

Bringing Business to New Levels



Standard Register emerges as one of the nation's largest document management and printing companies following its recent acquisition of UARCO Incorporated. The company's future direction will have a positive, lasting impact on customers.



*Total Business Document Management. Business Forms.
Print-on-Demand. Electronic Information Systems and Imaging.*

At Standard Register, we've been
improving the performance of
organizations since 1912

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UpFront

Standard Register at your service! Now one of the largest printing companies in the United States following acquisition of UARCO Incorporated, Standard Register is taking paperwork simplification to a new level. *P.S. Magazine's* interview with Standard Register President and CEO Peter S. Redding reveals what's in store for the company and its larger customer base.

Worldwide distribution company, Ingram Micro, streamlined shipping operations and enhanced package tracking and customer service with a unique labeling and bar-coding solution provided by Standard Register.

Ground-breaking solutions can lead to record-breaking profits, especially through collaboration with the Standard Register team of experts. Automatic Data Processing, Inc. capitalized on this window of opportunity by implementing *See Thru Paper™* Window and passing the benefits on to customers via enhanced productivity.

Discover how the benefits of short-run, digital color printing can help your company prosper in the long run.



On the cover:

We've grown! Standard Register is bringing business to new levels, offering a comprehensive array of products, services and customer-friendly initiatives aimed at raising your company's bottom line.

2. News of Note

3. BookEnds

4. Bringing Business to New Levels

Standard Register acquired document management company UARCO Incorporated in December 1997, creating one of the nation's largest document management companies. *P.S. Magazine* sat down with Standard Register President and CEO Peter S. Redding to learn what you can expect in the way of products, services and support.

6. Uncommon Solutions for Common Problems

Worldwide distributor, Ingram Micro, streamlined shipping by consolidating information onto a single label at its new Millington, Tennessee distribution center. Standard Register's unique laser label and multiple bar-code reading system is solving a common problem.

8. A Window of Opportunity

Automatic Data Processing, Inc. (ADP) found a window of opportunity with Standard Register. Collaboration in implementing *See Thru Paper™* Window transformed ADP's in-house printing process. The product is destined to impact the document management and printing industry.

11. Short Run for the Money

Put your company in the black via a rainbow of color and a full spectrum of benefits using Standard Register's digital, color printing. Presenting the simple advantages of cost-effective, print-on-demand service.

14. Product Showcase

A review of the latest products from Standard Register.

Voice Mail that Gets Results

Poorly executed voice mail gets in the way of effective business communication. Ken Taylor, president of Decker Communications, says, "Many busy executives launch into stream of consciousness monologues without regard to the recipient. An effective voice mail includes a succinct subject, point of view, and desired benefit for the listener. The requested action is realistic, measurable and within a set time frame."

Taylor recommends the acronym "B.R.A.V.O.S." to help you develop a cogent message:

Brevity - Optimum voice mail should be 20-30 seconds pertaining to one subject. If your message extends over one minute, you should consider an alternative means of delivery.

Relevance - Always consider your audience and what information is relevant to them.

Appropriateness - Heavily detailed messages are more suitable for memos, the same goes for negative issues as well. They may be perceived as too harsh - particularly if the recipient replays it or forwards it to a third party. And don't abuse the 'urgent message' option!

Vocal Quality - Your vocal inflection accounts for 84 percent of your impact on the telephone. With that in mind, avoid the speakerphone with its 'tinny' audio clarity, and remember to vary your pitch and volume for vocal variety.

Organization - Take a few seconds to jot down your subject, point of view, action steps, and listener

benefits. Rambling messages weaken the content and waste time.

Specificity - Avoid vague expressions such as "ASAP" or "new projects," replacing them with specific identifiers, dates and times. Also be sure to spell out difficult names to ease understanding.

Remember the acronym B.R.A.V.O.S. to ensure that your voice mail gets results!

Generation X At Work

Generation X has been one of the most talked about and analyzed labor segments in recent years. After all, they are tomorrow's business leaders. Top hiring managers from the nation's largest companies were asked the following question: "What are the most important changes a business will have to make in order to attract skilled professionals from Generation X?" Managers were quick to answer, stating that to "Do Nothing" is not an option in the way GenXer's are recruited. Companies that offer special quality of life and career enrichment programs have already been successful at attracting younger talent. But how do you keep them? Overall, a corporate culture that encourages creativity and recognizes individual achievement will have the highest probability of retaining the twenty-something labor force.

