



# PARTNER PROGRAM

Getting closer to our customers

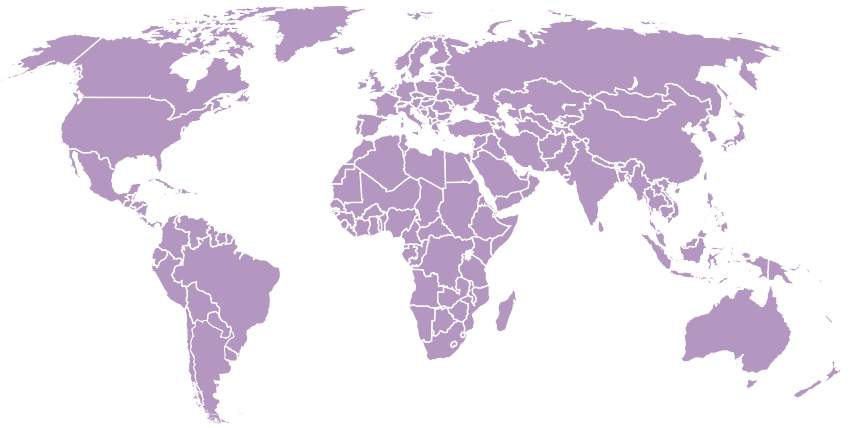


Redefine the possible<sup>sm</sup>



# Introducing the Markem-Imaje Partner Program

Across the globe, channel partners are working with Markem-Imaje to bring our product offerings and services to market. Partners expand our ability to serve more customers in more places with our wide range of Markem-Imaje printing and coding technologies. With our Partner Program, you gain access to a local Markem-Imaje Certified Partner that can better respond to your individual needs.



## Who is a Markem-Imaje Certified Partner?

A Markem-Imaje Certified Partner is a company that has been chosen through an extensive vetting process and has deep expertise in the packaging, marking and coding space in your markets. Our partners undergo a significant training and integration process to ensure that they:

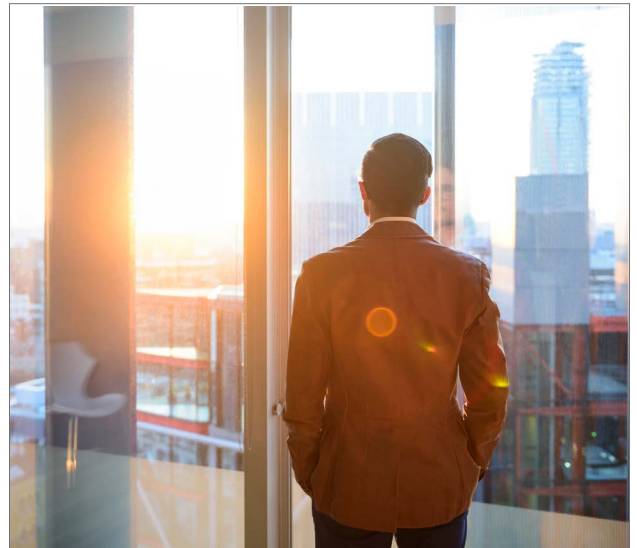
- Will enhance the service experience of our customers
- Will be able to leverage our ongoing support and training to provide you access to the latest Markem-Imaje portfolio
- Provide higher levels of availability to our customers in their geographic area
- Provide local set up such as workshop and dedicated MI consumables and spares stock for faster support to our customers



# How will this change benefit me?

The sole objective of our Partner program is to ensure a higher level of benefits to our customers. Through this program you will gain:

- A local sales and service presence that enables a personalized experience, faster response times and lower downtime
- Closer access to a large pool of support personnel due to the Partner being located in your geographic region
- A wider range of packaging, marking and coding offerings since several of our partners also provide ancillary packaging products and expertise



## What's changing?

The only things that will be changing for you are:

- A modified process of ordering Markem-Imaje products and service, which will now be provided through your local MI Certified Partner
- A new set of names and numbers to call
- Faster delivery of printers and parts since the Partner will be carrying stock locally

## What's not changing?

- All Markem-Imaje products that you buy through our Partner will continue to be backed by our industry-leading warranty
- You will continue to have access to the latest Markem-Imaje technologies and products being introduced in the marketplace
- As we develop more cutting edge training programs, our Partner's capabilities will be constantly enhanced to continue improving your level of service and support

# Introducing Your Partner

RSE offers Vertical form fill and seal & tray forming equipment, liquid & dry filling systems, equipment for solid dose applications & conveyors for all types of material handling requirements. Our processing & packaging equipment will help you automate & streamline your production, improve the bottom line, and help your business grow.

We represent over 30 OEMs for all facets of Food, Beverage, Supplement and other manufacturing industries.

## Right Stuff and Markem-Imaje Partnership

There are many set up options on these types of machines. Conducting a proper RFQ before purchase means you get the right Markem Imaje system. Purchasing through Right Stuff Equipment means you get the service to keep it at its best. Right Stuff provides full support of all Markem-Imaje equipment .

## Integrated Solutions

TIJ Systems for printing images on the case instead of using labels.

Simple Labels typically cost 3-4 cents each. A TIJ image is .3-.5 cents each or 1/10 the cost. Save money, eliminate print and hand application of labels. No more errors with the wrong label on the case.



The Markem Imaje thermal transfer series lets you print your information on film or labels. The Free Colos software allows you to develop an image on your computer that loads into the printer.

The Markem Imaje laser series is ideal for printing on bottle, cans and other packaging materials. There is no waste, no ink, and no mess.



The Markem Imaje series of hot wax print systems are the ideal way to print on cases. The wax resin pucks are easy to use and create bar code legible images and logos on your cases.

## Support

We provide full Engineering, Technical and Fabrication Staff, so we can handle the layout, integration, installation and service of your packaging equipment.

## Contact

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To learn more, visit [www.markem-imaje.com](http://www.markem-imaje.com)