



United Silicone
an ITW Company
4471 Walden Avenue
Lancaster, New York 14086

Meyercord memorandum

“May Every Year Ensuing Represent Completion of Richest Dreams”

The MTS-110 Manual “Wide” Machine Offers a Great Solution for Varying Inventory

This year Meyercord Tax Stamping Equipment and United Silicone have developed a new manual tax stamping machine designated the MTS-110. The MTS-110 stamper is currently configured to stamp A-sequence (2x5) and J-sequence (1x10) stamps, also commonly referred to as the “Camel Wide”. Since inception, we have received overwhelming, positive responses from the distribution community who have either tried the prototype MTS-110 or have heard of its capabilities. In order for you, our distributors and wholesalers, to take advantage of this innovative machine, the J-sequence stamp is required to be in roll form.

Currently, with the exception of three states, these stamps are only available in sheet form. In these challenging times, Meyercord Tax Stamping Equipment is trying to find new cost saving opportunities for our customers and we are encouraging all states to consider adopting the

J-sequence stamp in roll form (7200 stamps per roll). For more information on the availability of J-sequence stamp rolls in your state, please contact your state tax stamp representative.

The MTS-110 stamping irons can also be exchanged for other stamping configurations. If you have any questions, please call our hot line at (800) 629-3799 and dial three for sales or view videos and data sheets online at www.MeyercordEquipment.com



We're Bringing our 'A' Game to This Year's AWMA "Real Deal" Expo

Meyercord Tax Stamping Equipment will be hosting booth number 819 at the AWMA "Real Deal" Expo on March 19 and 20 at the Las Vegas Hilton. This year we will again be highlighting many of our new equipment lines. However, we are doing things a little bit differently by bringing more fun and excitement to our booth!

Many of our new products, including the VL-10 Tax Stamping Machine with integrated SmokePick® Carton Verification System technology, our HCC-612 "Half-Sized" Case Cutter, and the MTS-110 Manual "Wide" Stamping Machine will be present at the show along with key members of our sales staff. What's more important to you, however, is that we'll be giving away valuable prizes and discounts on

Meyercord Tax Stamping Equipment products and services. And, if you bring this newsletter to our booth, you'll get a free spin on our giant prize wheel!

For more information on the 2009 AWMA "Real Deal" Expo, please visit www.realdealexpo.com.



Introducing the VL-10 with Embedded SmokePick® Technology.

There has never been anything like it. Meyercord Tax Stamping Equipment first defined the tax-stamping industry, and now clears the board for an entirely new approach. The VL-10 with SmokePick® technology takes cigarette order fulfillment to a whole new level. Imagine being able to know exactly what is happening in your cigarette department, in

real-time, from any computer on your network. Simply plug the VL-10 into your network and realize the efficiencies, labor savings and increased order accuracies that you will enjoy as a result of the built-in SmokePick® engine. Plug it in and go. It's that easy to organize, track, pick, verify, stamp, and ship your orders.

Call (800) 639-3799 to arrange a personal demonstration or come see it live at the 2009 AWMA "Real Deal" Expo on March 19 and 20 at the Las Vegas Hilton. Seeing is believing. You'll be glad you did.



Calendar of Events

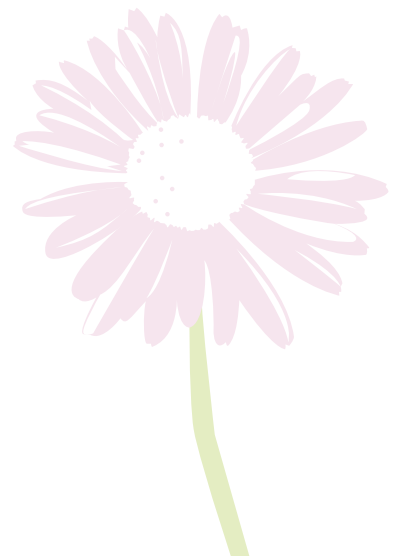
March 18-20th, 2009
AWMA Real Deal Expo
Las Vegas Hilton
Las Vegas, Nevada
Booth 819

.

June 17-20th, 2009
SAWD 86th Annual
Meeting & Trade Show
Kentucky Convention
Center/Galt House
Louisville, Kentucky

.

September 14-17th, 2009
The AWMA Summit
& Business Exchange
Ritz-Carlton Buckhead
Atlanta, Georgia



CAN'T KEEP IT UNDER 65?

HCC-612

STICKER PRICE
\$58k



MTS-110

STICKER PRICE
\$10k



VL-10 STAMPING MACHINE

STICKER PRICE
\$53k

Do you think that updating your current stamping operation will break the spending limit? *Think again!* With Meyercord Tax Stamping Equipment's budget-friendly options like the HCC-612 "Half-Sized" Case Cutter, the MTS-110 Manual "Wide" Stamping Machine, and the VL-10 "Value" Tax Stamping Machine, your entire operation can be showroom quality without sending off any sirens. For more information on these and other new products from Meyercord Tax Stamping Equipment, please call our sales and service line toll-free at (800) 639-3799 or visit us on the web at www.MeyercordEquipment.com.