Baby Boomers At the Supermarket

With the 76 million Baby Boomers moving through middle age, expect to see many

changes at your local grocery store, according to the Associated Food Dealers of Michigan. The biggest changes will be in the health and beauty section, with products designed to help us feel and look younger, such as post cosmetic surgery products, natural herb supplements, and expanded organic produce sections.

As you reach for your organically grown apple, don't be surprised to find a peel-off coupon for lunchmeat. Food marketers will be utilizing cross-selling strategies to align their products with healthy, popular fruits and vegetables. Co-branding for product launches will also be big, as companies increase their brand recognition with two famous names on the label.

Supermarkets are offering "gourmet-to-go" sections to take advantage of the Baby Boomer lifestyle.

Flexible Work

A recent survey just reported that more than half of the nation's largest employers now offer work-at-home or job-sharing arrangements. This report, published by Watson Wyatt states that "flex employees" feel that their personal productivity is far higher, while employers are beginning to see a productivity impact to the bottom line.

The flexible work arrangement enables an employee to better balance work and family responsibilities, while affording employers the necessary flexibility to better respond to business needs. This solution is most popular in communication and publishing, as well as in the electronics, computer and healthcare sectors.

Augustine's Travels

A World-Class Leader Looks at Life, Business, and What it Takes to Succeed at Both

By Norman R. Augustine,
Chairman, Lockheed Martin
Corporation

When a real-life rocket scientist turned CEO shares his hard-won advice on life and business, you might just want to pull up a chair and listen... "I want this book to help the reader deal with issues, make decisions, and solve problems... The time to come to terms with the issues raised here is right now. Not later, now. Because anyone who wants to be a business - and a personal success in the 21st century had better take full advantage of what little is left of the 20th."

Augustine's Travels, published by AMACOM, is both an armchair travel book and a life journey book, filled cover-to-cover with anecdotal wit and wisdom. Norman Augustine recently jetted around the world in eight days with other corporate CEO's as fellow tourists. This was part of a *Time Magazine* sponsored news tour to some of "the most troubled and therefore more interesting - spots on earth." Highlights include: dinner with Fidel Castro... "This was the first time in Cuba that Castro had ever worn a suit..." comments from a Russian worker in Moscow... "We pretend to work, they pretend to pay us..." and from a businessman in Bangalore, India... "software engineers in India make a starting salary of \$4,000 - \$5,000, and if we feed them vegetarian sandwiches, those kids will work all night."

But don't look for this book in the "Travel" section of your local bookstore or library. A more appropriate category might be "General Business" or "Business Philosophy," because Norman Augustine uses his lifetime of personal and professional experiences to share thoughts on leadership, ethics, competition, education, and Boy Scouts of America.

If you find yourself laughing out loud about some of the most serious business topics, don't be surprised. Augustine's style is both refreshingly honest and honestly funny as he takes you on a roller coaster ride of both heady successes and bloody defeats, using his own company as the corporate backdrop.

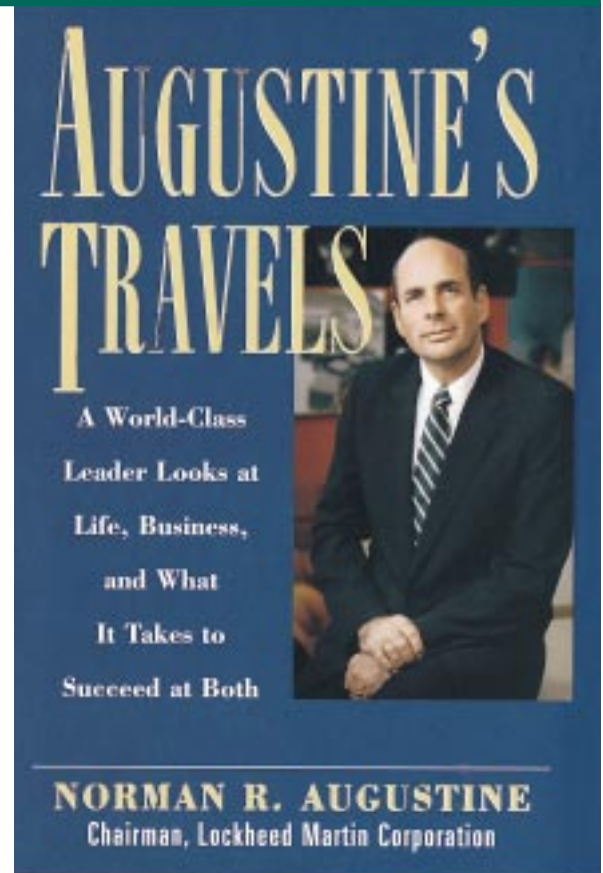
The book is divided into three major sections. In section one, Augustine gives us a new spin on some old values, such as ethics... "Knowing the difference between what you have a right to do and what is the right thing to do." He also shares his up-close and personal experiences working with some of the top corporate and military leaders of our time. Augustine has identified five vital components of superior leadership - inspiration, perseverance, courage, selflessness and the most important, integrity.

