

INNOVATIONS

in Labeling & Bar Code Solutions

WINCO Identification Corporation

September 1999



SupeRoll

- Our newest product to market is now shipping

Winco announces the shipment of a new labeling product named SupeRoll.

SupeRoll is Winco's own innovative approach to label packaging for 4"-wide, die cut paper labels. We combined multiple rolls of label stock into one, larger volume, self-dispensing roll. Now you can print up to 7,500 labels without reloading labels in your thermal transfer or direct transfer printer.

This unique, custom package design engineered to deliver large volume labels in a continuous run, eliminates waste due to roll changes in production. Save time loading label stock, simplify inventory control and

keep print production running smoothly with SupeRoll. The self-contained carton protects labels from damage and environmental

elements such as light, dust, dirt and grease as well as handling.

SupeRoll is now available in a variety of 4"-wide, paper labels with permanent adhesives in both high performance Thermal Transfer and general purpose, heat activated Direct Thermal materials and stocked in 4"X6" and 4"X2" sizes. Custom labels are available by calling your customer service representative. Call today for a full product listing.

Don't forget to get the right ribbon for your printing application. Whether you are printing bar code applications, exterior or interior packaging labels, inventory control tags, or product labels, talk to Winco about the ribbon that's right for your application. We'll help you choose the right one for your SupeRoll project.

** SupeRoll works with most Datamax, Sato and Zebra printers. Call for more information.*



Call your
Customer Service
Representative
to order your
SupeRoll.



Going To 2-D Bar Codes

- and the scanning technology to read it

2-D symbologies are growing in popularity in the electronics industry and other areas where standards have been adopted and are being used (EIA, TCI for example.) Companies are advancing their marking, data collection and tracking capabilities with 2-D technology.

The birth of the 2-D Bar Code Symbology has impacted the scanner market as the new technology required to interpret this compact code has emerged. Manufacturers are responding to these demands with new lines of readers to decode 2-D symbology.

Conventional bar code readers use directed beams of light to scan the bars and spaces of linear bar codes. 2-D image readers "take a picture" much like your home video camera. It's the "image" that is used to decode the symbology.

Image-based devices are required to read matrix or 2-D codes but can also read linear codes and the combination of linear and 2-D codes.

Transitioning from 1D technology to 2-D bar coding is best done with a solutions provider that can help you through the hardware and software changes without having to shut down production lines, halt warehouse processing, or wonder if your choices will support your business needs as you grow.

When high speed processing, accuracy and real-time delivery of information is a must, 2-D technology and image-based scanners are worth looking at.

Standardization &
Compliance Issues
Enhanced with 2-D
& Image Based
Scanners

In this Issue:

- *SupeRoll -New Product*
- *Scanning 2-D Bar Code*
- *Power of the PalmPilot™*
- *Printing Technology Brief*
- *Auto Applying Labels*
- *Omni Directional Scanning from Symbol*

WINCO Identification Corp.
237 Main Dunstable Road
Nashua, NH 03062-1904
(603) 598-1553
Outside NH call (800) 325-5260

Real-time and Wireless Data Communication



with your PalmPilot™

Enterprise Resource Planning (ERP) Systems touch every corner of manufacturing and assembly operations. Using industry specific solutions to capture data in real time, right where the activity happens, eliminates duplicate steps, human input errors and enhances communications throughout operations. Now it is available in pocket-size computing.

The SPT1500 palm computing device from Symbol Technologies, automates data capture and redefines point-of-activity computing. The latest in bar code scanning capabilities is added to the personal productivity of the PalmPilot™ and standard 3Com applications to download patient information, scan prescriptions, receive work orders in the field, track inventory, scan catalogs, order parts and transmit the order for delivery from anywhere. Symbol's SPT1700 Palm Computer combines bar code scanning and RF (radio frequency) technology for real-time, wireless communication between the point-of-activity and remote host systems.

If you like using your PalmPilot and want the benefits of bar code scanning and RF, compatibility with all standard Palm Operating System-based applications software makes it easy to make your move. Call Vin White to discuss your applications.

