



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

Meyercord memorandum

"May Every Year Ensuing Represent Completion of Richest Dreams"

Blue Printing Designs a Better Process

In a continuing effort to meet our customers' needs, Meyercord Tax Stamping Equipment and United Silicone have recently been involved in a unique process called 'Blue Printing'. Blue Printing starts off with several face-to-face customer interviews to determine their issues, needs and future requirements. At no point in time do we ever steer the conversation, but rather we let ideas develop naturally.

After the focused interviews are completed, a list of priorities is developed based on the feedback we gather. We then identify the top areas that you, our customer, would like to see us moving forward with in developing new products and services. This list is then circulated in a questionnaire format to the entire distributor base across the country where you will have an opportunity to rate each idea as to its importance within your own operation. Once we have the results, we can then focus on your priorities and strive to meet them.

This continuing effort is designed and enacted to provide Meyercord Tax Stamping Equipment and United Silicone customers with the best possible products and services that match their utmost concerns and needs for a strong future in the distribution industry.

Our first Blue Printing sessions helped us develop the successful VL-10 Tax Stamping Machine. When we demonstrated the process that made the VL-10 possible at the 2009 AWMA Business Exchange and Summit in Atlanta, the attendees were impressed by the features that were developed through the direct involvement of other distributors just like them.

If you would like to participate in future Meyercord Tax Stamping Equipment and United Silicone surveys or are interested in the results, please call any of our sales team toll-free at (800) 639-3799. We look forward to your input and queries.



Off the Shelf

Did you know that roughly 75% of the parts for our stamping and accessory equipment can be found at industrial supply houses?

It's true! We make use of every avenue available to procure the best quality parts at the lowest possible prices. In other words, we aren't a machine shop and we never pretend to be. As a result of our procurement process, lead times are nearly non-existent and our parts are of the highest quality because

they come from professional part manufacturers.

Of course, you can always order parts from Meyercord Equipment at (716) 681-8222 extension 135. Do-it-yourself customers can get all the help they need from our free technical support center at (800) 639-3799 to keep their costs down, but Meyercord Service can always make it happen with our team of highly qualified technicians for those who need a professional, fast solution.

Air Check

Having clean, dry air is essential for a smooth running stamping operation.

A simple air compressor dryer solution can save you hundreds, if not thousands, of dollars in costly repairs. Many pneumatic components, like valves, can seize due to contaminated air supply, ultimately rendering them unusable. Air compressor dryers can also prolong the life of your equipment components, reduce downtime, and preserve machine performance, adding to the benefit of this very easy addition.

Although dryers and coolers are not a requirement of Meyercord equipment installation, it may ultimately affect your warranty if

it is discovered that compressed air contamination was the cause of machine malfunction.

For our customers, Meyercord Tax Stamping Equipment offers an all-in-one air package that includes installation or, if you already have house air, a separate dryer and cooler component.

Please call the Meyercord Tax Stamping Equipment sales and service team at (800) 639-3799 if you have any questions and concerns about air compressor systems for your stamping operation.

Calendar of Events

October 14-17th, 2009
CDA California Distributors
Association 47th Annual
Convention, Carmel, CA

October 21-23rd, 2009
National Association
of Convenience Stores, The NACS
Show, Las Vegas, NV

November 26-27th, 2008
Service office closed
Service hotline (800) 639-3799

December 25th, 2008
Service office closed
Service hotline (800) 639-3799

January 1st, 2009
Service office closed
Service hotline (800) 639-3799

March 9-11th, 2010
AWMA Real Deal Expo
Las Vegas Hilton
Las Vegas, Nevada



Web Updates

MeyercordEquipment.com is continuously updated to give stamp equipment owners and operators access to vital, up-to-date information that allows them to run their business efficiently.

On the main page make sure to check out the new 'Projects in Picture' section under the About Us tab. We'll be collecting pictures from various customers across the country to highlight our newest installs.

From the service section, there are tabs that direct visitors to descriptions of the service packages we currently offer. There is also a complete collection of owner's manuals and a project to develop video technical guides that will aid those who wish to maintain their own equipment.

If there is information not on the web site that you would like to see, including information, testimonials, and news, please feel free to contact the marketing desk directly at (630) 682-6245.



What are our Customers Saying?

"The change from an M100 to the VL-10 Tandem has paid dividends for us. The stamping time in our Fairview Heights warehouse, completely post-stamp, has been lowered by 12 and a half hours per week. The East Peoria warehouse that has both pre and post-stamp also has saved 6 hours a week stamping time. The time to train someone to run the machine has been greatly reduced because there are no settings to change. You can run a regular size cigarette and a 120 back-to-back with no changes to the machine. The application of the stamps has been superb. We have no problem with the State's ability to read the numbers on the packs."

**Jon Burklund, President, COO
Burklund Distributors, Inc**

"We have two VL-10 machines and they have made our lives a whole lot easier! We stamp for six states and the interchangeable cartridges make the change-over easy. Our operators love not having to make adjustments on this machine. It's just so simple!"

**Billy Overton, Facility Service Manager
CVS/Pharmacy, Knoxville, TN**

"Meyercord got it right with the VL-10! Several of our AMCON facilities have the new VL-10 Stamp Machine. It has made stamping for multiple states so easy and has reduced order errors and carton damage."

**Terry Gohr, Maintenance Manager
AMCON Distributing, Omaha, NE**

"We went with the VL-10 to improve quality of the stamp being applied to the cigarette packs. It was a bonus when we saw how easy it was to operate the machine - no more adjustments. The stamp cartridge design is pretty clever, too."

**Ray Wilson, Owner
Wilson Distributing, Middletown, OH**

"We've had the Meyercord CC-612 case cutter for nearly a year now and it has paid for itself. We no longer need a full-time person to cut 6M cases, and it's faster than our previous cutters, so we get more productivity all around."

**Trevor Martin, VP of Operations
Cooper-Booth Wholesale, Mountville, PA**

Meyercord Equipment

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Set you schedule now to come see our new equipment in booth #817 at the AWMA Real Deal in Las Vegas, Nevada between March 9 and 11, 2010. We'll be giving away great prizes and equipment discounts again this year! Check <http://www.realdealexpo.com> for more Real Deal information as the show draws near.