In the second part, "Management," Augustine takes us on a different kind of journey - actual first-person accounts of acquisition and reengineering experiences; some

pretty—some not so pretty. And of the key players; some nice—some not so nice. Augustine states that to be competitive today, there are only two kinds of companies... "*those that are changing, and those that are going out of business.*"

Part three focuses on quality of life issues and how business should take more of a proactive role in community and education. But Augustine is quick to point out that commitment starts with the individual, first and foremost.

Regardless of which book section you may find *Augustine's Travels* in, the book is a powerful ride and an inspired read.



Bringing Business to New Levels

Standard Register acquired document printer and competitor UARCO Incorporated in late 1997, creating one of the nation's largest document management and printing companies.

Common depth of industry experience and synergy between both companies' personnel, products and services



Peter S. Redding

positions Standard Register for future growth by complementing strategic efforts to become the recognized leader in the document management industry. This long-term strategy involves implementing best-in-class processes, becoming a low-cost provider and creating a superior, easy-to-use technology platform. Quite simply, conducting business with Standard Register will become easier through enhanced customer service, superior business practices and state-of-the-art manufacturing processes.

In this special *P.S. Magazine* interview, Standard Register President and CEO Peter S. Redding puts this philosophy into perspective while addressing customer inquiries following the acquisition of UARCO.

P.S. Magazine: With whom will former UARCO customers interface?

Redding:

That's a good question. All customers will continue to interface with the same sales representatives and experience enhanced service following the acquisition. Standard Register now has much wider market coverage in some cases, is a completely new vendor for existing customers. As a result of the acquisition, integration of company resources has established 77 regional offices and more than 1,000 offices nationwide. Our size has certainly increased, and the benefit to the customer is that Standard Register is now a national company operating locally, offering products and services in every major U.S. city.

Throughout the transition process, Standard Register is contacting these new customers, notifying them of service request changes and who to contact. We've made it as simple as possible by providing a toll-free number (1-800-333-7782) for customers to call for all their service needs. Additionally, owners of UARCO Business Systems products are receiving information regarding their service agreement transfers to



Imaging
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Plants

Standard Register. And, at the time of service agreement expiration, customers will receive new Standard Register service agreements in addition to information highlighting the benefits of Standard Register's Customer Support Center.

P.S. Magazine: How will the acquisition affect Standard Register products and services?

Redding:

Standard Register took a best-of-the-best approach when determining which products and services would go forward from the combined companies. All products and services



 Rotary Plants
 Stanfast Centers
 Pressure Sensitive

were evaluated to keep the best products, regardless of the company of origin.

Some of the businesses within Standard Register have doubled, increasing our capacity to serve more customers. The Business Products Group now offers 35,000 different business supply products, which has greatly increased the number of business supplies that we can offer our customers.

Standard Register has also expanded its Field Service Organization, establishing more than 400 support personnel at more than 135

Field Service Offices nationwide. Customers will experience improved service levels and faster response times.

P.S. Magazine: What changes can customers expect to see as Standard Register continues to evolve?

Redding:

Standard Register is now the fifth largest printer in the United States. It's important to understand that we are dedicated to providing a full-service experience. Our intent is not just printing, but to

initially analyze client business processes and determine the most efficient and cost effective methods of performing specific business operations involving forms and paperwork. Standard Register will continue to provide document warehousing, distribution and order-entry services via software to simplify and enhance customer service.

Customers will also benefit from Standard Register's full-service approach to printing by being able to use a single provider for business forms printing, print-on-demand services, commercial printing, direct-mail and fulfillment services, office supplies, and labels. In addition,

Standard Register's portfolio of workflow and electronic forms-related products and services will assist customers in streamlining their information flow.

