ernst Faber

production conditions and thus more flexibility for our customers".



COLOP CZ—CEO Jiří Šácha (left) with the employees Petr Herda (middle) and Zdeněk Kratochvíl (right).

Also, Managing Director of COLOP CZ, Jiří Šácha, expressed his pride over the achievements of his team who had actively helped during the hard transition period and were intensively trained

to operate the new machinery and equipment.

After the opening ceremony, all guests had the opportunity to see for themselves the modern production facility. During the tours, the visitors were



Impressions—Opening celebration of the new COLOP CZ production hall

visibly impressed by the modern, light-filled and spacious production halls, the modern machinery and the high-quality standards applied.

To close the ceremony, the nearly 350 guests enjoyed grilled chicken, Czech beer, as well as Austrian wine and live music. A fantastic way to end an enjoyable day and all can look forward to a successful future together.

www.colop.cz

Hard Facts:

Purpose of the building: Expansion of production capacity Additional production and storage area: 1,800 m² Start of construction: October 2013 Completion: October 2014 Size of COLOP after completion: 3,800 m²

About COLOP:

The Austrian stamp manufacturer, COLOP, one of the leading manufacturers of self-inking stamps in the world, founded the company stamp spol. s.r.o in Borovany (Czech Republic) in 1993, which was renamed to COLOP CZ s.r.o in 2005.

COLOP CZ has a special position in the structure of the COLOP group. The company acts as the second production site of the parent company in Austria. COLOP CZ has taken over the production of certain products such as band stamps, pocket stamps, flash stamps, stamp pads and spare pads over the years.

Since its foundation, COLOP CZ also acts as an exclusive distributor of COLOP products in the Czech market. With the growth of sales, the production and storage areas, as well as the number of employees, have grown too over the years. Currently, the company has a size of 3,800 square metres and about 140 employees.

Stempelkontor unter neuer Führung

Einer der größten Fachgroßhändler und Internet Logistiker für Stempelwaren, Material und Maschinen für die Stempelherstellung ist im Zuge der Nachfolgeregelung in neue Hände übergegangen.



Der bisherige geschäftsführende Gesellschafter Nicolaus v. Oesterreich übergab am 1.

September 2014 das Unternehmen an Herrn Franz-Josef Vogt. Herr Vogt ist als langjähriger Vertriebsprofi und Mitarbeiter des führenden

Stempelwarenherstellers, in der Stempelbranche bekannt. Er freut sich auf die neue Aufgabe und die gute Zusammenarbeit mit den Stempelherstellern in Deutschland und im europäischen Raum. Damit ist gewährleistet, dass die Firma Stempelkontor auch in Zukunft mit seinem qualifizierten Team seine Position in der Beratung, dem Service und der 24-Stunden Belieferung von Stempelwaren festigt und weiter ausbaut.

Kontakt unter: **www.stempelkontor.com**; Email: **vogt@stempelkontor.com**

Stempelkontor under new management

One of the biggest wholesalers and Internet logistics firms for stamps, material and equipment for stamp making is in the course of succession planning, passed into new hands.

The former Managing Shareholder Nicolaus v. Oesterreich handed the company to Mr. Franz-Josef Vogt on 1 September 2014. Mr. Vogt is known as a longtime sales professional and staff member at this leading company in the stamp industry. He is looking forward to the new challenge and the good cooperation with stamp manufacturers in Germany and Europe. This ensures that in the future, the company Stempelkontor, with its qualified team, consolidates and builds up its position in the consulting, service and 24-hour supply of stamp products.

For more information, visit **www.stempelkontor.com**; Email: **vogt@stempelkontor.com**





Trodat: Investing in the future of the stamp industry

In the past year, Trodat has opened two leading-edge facilities, both of which benefit stamp makers all around the world. To take advantage of the worldwide growth opportunities in the stamp industry, Trodat continues to invest in infrastructure dedicated to the development of both stamp products and the methods that stamp makers use to customize these products.

