

◆ +++ GRAPHIPLAST® News +++

+ Standard Solution for Steel Service Centers

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

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

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

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

+ Breakthrough for Labelling of Sections

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

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

+ GRAPHIPLAST® 7297 for Color Laser Printers

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

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

DIN EN ISO 9001 certified



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+ Adhesive Solution for Crude Steel

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

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

+ Container Management with Color Codes

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

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

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

+ Facts: The Combination label – a Comparison

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

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

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





◆ ++ Application Technology GRAPHIPLAST® & Hardware ++

+ The Latest in Label Printing: A6 Forms

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

Your benefit: *Cost Savings through versatility!*

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

+ Form Management under Unix®

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

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

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

+ Thermal Transfer Solutions with PCL 5 Standard

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

Your benefit: *Simplification through standards*

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

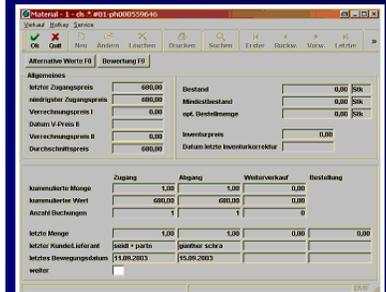
+ Color printing as an alternative

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

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

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

DIN EN ISO 9001 certified



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+ **Quality Management – Recertification**

The development and the growth of a company pose constant challenges for quality management. Established processes are questioned and new areas and requirements have to be integrated. Thus recertification is very demanding, in that all processes have to be reviewed and documented.

We will be happy to send you a copy of our new, updated certificate that is now available.

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

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

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

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

You have not yet received a copy?

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

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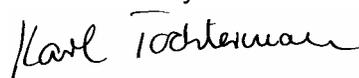
◆ +++ Events +++

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

+ **International BAUMA exhibition, Munich, Germany**
World exhibition for the construction industry
29th March to 4th April 2004

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

Yours faithfully



Karl Tochtermann
Marketing and Sales Director