P.S. Magazine: How will Standard Register continue to keep customers informed as the company evolves?

Redding:

Customer relations is certainly a vital business component. Given Standard Register's current and anticipated growth, we truly recognize now more than ever the need to make information easily available to all stakeholders, particularly customers. In addition to obtaining information through traditional channels such as company sales representatives, collateral materials and our web site (www.stdreg.com), customers may receive up-to-date information through a variety of Internet sites such as Yahoo Finance (www.quote.yahoo.com/q?s=SR&d=v1) and Business Wire (www.businesswire.com). Stock information at Yahoo Finance, for example, is updated every 20 minutes and company news appears at both sites immediately upon release.

We are fully dedicated to delighting our customers. Exceeding customer requirements through faster response times, attentive service and a desire to listen and understand says volumes about a company. It's a step in the right direction, and following the acquisition of UARCO, Standard Register is off and running.

Uncommon Solutions for Common Problems

Does this scenario sound familiar? You've got a package ready to address on your desk, with a sheet of laser labels ready to feed into your printer. Now you've been through this drill before, usually with a less than favorable outcome. First, you have to take your printer apart just to feed in the sheet of label stock, *then* your printer starts flashing those annoying error messages, because the paper won't feed properly. And once you get it to feed smoothly into your printer, it usually prints on the wrong side of paper, or if it does print on the right side by

some minor miracle, it comes out all smeary and cock-eyed. Been there? By this time the post office is about to close, so you take out your trusty pen and hand write the address on the label. Done that? That's a pretty common solution for a rather common problem.

What about a large-scale business application where you need an integrated labeling solution to streamline the high-volume shipping operations of a major distribution facility? Then, you're going to need an uncommon labeling solution for a common distribution problem.

Implementing uncommon solutions is simple with the help of Standard Register. Just ask Ingram Micro, the world's largest wholesale distributor of computer products - and growing.

Ingram Micro's significant growth resulted in the search for a solution capable of enhanced shipment tracking and compliance with its carrier's bar code requirements. Anticipating its new Millington, Tennessee distribution center would process a record number of orders requiring an unprecedented amount of labels, the company partnered

Ingram Micro Headquarters *Santa Ana, California*



with Standard Register in 1997 to implement a unique Integrated Labeling Solution within the distribution center. The solution is currently being implemented nationwide by Ingram Micro.

“Our rapid growth led to establishment of the Tennessee facility and evaluation of shipping processes with Standard Register’s help before bringing the distribution center on line,” says Ingram Micro Director, Operations Planning Dave Marcel. “Standard Register’s document management and systems team of specialists reviewed our operation and proposed a dynamic solution aimed at streamlining Ingram Micro shipping processes.”

Standard Register collaborated with Ingram Micro to consolidate shipping labels by transferring information from as many as seven labels onto a single label, eliminating confusion among customers and carriers.

The Standard Register solution also included the use of bar-codes that, at the request of Ingram Micro, include: Maxicode, the United Parcel Service proprietary bar code, variable bar code 128 used by Federal Express, and state-of-the-art bar code PDF417. This solution enables Ingram Micro computers to send text and multiple graphics, including customer logos, to laser printers. As a courtesy, the added information reminds shipping recipients from where and who they purchased an item.



“Improved information tracking via Standard Register’s bar-code printing system,” says Marcel, “will enhance Ingram Micro customer service and enable us to take delivery confirmation to a highly sophisticated level.”

Standard Register’s efforts have increased Ingram Micro’s efficiency and significantly reduced operating costs by channeling information to proper areas. “By merging Ingram Micro customer shipping information with a single label stock, Standard Register alleviated the distribution center’s need to retrieve data from multiple locations and significantly reduced the number of printers and

workstations in the shipping process,” says Karen Inman, Standard Register Document Management and Systems Division representative. Inman teamed with several Standard Register colleagues to develop and implement this uncommon solution.

Standard Register’s ability to analyze, identify and integrate elements within the shipping process increased Ingram Micro’s shipping speed and improved quality-assurance. “With the help of Standard Register,” says Marcel. “Ingram Micro is positioned to exceed customer expectations and easily manage increased shipping volume and future growth.”

