

# PERFORMANCE

## Preco Introduces ...

### New Economical Line of High-Speed Laser Processing Equipment



*Preco Golden Laser, LyraLight 45*

Preco's newest and most economical line of laser processing equipment, the **Preco Golden Laser (PGL)**, offers affordable, entry-level cutting and engraving of advertising specialties, sports apparel and equipment, toys, signage, filtration products and other products using wood, plastic, and industrial fabrics. The new PGL is faster, too. Some traditional engraving processes require one to two minutes. The PGL line can accomplish similar tasks in 10 to 20 seconds.

The PGL received rave reviews when it was unveiled in July in Las Vegas, Nevada at the

Association of Woodworking & Furnishings Suppliers (AWFS) show. Customers and prospects were most impressed with the speed generated by the galvanometer feature built into some models and the versatility of functions that can be performed.

Preco's experienced engineers developed the new Preco Golden Laser line with the intent of keeping the costs affordable. "Many Laser Machining, Inc. (LMI) laser systems are still operating today, but the new PGL line represents an additional choice in the market," says Arlene Zdrzil, PGL Sales Manager. "We feel that the PGL line combines the Laser-Graver's® versatility with Preco's reputation for precision and high speed technology—and at a very affordable price."

The PGL line is built using worldwide sources, with final assembly and testing at our Wisconsin facility. Software is user-friendly and is based on a simple graphic interface. A laser serial marking feature has been especially popular with products requiring sequential numbering.

PGL offers several configurations of two different models, the **LyraLight** and the **Inspire**. Both are available to accommodate a wide range of material thicknesses, applications and budgets. The LyraLight and Inspire series have been designed to address most material handling requirements by offering shuttle table, conveyor, rotary, vision, multiple beam and auto focus features.

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*Preco Golden Laser, Inspire 250*



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# Close Tolerance Screen Printing Is a Key Element to Process Control



*Preco's MTS Series Screen Printers have the required accuracy to produce today's highly advanced Solar Cells and Capacitive Touchscreens.*

For years there has been ongoing debate about whether the screen printing process is more of a science, or an art. Screen printing is definitely a science—supported by artful wisdom from the user. The science is the ability to select specific tools and materials

with known or predictable parameters, in order to arrive at a targeted production goal. The art of virtually all technical printing is knowing in advance the challenge points, so that your scientific selections are allowed to succeed. Process control centers on knowing

the art. Component materials are chosen for their attributes, and production equipment is selected according to its capacity to make the best of these materials.

Two of the most sought-after product areas today—**Capacitive Touchscreens for Electronic Applications and Thin-Film Solar Cells**—are heavily involved in the use of highly-precise roll-to-roll screen printing. Each requires the statistical planning required to successfully produce products with a high-yield return in mind.

Read more online at:  
[www.precoinc.com/screenprint](http://www.precoinc.com/screenprint)

## New PGL *(Continued)*

The Lyrallight series offers a galvanometer for high-speed marking, scoring and cutting of thin materials. Adding flying optics creates a combination system that allows more capabilities for marking and cutting thicker materials, all in one machine. Ideal products for processing include basketballs, footballs, designer apparel, adhesive decals, foam gaskets, decorative inlays, memorabilia, serialization identification labels, photos, bats, golf grips, and much more.

Featuring an H-frame gantry motion system, the Inspire

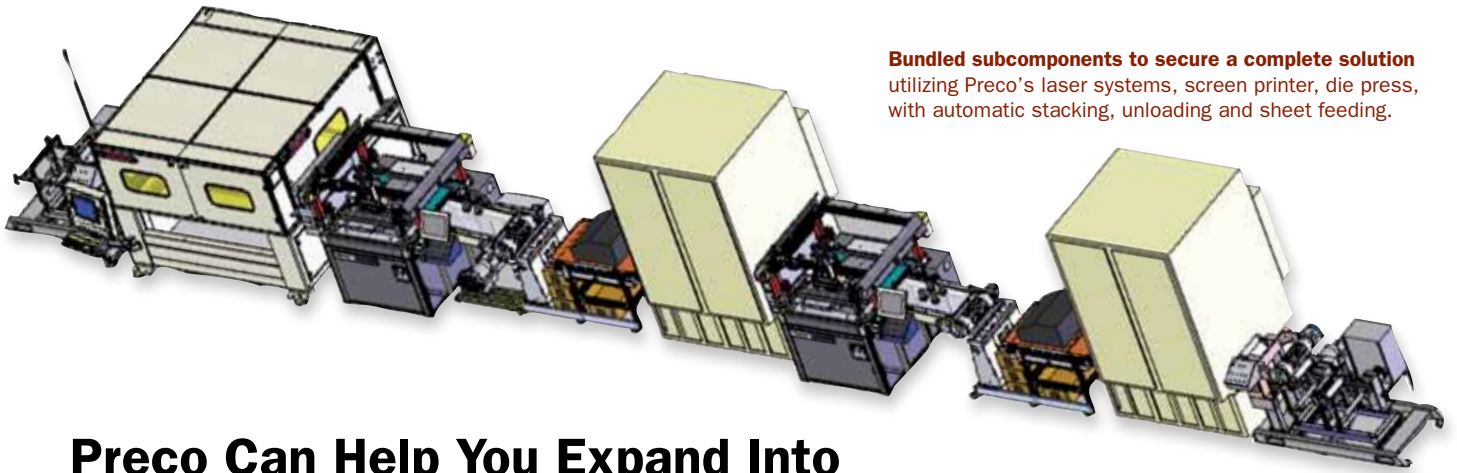
series is available in a small or large footprint and can process up to 1000 inches of material per minute. The Inspire series works especially well in processing acrylic signs, personalized cabinet door panels, wood inlays, large sheet graphics, architectural fabric designs, carpet, parachutes, sailboat sails and many other products. Adding a galvanometer to the system offers higher speeds for marking and cutting very large or multiple parts extremely fast, all in a single set up.