PRINTING Labels

Printing information that changes frequently can be a challenge. Using labels offers companies the flexibility to print information on an as-needed basis allowing for changes without creating label waste. With the right printer, ribbon, label material, and label design software, printing labels can be an easy, cost effective solution and avoid unexpected, costly results. Here we will look at some printing technologies recommended for label printing.

Toner Based Printers are used for high volume, repeat printing jobs with little change and off the shelf label stock suits the application. Because toner is easily smudged, it does not offer reliable output where quality or longevity is required.

Roped into Better Inventory Control

When your business is built on a guarantee to turn around quotes faster than your competitors and ship product on time, you need reliable internal systems to support commitments to your customers.

As this leading US netting manufacturer and fabricator prepared to expand their East Coast facility, they quickly realized the current inventory system of pulling, handling, manually counting and writing down information was slow and left too much room for human error. In order to keep pace with their growing business, they could no longer section off access to thousands of square feet of warehouse space during a long counting process.

Winco was called to build an automated inventory control system. First, a PC-based label design software and printing system was designed to label inventory with alphanumeric part numbers in Code

128, linear bar code employees mobile large warehouse s ing data, portable h from Symbol Tech used. Information batch and uploa database untouch human input err Winco service plan nance and provide to keep the equip they know they ca tem to support the

With more accura information uplo Access database a through out the c ments to the cu made with confide inventory was red allowing time t productively. On ti and over again l the trust their cu their services.

Our Customers Speak Out

When our retail customer's thermal printer used to print bar codes and sku's malfunctioned, and her coworkers were both on vacation, Mary knew just what to do. She called Winco's Service Team.



"...They talked me through the process of finding and addressing the problem. They were patient, well informed and a touch humorous in their resolution of my dilemma. ...They went well beyond the call of duty. ...I recommend your firm."

— Mary

Winco offers on-site* service to most corners of the New England States. Call Harry Meehan 800-325-5260 X247 for more information.

SPOTLIGHT

ol
 de. Then, to keep
 e through out the
 pace while collect-
 and-held scanners
 nologies, Inc. were
 n was collected in
 ded to a central
 ed - eliminating
 ors. Backed by a
 n to cover mainte-
 e technical support
 ment operational,
 an rely on the sys-
 eir business.

te, daily inventory
 aded to a central
 nd made available
 ompany, commit-
 tustomer could be
 ence. Time to track
 uced by over 50%
 o be used more
 ime deliveries over
 has earned them
 ustomers place in

PROBLEM STATEMENT

A growing manufacturing company was spending too much time and resources on a manual inventory system. They needed to know accurate counts to back a delivery commitment to their customers.

SOLUTION

Winco provided a bar coded automated system for inventory control and reporting. The availability of accurate inventory and product information provided a better way to service their customers, grow and stay ahead of their competition.

Winco specializes in tough to solve applications.

To find out more information about the work we do in your industry, visit our web site at www.barcode-winco.com.



Specially formulated inking ribbons expands the choices of label materials available for use. Heat from the thermal print melts the ink on the ribbon and transfers the image to the label stock. The ink and materials are quickly cooled leaving a image designed to withstand heat/cold, exposure to chemicals, moisture, or for long term marking.

& APPLYING Labels

To further increase productivity, companies are benefiting from Auto Apply Technology. Label applicators work at speeds up to 250 labels per minute, with accurate placement and in the most difficult to reach places for labeling electronic parts, shipping cartons, or irregular shaped containers. There is no need to reformat your existing label set up when using the Datamax, Zebra, or Sato printer engines.

Ask to see your ROI for a print & apply system.

PM Tips...

...about our Service Team

Winco Identification believes that quality service begins with hard work, and dedication to stay current with the ever-changing technology. Our mission is to obtain the best field service training directly from the manufacturers and bring it to you, our customer.

Winco is proud to announce the recent completion of factory certified training in Datamax, Zebra and Sato printer technology. We provide a knowledgeable representative to repair, or maintain your line of printers at every field service call.