A Window of Opportunity

Communicating with shareholders is a vital requirement of operating a public corporation. Quarterly reports, proxy statements, dividend checks, annual reports, special letters and other pieces of information for shareholders require first-class service and accurate processing. The legality of missing even one shareholder with any one of these important documents makes processing a truly critical part of conducting business.

More than 800 banks and brokers combined turn to Automatic Data Processing, Inc. (ADP) and its Investor Communication Services group for annual report and proxy statement distribution and voting, dividend check processing, quarterly reports and other shareholder communication services. These services are provided on behalf of 12,000 public corporations and 4,000 mutual funds. After all, a job so important requires a vendor with a reputation for excellence.

ADP Investor Communication Services (ADP ICS) of Edgewood, New York has been in the shareholder communications business for nearly 10 years, and the company is the definitive leader in investor communications, processing more than 90 percent of all regulatory

mailings in North America. Where do ADP experts turn when they need to manage the printing and unique document processing needs of the company's more than 850 clients? They turn to Standard Register, of course.



A few years ago, ADP Investor Communication Services recognized the need to improve efficiency and increase the speed of its StreetLink® Quarterly Report printing and finishing operations. Frequent document jams were just one of the concerns that slowed processing. Given the company's continued growth, its laser printing process, which used forms with transparent glassine patches glued into die cut envelopes, just wasn't as efficient as ADP needed. In just four years, the number of ADP StreetLink documents

processed annually had increased from five million to more than 35 million.

ADP first developed StreetLink as self-mailers with glassine window patches. However, both cut sheet and roll product laser printing were running below normal speeds because the glassine window patch jammed in the printers, a result of the uneven surface caused by the patches.

Additionally, documents stacked unevenly due to buildup of patches. In looking for processes to increase efficiency, the company approached Standard Register. Joseph Vicari, ADP director of product development, and Ken Silverstein, Standard Register account director, began discussing the idea of using transparent paper for the self-mailer window. When Silverstein shared the idea with the Standard Register engineering group, he found Standard Register poised to begin testing this exciting new concept. Fortunately, Standard Register had already conducted important foundational research.

ADP agreed to be the test site for this revolutionary product known as *See Thru Paper™* (STP) Window, and after a full year of testing and equipment development, ADP's patience and Standard Register's perseverance paid off. Standard Register had developed a see-through paper window by using crushed, transparent fibers as an inherent part of the document. According to



Left to Right: Joseph Vicari, ADP ICS Equipment Room Manager James B. Burke, Mary Ann Butera and Ken Silverstein.

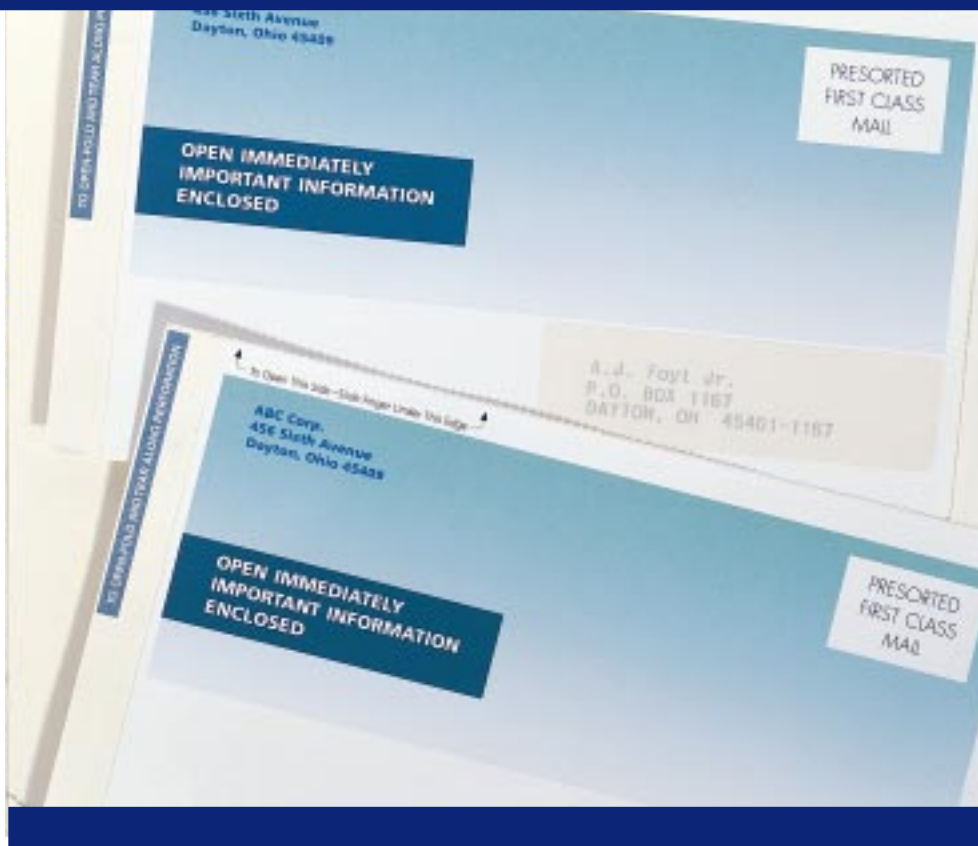
Vicari, ADP's relationship with Standard is a success. "The results have exceeded our expectations," Vicari says with a smile. "Laser printing and finishing is at least 30 percent faster with the STP Window system." ADP and its customers will continue benefiting from value-added service via STP technology.