To view the exciting PGL line in operation, arrange to visit Preco's showroom

in Somerset, Wisconsin. For more information, contact your Preco sales representative, or call Arlene Zdrzil at our Wisconsin location, or visit [www.precogoldenlaser.com](http://www.precogoldenlaser.com)

## Have you signed up for *Performance* online?

Just e-mail us at [info@precoinc.com](mailto:info@precoinc.com) to receive the *Performance* newsletter digitally or to add or change names on our mailing list.



**Bundled subcomponents to secure a complete solution** utilizing Preco's laser systems, screen printer, die press, with automatic stacking, unloading and sheet feeding.

## Preco Can Help You Expand Into New Markets With a Full Range of Bundled Solutions

Historically, the “make or buy” decisions were straight forward and easy to calculate. Typically, our customers would purchase a specific machine or request contract service support for a process or a component. In today's tight capital market environment; however, Preco is taking a far more complete view of the overall customer requirement and business picture.

By working with Preco, a customer can pursue new high-speed processing technologies that incorporate multiple manufacturing operations, such as laser galvo cutting or rotary die cutting and turn that into lower manufacturing costs and faster turnaround. By using our in-house converting tools and techniques, a converter can secure services on a contract basis for as short as or as long as needed, all with minimal risk and little to no cash outlay for capital equipment. When capital is finally freed up for the project, the new equipment including the development effort is

seamlessly transferred from Preco to the customer.

“We can simplify our customer's procurement of complex applications by knowing more about the entire project and we can save both time and money for our customers,” says David Plourde, Senior Vice President. “The vast converting experience and equipment choices accumulated over the years provide Preco with the tools and talent needed to make it easy for our customers to become world class competitors with fast market entry, in control processes, and the best combination of equipment selections. Preco's one-stop shop, offers more comprehensive solutions that can reduce multiple suppliers, issues, and reduce overall cash outlay.”

Preco President and CEO Tim Burns concurs, as noted in an article in the August 2009 edition of *AMT News*. “We utilize what we call a bundled approach, meaning we focus on solving our

customers' problems and not just selling equipment,” he stated. “We put together all those diverse skills we have in both equipment and contract manufacturing services, which really sets us apart from the capabilities of our competitors.”

As you review a new program, consider including Preco in your evaluation process. Even if capital is not available today, our contract solutions will provide alternatives to gaining new business. Here's just a sample of the manufacturing processes and core technologies we can provide:

- Cutting
- Perforating
- Metal welding, heat treating, cladding
- Scoring
- Flatbed and rotary die cutting and laser/rotary die cutting
- Screen Printing
- Ablation
- Roll-to-roll material handling

# Delaying equipment purchases could jeopardize potential tax benefits in 2009!

There is still time in 2009—but not much—to take advantage of the tax benefits offered under the American Recovery and Reinvestment Act (ARRA). Section 179 allows companies to deduct much of the purchase price of qualifying equipment financed or purchased in 2009 from this year's profits. A Bonus Depreciation of 50% on **new** equipment is also available. The new equipment has to be installed and in service by 12/31/09, so call your Preco rep now if you want a tax break yet this year! There are some limits and restrictions—but you can find out more at [www.precoinc.com/arra](http://www.precoinc.com/arra)

In addition, Preco, Inc. has paired with PNC/National City Financing to offer customized financing options. Visit [www.precoinc.com/financing](http://www.precoinc.com/financing) for more information.

[www.precoinc.com](http://www.precoinc.com)

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