

PERFORMANCE

Happy Holidays

On behalf of all of us at Preco, I am delighted to extend our best wishes to you and your families for a very peaceful, happy holiday season and a prosperous 2010. With one of the most challenging years in the world's economic history drawing to a close, it is a good time for all of us to look forward to a new year of opportunities.

At Preco, we are beginning 2010 with more and expanded products, features and services for numerous diverse industries — all designed to help you become more profitable in these challenging economic times. A significant expansion of our contract manufacturing capabilities is now in place to help you if you are not yet ready to make a capital investment in your own Preco equipment. The new Preco Golden Laser line will provide affordable, entry level

cutting and engraving processes. Our Rotary Converting Platform die cutting systems and contract manufacturing services have been significantly enhanced to assist roll-to-roll converters who produce multi-construction products and parts for the medical, pharmaceutical, electronic, label, automotive gasket, electronic display and RFID markets. Preco's robotic cell will satisfy your need for laser processing of many of your industrial products and components. Finally, our MedPro provides laser cutting and micro welding of components for the medical industry.

These are just a few examples of our commitment to partnering with you on innovative solutions to complex processing applications. We are the only company that can provide you with depth and diversity by bundling its

equipment, contract manufacturing services, processing knowledge and excellent customer service on a world-wide basis. We will continue to keep you informed about other opportunities in the coming months, but don't hesitate to contact us for assistance as you explore new ways to assist your customers in 2010.

Happy holidays and best wishes for a successful new year.



*Tim Burns,
President and CEO*

What's so special about 2010?

Did you know a Hughes Aircraft employee, Theodore Maimam, used synthetic ruby to invent the world's first working laser on May 16, 1960? Just 18 years later, in 1978, Preco began installing lasers in its processing equipment. In 2010, on the 50th anniversary of Maimam's accomplishment, you can find Preco laser processing equipment functioning with speed and precision in all parts of the world.

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Start your new year with a software upgrade

If your Preco laser processing equipment is still operating with the AcuNav™ I controller system, it is a good time to consider upgrading to Preco's new AcuNav™ II. Although still productive in many respects, AcuNav I controller systems were designed for PCs running Windows 95 or 98 Operating Systems. As a result, the motion control cards used in the AcuNav I systems are no longer available and will not fit in newer computers.

AcuNav II works best with Windows XP; a Vista 32 version is available upon request. Windows 7 is currently being evaluated. Watch for an announcement soon. Because the user interfaces for both systems are very similar, new training is minimal. AcuNav II is the evolution of the extensive support Preco has provided customers in response to computer system advancement.

Here are just a few of the many advantages you'll realize when upgrading to AcuNav II:

Purchase less expensive PCs.

AcuNav II supports the latest PCI and USB motion controllers. When you use the latest PCI controllers, standard off-the-shelf PCs with full-length PCI/PCIx slots are compatible.

Faster computer performance.

Everything that is limited by your current computer speed will be faster (i.e., AcuNav II launches 10x faster than AcuNav I).

Improve your networking capability.

The Windows XP Operating System used with AcuNav II will help you greatly improve connectivity to other networks.

Enhance security.

Recent Windows operating systems offer many more security features, and Microsoft continues to update them.

More flexibility.

Within AcuNav II, an operator can launch up to 10 user defined applications from the tools menu (i.e., calculator or other user-based software).

Display and receive messages.

AcuNav II allows the user to program and display messages during part program execution. Great for system maintenance.

Parametric programming.

Use variables within an AcuNav program to perform arithmetic operations. Useful for more advanced applications (i.e., laser cladding).

Easier troubleshooting.

To save time in determining the cause of system faults, AcuNav II checks for common syntax problems and will display the current file and location of an error in the alarms screen.

For more information, contact Preco's Service Department at 715.247.3285.

Preco People

Tap into Preco's Engineering Capabilities

As a premier provider of custom-designed equipment and services solutions for a wide range of material processing applications, Preco has developed an outstanding engineering staff with capabilities in multiple disciplines.

Preco's engineering staff includes 57 employees with technical degrees in mechanical design and engineering, electronics, electrical engineering, computer science, software engineering, chemical engineering, industrial engineering,

laser technology, laser physics, physics, metallurgical engineering and welding technology. Thirty-seven of these individuals have a bachelor's degree or higher, and six also have a master's or doctorate degree
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Are you maximizing the life and performance of your Preco processing equipment?



Service technician, Orion Smith, checking voltage of a MPLC card (Motion Programmable Logic Control).

A lack of proper or routine maintenance of your Preco processing equipment can cause more costly repairs, disruptive line breakdowns, reduced line speed, imprecise performance and a shorter lifespan for your equipment. Preco offers **customized service contracts** and other helpful preventive maintenance services to customers anywhere in the world with service departments strategically located in **Kansas, Wisconsin, China, Japan, Sweden and Germany.**

Preco service contracts can provide monthly, quarterly, semi-annual, annual or any number of visits from a highly trained Preco service technician. Costs for labor and parts during a service contract visit are discounted 10%. The frequency of visits and types of service performed will vary depending on the type of processing equipment you have, the environment in which it operates and the demands you place on it.

Laser Processing Equipment

Preco's laser processing equipment often requires regular cleaning of the optics and beam delivery components by an experienced Preco professional service technician — plus periodic laser alignment procedures and power level check-ups. Typically, it only takes a day or two to perform this type of routine maintenance, and the service call can be scheduled to minimize or eliminate any disruption to your production schedules. New operators can easily be trained during the same visit. At the end of the service call, many customers have experienced **improved accuracy and speed.** Following one recent maintenance call, a customer's cutting speed increased from 500 ft/minute to 800 ft/minute!

Preco stocks over 5000 beam delivery, optics and system parts to help maintain your laser processing equipment. For more information, contact Preco's service department in Somerset, Wisconsin at 715.247.3285.

Flatbed and Rotary Die Cutting and Screen Printing Systems

Maintenance of Preco's automated die cutting and screen printing systems can typically be handled in-house by the customer's maintenance staff, but it is imperative that customers follow the preventive maintenance schedule described in the

Operator's Service Manual. Weekly lubrication and annual changes of the hydraulic oil and filters in the die cutting presses as well as other preventive maintenance procedures are extremely important to ensure optimum equipment performance over many years. Preco also encourages customers to **keep critical parts on hand** to reduce downtime for components subject to normal wear and tear.

If replacement parts are needed, Preco has two stock rooms full of inventory ready for an overnight delivery. Preco maintains **inventory for the current equipment as well as older equipment.** For replacement parts or any questions about maintaining Preco's die cutters or screen printers, contact Preco's service department in Lenexa, Kansas at 913.928.2130.



Service technician Robert Biggler performing a preventive maintenance voltage check.

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in a technical field. The combined industrial experience of these individuals totals more than 1,260 years — that's an average of 22 years each!

Preco's engineering staff uses advanced Solidworks and AutoCad Electrical computer aided design software to maximize design efficiency and quality. Preco also owns and utilizes state-of-the-art analysis and metrology tools to verify performance and results. Our

design, applications and manufacturing engineering staffs work diligently to stay current with the latest technology and work closely with suppliers to be able to select and integrate the most appropriate components into our equipment. With this wealth of educational background and experience combined with the advanced tools we employ, Preco is well prepared to provide effective custom-engineered solutions for any material processing challenges you face — whether you need new equipment or contract manufacturing services.

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