



# Meyercord memorandum

*“May Every Year Ensuing Represent Completion of Richest Dreams”*

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## *Meyercord and Velociti Alliance Ensuring Accuracy*

Together, Meyercord and Velociti Alliance are aiming to ensure brand and carton count accuracy with the SmokePick® system and your stamping machine.



SmokePick® is the best-of-breed solution for lean distribution of tobacco products. Through the use of high-speed sortation, put-to-light technology, robust controls, and integration of all facets of the tobacco product life cycle, SmokePick® enables high product velocity and visibility with amazingly low labor requirements. The SmokePick® platform integrates everything from your supplier's inventory to the retail shelf inventory, and the picking, stamping, sorting, and shipping mechanisms in between.

With the broad range of carton prices on today's market, brand accuracy is as important as carton count accuracy. The SmokePick® “Starter Kit” is a proven method for acquiring both brand and carton accuracy. In addition,

the kit is fully upgradeable to any one of several SmokePick® systems that process cigarettes for stamping from a single, unstamped inventory, lowering your cigarette inventory, stamp inventory, and the carrying costs for both. Labor cost is also cut dramatically.

The SmokePick® “Starter Kit” is now available from Meyercord Tax Stamping Equipment. Please contact the Meyercord sales office by phone at (630) 682-6245 for information about our no-risk 30-day trial.

Follow the path from the “Starter Kit” to any one of the several SmokePick® solutions and you'll see a dramatic improvement in your direct operating costs.

## *Meyercord at 'The Southern'*

Meyercord Tax Stamping Equipment will be exhibiting at this year's *Southern Association of Wholesale Distributors Convention* at the Nashville Convention Center in Nashville, Tennessee. If you're in the area and would like to speak to one of our sales or management staff, please stop by booth numbers 112/114 on June 13th or 14th.

On display will be our new VL-10 Tax Stamping Machine along with Velociti's SmokePick® system (see front). We will be drawing for

an 8gig iPod Nano to promote the new integrated accuracy count system. Simply register your name at our booth. If you'd like more information on how SmokePick® can help your operation, a short questionnaire will be attached to the register form. These questions will help the attending Velociti and Meyercord staff answer any questions you may have.



## *New Sales Team Members in the Field*

One of the top priorities here at Meyercord is to increase the level of communication with our many customers. Because our market base is so spread out through the entire United States, we've recently added a few new members to our growing sales staff.

In the southeast US, we've recruited Keith Hillestad from the United Silicone team to help us out part-time. Keith has over 30 years experience working with hot stamping and heat transfer applications. His background has been involved primarily with molded plastic products ranging from automotive, electronics, cosmetics, medical, specialty items, and other industries. Additionally he has been involved with hot stamping in the graphics industry.

Keith currently covers eight states in the southeast including VA, NC, SC, AL, GA, and FL. He has a

background in manufacturing as well as sales. Keith has been working with United Silicone for 17 years in sales and six years as a manufacturers representative prior to that.

We've also converted two of our long-standing field engineers who will now serve as *sales* engineers. Dale Everett, who has been with the Meyercord team for 28 years will help out in the southeast US. Mark Lindley, who has been a field technician for seven years, will now be a sales contact for the southwest US.

For additional sales or product information, please call our sales office at (630) 682-6245 or visit us on the web at our new site [www.meyercordequipment.com](http://www.meyercordequipment.com).

## *Calendar of Events*

*June 11-14th, 2008*  
Southern Association  
of Wholesale Distributors  
Convention  
Nashville Convention Center  
Nashville, TN

*June 26-29th, 2008*  
Florida Association  
of Wholesale Distributors  
Annual Convention  
South Seas Island Resort  
Captiva Island, Florida

*August 8-10th, 2008*  
Michigan Distributors  
& Vendors Association  
Convention  
Boyne Mt. Lodge  
Boyne Falls, Michigan

*September 8-11th, 2008*  
AWMA Summit & Business  
Exchange  
The Ritz-Carlton  
Las Vegas, Nevada

*September 25th, 2008*  
Oklahoma Convenience Store  
Trade Show  
Cox Convention Center  
Oklahoma City, Oklahoma

*March 18-20th, 2009*  
AWMA Real Deal Expo  
Las Vegas Hilton  
Las Vegas, Nevada