STP Window allowed ADP to significantly enhance productivity and document handling efficiency. "Throughput has increased by 60 percent! And the paper needed for the new system takes 50 percent less space, saving material handling costs," says Vicari.

ADP uses the STP Window by laser printing directly only on one side of the mailer document with a mirrored font on the transparent window. The elimination of glue lines around the former glassine window patch also freed space on the document.

"By providing a smooth transition while significantly enhancing company operation and productivity, our new method became an important modernizing mechanism for ADP customers," adds Vicari. Today, via ADP, more than 800 publicly traded corporations use Standard Register's unique STP Window to communicate with shareholders. ADP ICS guarantees delivery within 72 hours after proof approval, in part, thanks to the ease of STP Window use.

Mary Ann Butera, ADP ICS senior vice president of sales and marketing adds, "Standard Register's commitment to make this process work helps us meet our commitment to our clients for a fast turnaround.



STP Window significantly improved our processing and reduced downtime caused by document jams. It's truly a breakthrough in technology and the mailing process every business should consider."

Silverstein proved instrumental in establishing Standard Register's priority development of STP Window. Through collaboration with ADP, Silverstein implemented a concept that will dramatically impact the printing and document management industry.

"Once Standard Register went to work on this idea, we knew it would be a tremendous asset for ADP and other high-volume customers," says Silverstein. "This new technology will eventually replace all glassine patch self-mailers, offering enhanced efficiency and ultimately tremendous

cost savings by maximizing productivity and minimizing material handling. We are very excited about STP Window's potential." ADP agrees.

Thanks in part to See Thru Paper™ Window, Automatic Data Processing, Inc. and its Investor Communication Services group (ADP ICS) is poised to enjoy another tremendous year of growth and added efficiency. ADP ICS intends to introduce the product to even more of its customers - customers that demand quality and guaranteed delivery.