Sometimes The Smallest Problems Can Have the Greatest Impact.

Introducing the MTS-110 Manual Stamping Machine from Meyercord Tax Stamping Equipment and United Silicone. Designed to quickly exchange heater bars for multiple stamp configurations, the MTS-110 is the perfect solution to an ever-varying inventory. With a single quick motion, the MTS-110 Manual Stamping Machine applies stamps to a standard carton or, with an easy changeover, to any other carton configuration that you request. The side-mounted glue pot perfectly completes the fluid stamping motion. If your business is still stamping irregular cartons by hand, then the MTS-110 will greatly increase your overall efficiency.

Turn your smallest problems into great solutions.

To view the MTS-110 Manual Stamping Machine in action or to download data sheets, please visit us online at www.MeyercordEquipment.com or call our sales staff direct and toll-free at (800) 639-3799.



United Silicone *an ITW Company* 4471 Walden Avenue, Lancaster NY 14086

To the Rescue!

Employee Spotlight: Sheryl Alexander
Written by Emily Crawford

Here at Meyercord Tax Stamping Equipment, we rigorously endeavor to provide the means for coping with problems that may arise on your cigarette tax stamping machines. Within the last two years, we have taken great strides to develop our preventative maintenance programs. Our network of technicians allows us to take immediate action toward solving any problems that you may experience, and our in-house staff will pull out all the stops to provide the components necessary to get you up and running. We rely heavily on our skilled service people and would like to give you the opportunity to get to know a very important member of that team today.

Many of you may have had the pleasure of already speaking with Sheryl Alexander when ordering spare parts in the past. If so, then you are aware of the dedication that she exhibits on a daily basis. Sheryl's concern for the customer is positively overwhelming. Whether she is filling a customer's order or trouble shooting a challenging situation, she is always committed to accuracy and efficiency. I recently had the chance to discuss these aspects and more with Sheryl.



How long have you been with United Silicone?

About 14 years. I started out in Inventory Control. We did the physical counts and labor cards. I was a big part in setting up our Kanban system. After that I moved into purchasing for our Standard Equipment. I also did quite a bit of sales over there.

So then you moved over to the Meyercord Equipment group in 2007?

Sort of. I've been with Meyercord since United Silicone took over the machine side in 2007, but we've been supporting and building the stamp machines for a long time. I've been doing spare parts for Meyercord for at least five or six years.

Tell me about your current job in a nutshell.

Well, I work with the technicians and customers to get the machines fixed. I take phone calls and e-mails, and I enter the orders for the spare parts.

What about your other responsibilities?

I invoice for parts and service visits... and new machines. There is a lot of software work keeping track of the equipment and service calls. And there are a lot of things that come up in a day. We all support each other here, so we wear a lot of hats.

Do you think that your customer service work helps with your other responsibilities? Do you think it gives you a better perspective?

Oh, definitely! It's really important to remember that the customers are real people. I get to talk to these people one on one, so when I run an invoice, it's not just a piece of paper. I remember what it was for, and when I see the service report come in, I can make sure that everything went okay.

What is the hardest part of your job?

The end of the month is really fast paced. We do our inventory and all the accounting has to get in. It can be hard to make sure that my calls get taken care of. But we always get it done.

What is one thing you wish people knew about the 'behind the scenes' work?

The same thing I guess. Getting the parts out is my number one priority and it can be hard to make sure everything else gets done too. We don't want anybody's machine down... and problems always seem to happen all at the same time.

You mean things don't just space out nicely through out the day?

No, (laughing), not at all. But it all has to be right by 5 o'clock. Once shipping is gone for the day, it's too late.

What is your favorite thing about your job?

Talking to the customers. I meet so many wonderful people, and I really do love helping them solve their problems and find what they need. Everyone is always very nice, but I know that a lot of the time they are upset. It makes me feel special that I can be there for them.

How do you feel about living in Western New York?

Not very good right now. It's winter. I do like the change of the seasons though. I love fall and I would miss that.

Tell me about your family.

I have a husband, four children and six grandchildren. I love my grand kids to death. They are just the best. I also have two dogs: Ridley and Dino.

Meyercord Equipment

phone (800) 639-3799
fax (630) 682-6269

Tom Letizia
National Sales and Service Mgr
tletizia@unitedsilicone.com

Tony Grassa
Northeast Regional Sales Mgr
tgrassa@unitedsilicone.com

Eric Sim
Marketing & Northwest Sales
esim@unitedsilicone.com

Mark Lindley
Southwest Sales Engineer
mlindley@unitedsilicone.com

Dale Everett
Southeast Sales Engineer
deverett@unitedsilicone.com

Meyercord Service

phone (800) 639-3799
fax (630) 547-8398

United Silicone

phone (716) 681-8222
fax (716) 681-9595

Glue Orders
Emily Crawford
phone (716) 681-8222 x188
fax (716) 681-9595
ecrawford@unitedsilicone.com

Part Orders
Sheryl Alexander
phone (716) 681-8222 x135
fax (716) 681-9595
salexander@unitedsilicone.com