Here is a partial list of our most recent accomplishments:

Datamax Printers

- 600 Series
- 800 Series
- Max Series
- Prodigy
- Prodigy Plus
- Allegro II

Zebra

- Xi Series
- XIII Series
- Stripe Series
- S-Series

Sato America

- M8400 Series
- M8400RV Series



Call for more information on the complete line of printers our service plans cover.

We are fast approaching less than 100 days to Year 2000...and if your thermal printers are not Y2K compliant, they may not start up on January 1. It's not too late (yet) to call about our special Y2K upgrade program. Relax knowing you're ready.

Our People in the News

Lauren Meehan captures the hearts of all that know her and recently the crown of Miss Lakes Region 1999. Lauren was absolutely shocked when she was named this year's winner with the possibility of representing New Hampshire in the Miss America tournament next Fall.



Winco Employee Crowned Miss Lakes Region

A sophomore at New Hampshire University, she was awarded a scholarship for UNH pre-medical program to pursue a career in Pediatric Neurology. Lauren's commitment to excellence and talents that adorn her personality, contribute to her success. We wish her luck and will miss seeing her at the office.

Thinking of Implementing a Bar Code System at your Company?



Send for your free Bar Code Atlas. Get started in bar coding in easy to understand terms. The single biggest reason bar code applications fail is poor implementation. Let Winco be your partner for success. For your free copy, call a Winco Customer Service Representative at **1-800-325-5260** or send e-mail to info@barcode-winco.com.

How would you like to receive our Newsletter

If you would prefer to view our newsletter on line, visit us at www.barcode-winco.com/info.htm.

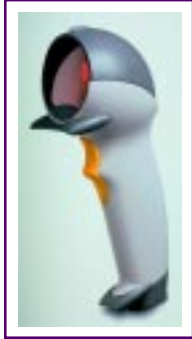
Look to our web site as we continue to add new product information, industry news, details on Winco's service programs and success stories in a wide variety of industries.

If you would like to be added to our mailing list or would like to send your comments about our newsletter, e-mail us at info@barcode-winco.com.

New Product

Omni-Direction Scanner promises a "Can't Miss-First Pass"

The new standard in data capture is defined with the release of the LS 6000 Scanner from Symbol Technologies, Inc. Hand held or mounted, scan at different angles, drop it on concrete and the high performance of the LS6000 is untouched.



The LS 6000 utilizes "Scan Stitching" technology—20 interlocking lines with five scan angles and four lines per angle to provide superior reading from any angle. Just point and shoot with accuracy and efficiency. Offering a 650mm laser diode and 3 different operating modes, this unit adapts easily to your scanning needs.

To find out more about trading up your old scanning technology to the new LS 6000 or see a demonstration, call Vin White at X237.

Winco receives prestigious award from Lucent Technologies

Lucent Technologies recently awarded Winco Identification Corporation the 1998-99 Strategic Supplier Recognition Program Award at their annual banquet awards ceremony.

This prestigious award is presented to suppliers who are recognized for their contribution to the growth and success of Lucent Technologies. Winco Identification is proud to be among the few honored recipients of this award.

Winco has been a recognized supplier and received Lucent Technologies' awards since 1987. This award is displayed at Winco's Nashua, NH office.

Visit our web site at
www.barcode-winco.com

PalmPilot is a trademark of 3Com Corporation. All other products and company names used in this publication are copyrights, trademarks or registered trademarks of their respective companies.

In this Issue:

- *SuperRoll -New Product*
- *Scanning 2-D Bar Code*
- *Power of the PalmPilot™*
- *Printing Technology Brief*
- *Auto Applying Labels*
- *Omni Directional Scanning from Symbol*

1980

Established



DATAMAX



SONY



237 Main Dunstable Road
Nashua, NH 03062-1904



TO:

BULK RATE
U.S. POSTAGE
PAID
PERMIT NO. 375
NASHUA, NH