Trotec opens new corporate headquarters



In October 2013, Trotec, the technology leader in laser engraving for rubber stamp makers, inaugurated its new headquarters in Austria. Trotec utilised the same

high set of standards that goes into the development of the lasers when designing its new corporate headquarters. The basic concept and the building's shape were designed according to the teachings of Feng Shui in order to provide the best work environment for the 100 employees who call this building home. The headquarters is also designed to be expandable, so that Trotec will have room to expand as

the company's sales and production demands grow.

The building itself was designed with the protection of the environment in mind, and of all submitted construction projects, Europe's Green Building Programme ranked Trotec in the Top 5. From the traditional Speedy series of flatbed lasers to the high-powered stamp making Laserati Drum, Trotec lasers are designed with the rubber stamp maker in mind and should be the first choice of stamp makers when looking for a laser engraver.

Trodat opens new facility for its subsidiary (TMX) in China



In 2012, the year of Trodat's 100th anniversary, the decision was made to build a new modern, private building in China, as the old building was simply not capable of handling the expected growth and development of TMX.

Opened officially in August 2014, TMX's new headquarters is a defining statement that Trodat



believes there are opportunities to grow the stamp business. This facility better positions Trodat to take advantage of both local growth opportunities in China and the Far East, as well as expand its production capabilities to meet demand for certain products in the U.S. market.

For more information, visit **www.trodat.net**.

Trotec—a leading resource for computer-controlled engraving equipment and marking systems



Trotec is a leading international designer and manufacturer of advanced laser equipment for a range of applications, from laser cutting and engraving to industrial marking. The company's extensive line of quality laser engravers, cutters and markers, coupled with its unmatched service and support offerings, have made Trotec one of the industry's leading resources for computer-controlled engraving equipment and marking systems. Trotec's machines are currently in use in over 90 countries around the globe.

For more information, visit **www.troteclaser.com**; Trotec Laser, Inc., 7610 Market Drive, Canton, MI 48187 USA; 866-226-8505.

Rowmark welcomes Roberto De Grandis as Independent Sales Representative in South America

Rowmark is pleased to announce the appointment of Roberto De Grandis to Independent Sales Representative in South America. Working closely with Rowmark's internal sales and customer service teams, De Grandis will help grow Rowmark sheet material and sign supplies product sales across South



America, as well as provide vital product and technical support to customers.

De Grandis brings a valuable depth of application engineering and equipment knowledge within the industry, and has dedicated many years to providing personalized technical support and training for marking and engraving equipment users.

"We are thrilled to welcome Roberto to Rowmark's sales and service team to help support our growing presence in South America", Rowmark Vice President of Sales and Global Business Development Rich Zydonik says. "His technical know-how about the marking industry will be a valuable asset to our team... and more importantly, to our growing and diversified customer base".

De Grandis will be headquartered out of his office in Sao Paulo, Brazil. Rowmark is a leading manufacturer of engravable sheet plastic for the signage, engraving and awards markets and also carries a complete line of sign supplies and related products. Its products are sold exclusively through Authorized Rowmark Distributors in more than 80 countries.

For more information, please visit Rowmark's website at **www.rowmark.com**.



The high-class stamp shop solution uTypia Business Next of Trodat is well received in the market!

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uTypia customers have been appreciating the uTypia business shop solution for many years. uTypia Business Next now gives them even more reasons to be a fan. Also available now: Engraving and Print Modules for uTypia Business Next. In demo shops, the new solution and

modules can already be tested!

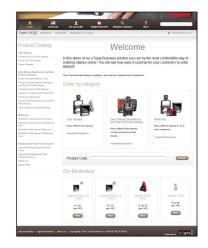
The latest Business stamp web shop solution of Trodat—uTypia Business Next—has been launched successfully and offers a new design, advanced functionality and is even more user-friendly. uTypia Business Next, of course, keeps all achieved functionality, in addition to offering several new highlights:

- New design
- Even faster ordering process
- Flexible starting page
- Easy administration of the starting page
- Sophisticated additional functions for editing
- Based on the latest technology

These additional add-on modules are also currently available:

- Automatic Login
- UPS, USPS and FEDEX integrations for real-time shipping rates
- Coupon and Registration Codes
- Affiliate Marketing
- Google Products
- Trusted Shop
- Credit Card integrations

Thanks to special modules, uTypia shop owners can also easily sell engravable and printed products online. In the uTypia shop, Engraving and Print Modules can be added. They allow displaying the images of the products in the background of the layout preview. In this



way, customers can imagine even better what the result will look like.

