

April 2003

Dear Readers,

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

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



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**-> Adhesive solution for rough surfaces**

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

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



**-> GRAPHIPLAST® 7078 an improved solution**

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

**Benefits:** An economical alternative!



**-> All from one source -GRAPHIPLAST® 7107**

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

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



## S+P Applications

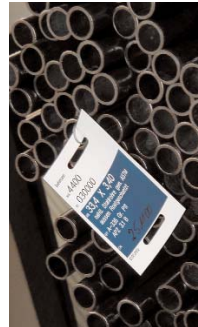
### -> Combi tag/label for Metal Service Centres

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



### -> Color coding facilitates stock control

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



**Your benefit:** Colour coding for easier stock control.

### -> Self-tying tags are versatile

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



## Hardware Service Center

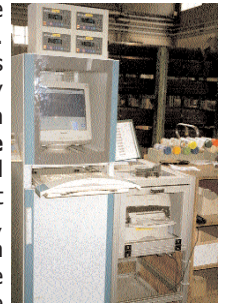
### -> Material flow control from A-Z

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



### -> Barcode with laser printers in SAP®

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



## Events

16. - 21. Juni 2003



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

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

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

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