Showing pre-established templates directly on the starting page makes the order process even shorter and online ordering easier. Protected templates ensure compliance with corporate identity. They can be assigned to individual users or user groups, just as individual conditions.

The uTypia Business Next solution is not only the perfect solution for selling online custom products to business clients. It is also the ideal solution to be integrated into existing online shops or e-procurement systems to simplify processes even more.

For more information or access to the demos, please contact **utypia@trodat.net** or have a look at **www.uTypia.com**.

Brother gives the personalised touch with customisable tape roll printer

Brother has released a tape printer specifically designed for service counters, retailers and web shops to provide a fully customisable



tape roll creation service to customers—with no minimum order requirement.

The TP-M5000N TapeCreator Pro allows bespoke tape roll to be designed in a variety of widths, lengths and colour combinations—putting the personal touch into business mailings and flair into a host of tape roll home uses. Businesses can reinforce their brand in their packaging by designing tape roll with their logo, an image, or corporate strapline, while the home user can incorporate personal messages or sentiments for gift-wrapping, for example.



A customer can create the design that complements their business or home use requirement (online or in-store), then order a single roll to the exact length they want—no need to commit to the cost and storage requirements of a bulk buy.

With plans to increase the tape options in the near future, the launch of the TapeCreator Pro offers customers a swatch of choices, including:

- Three ink colours: black, red or blue and three tape colours: white, clear, yellow
- Widths of either 38mm or 50mm
- Tape can be printed at any length from 1 metre to 66 metres

And it means service counters, retailers and web shops can add an easy, swift and quality service to their offering:

- The tape roll is printed using a thermal transfer process to print onto plastic film tapes at a resolution of 300dpi.
- The printer has a simple front loading system which allows quick access to the tape roll and ink ribbon cartridge and an automatic cutter that uses sensors to cut tape to the correct size ordered, minimising waste.
- The impressive 220mm/sec print speed means that 25 metres of tape can be printed in less than two minutes.
- It includes the comprehensive Brother P-touch Editor software, making it easy to create the tape design in store and hand the finished product straight to the customer or swiftly despatch from a web order.

• The TP-M5000N is Microsoft Windows compatible and can be connected to a PC using the integrated USB or LAN ports; the latter allowing multiple users to design and print tapes as required. Alternatively, site the printer away from the PC in a more convenient position.

The launch of the TP-M5000N TapeCreator Pro follows the success of Brother's Stamp Creator, which allows customers to create custom-designed stamps.

For more information, please contact your local Brother office.

Exell2002 at Viscom Italy in Milan



Exell2002 participated for the first time at Viscom Italy in Milan on 16-18 October 2014, recording a great success, even exceeding expectations. Despite being a small company, Exell2002 can boast a complete line of products for the stamp and flexography sector, entirely characterised by advanced technology to ensure high quality results. The whole team was pleasantly surprised by the large number of visitors to the stand, proud to present the new patented products, Polpatty® and plates for laser engraving, and pleased to answer customers' many questions about the world of photopolymers. It was great to see how they were reassured by the expertise that the company, being a producer of photopolymer, could provide. Exell2002 is always pleased to offer its wide knowledge to those who deal in the line, and also through its new website, www.exell2002.com. Thanks again to all the event participants, and wishing a more and more fruitful collaboration with the hope of having the chance to meet old and new friends and customers again very soon.

For more information, visit **www.exell2002.com**.

Pryor wins The Manufacturer of the Year Award for Design and Innovation 2014



Pryor is proud to announce that it was awarded the prestigious award for Design and Innovation at the national Manufacturer of the Year awards ceremony held at the ICC, Birmingham on the 27th November 2014.

The ceremony, described as a true reflection of the diversity, innovation and expertise in UK manufacturing, was attended by a record-breaking number of over 1000 people from nearly every sub-sector of UK manufacturing.

The award was presented to Pryor for having a culture and commitment to innovation that has "transformed the company". As critics have acclaimed: "That's a good result for an SME in a tough field"! The number of entries to the awards was record-breaking this year, up by 25 percent on last year, making it more competitive than ever.

Other award winners include: Xtrac, Vaillant Group, Ginsters, Rayovac MicroPower Division of Spectrum Brands (UK), Grainger and Worrall, Philips AVENT, ENER-G Combined Power, Selex ES, Burts Potato Chips, Campbell Ferguson of Spirit AeroSystems, and Rebecca Davies of MBDA UK. Pryor wishes to congratulate all winners and their achievements.

About Pryor Marking Technology:

Pryor Marking Technology, founded in Sheffield in 1849, provides a single source for the manufacture and design of innovative marking, identification and traceability solutions. For over 165 years, Pryor Marking Technology has been providing UK manufacturing with the technology to reliably identify its products. In that time, Pryor has gone from making hand-cut punches depicting cutler's trademarks to robotic production line systems for imprinting machine-readable coded data on the most highly specified aerospace turbine blades. The company has endured by constantly innovating, pushing its own boundaries and, throughout its history, looking for the next development to supersede its current technology. Pryor was recently awarded the prestigious Made in Sheffield award for innovation.

- Established in Sheffield in 1849 as a supplier of marking stamps to the cutlery trade
- Today a leading traceability partner to leading global manufacturers

For more information, contact Pryor Marking Technology, Egerton Street, Sheffield, S1 4JX; 0114 278 2284; Fax: 0114 276 6890; **www.pryormarking.com**. Mml

INDUSTRY IMPRESSIONS

by David Hachmeister

Sunny on the inside

It is almost 70 degrees and sunny outside as I start to write this, but it is also time to write my final editorial for the year. It is a time to take stock and run a personal inventory.

I am amazed at the number of people who fail to see the many blessings that have come their way. I am even more amazed at the number who do not even bother to look.

My office has been blessed by the presence of some truly wonderful people. Each one contributes to making it a pleasure to come in each day.

Many of you know Anne Shadis from the trade shows and contacts regarding editorial content for the magazine. That bright and cheerful countenance you see at the shows is the same one I see every day. Always positive and constructive, she has helped make the difficult times our publication and industry face bearable. She also is great at retooling my editorials into English and making me rethink some of my goofier ideas.

Patricia LaCroix, the creative force responsible for the look of our magazines and website, is of a very similar mind. She gives fresh perspectives and designs to what might have otherwise been a dreary, industrial-looking publication. She has done such a phenomenal job designing the magazine and managing the production. Recently, she has completed her work under very trying personal circumstances. I especially appreciate her dedication, competence and positive demeanor. Again, she is one of those people who is just nice to be around.

Our newest staff member is Natasha Georgescu. She also works for my other company, Care and Comfort at Home for Seniors and Veterans. I need somebody bright, energetic and organised to keep things from sliding by. Natasha does that so very well. I think we will be hearing more from her through our growing social media presence.

So no matter how gray and cold it may be today as I finish this, it is still sunny in here. Yes, I thank them personally, but a little thanks in front of others is even nicer. I think we all would like a little acknowledgment that extends beyond the walls of our offices. This is a great place and time for me to do it!

I am writing this as a gentle nudge to those of you who have not acknowledged the special people at your company to go and do likewise. Just give a sincere and appropriate thanks. Those you thank will feel better, and you will feel better.

I look forward to next year! MImI



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CLASSIFIED

Rates are \$40 for every 25 words and \$25 additional for use of box number (payable in advance). The closing date for classified ads is the first day of the preceding month.

And you thought chameleons were good at adapting.

The New PSI series offers the ultimate in inventory flexibility. The date assembly snaps in place, thus allowing you to add date sets in virtually any language. If a regular stamp is needed, a different piece is added to allow polymer or rubber to be used.



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