Short Run for the Money

Message to Market

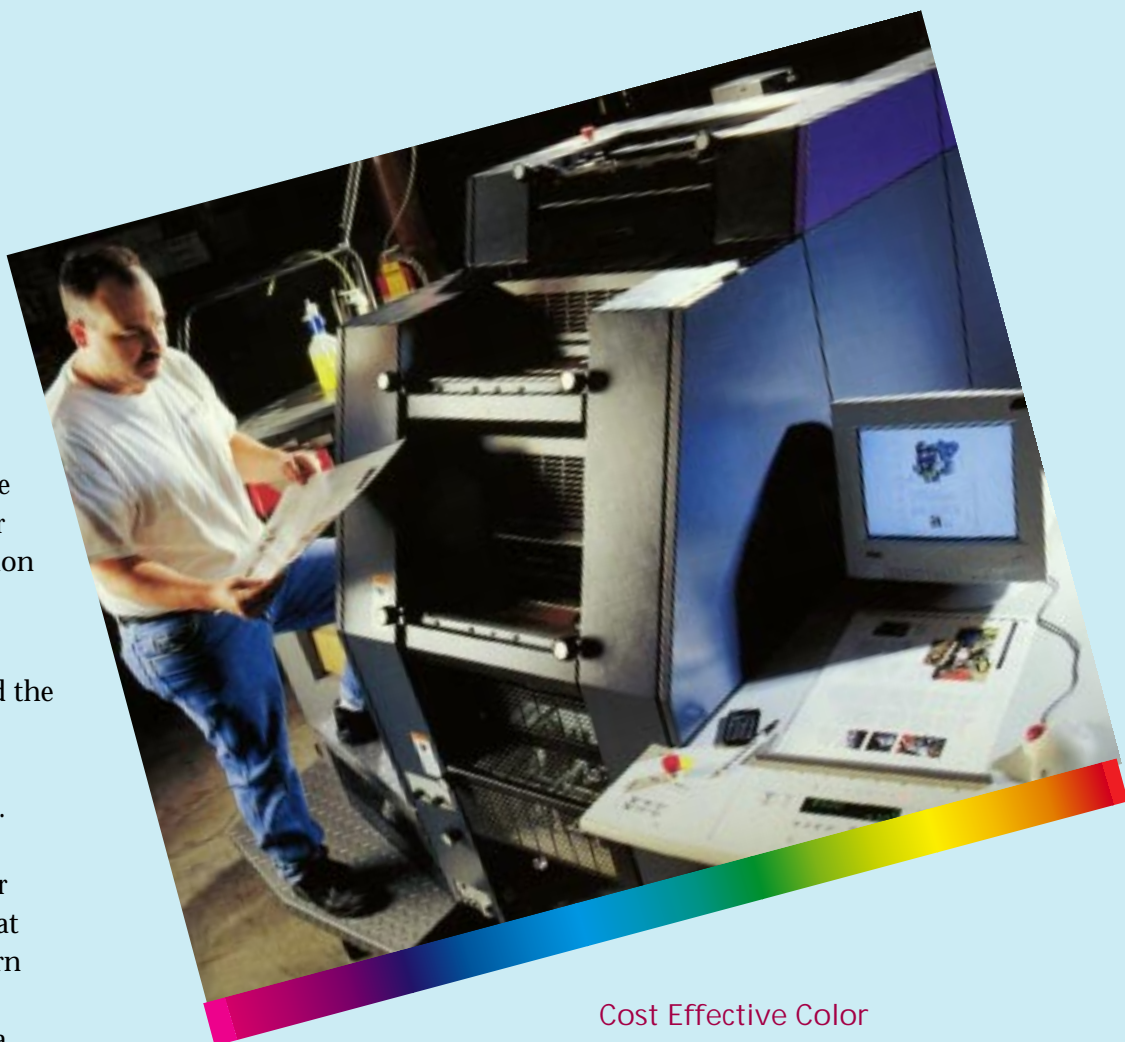
Let's face it. Sometimes the traditional printing process just can't keep pace with today's lightening-fast business demands. Ironically, we have created the technology to give us instant access to business information, but at the same time we are more dependent than ever on the prompt creation, production and distribution of paper-based documents.

Companies are looking toward the latest print technologies to help communicate their messages to customers faster than ever before. Just as important as getting your product to market, is getting your *message* to market. And today, that message has to deliver more return on investment from target marketing, which could include a whole market segment or a single individual.

Just-in-Time Solution

Thanks to the marriage of the printing press with the programming and database capabilities of the computer, a business can print exactly what it needs, when it needs it. This *just-in-time* solution goes by other names like *print-on-demand*, *short-run color*, or *digital color*, but regardless of what you call it - digital printing is redefining how businesses get messages to market.

The real excitement is the ability to print in color when you don't need thousands of copies, opening up the door to innovative communication opportunities.



For example, a company can now print customized collateral versions for each market segment, addressing each piece for mailing as part of the printing process. What's more, one-to-one marketing is now a cost-justified reality - with text and pictures printed specific to each individual customer.

Until a few years ago, however, the digital, *print-on-demand* approach was a solution just waiting in the wings for the appropriate cue. Today the business stage is set, with its relentless pursuit to increase market share, and drive waste and inefficiency out of every layer of the organization.

Cost Effective Color

In keeping with that streamlined philosophy, the digital print approach takes on a whole new color, so to speak. Color documents can now be printed in low quantities on an *as needed* basis. This single feature translates into multiple benefits that companies are just beginning to realize. First of all, money is saved because there are no associated inventory or waste costs. Think about it... If you print just what you need when you need it, warehouse and obsolescence costs are eliminated. Secondly, businesses can generate revenue through personalized direct-mail campaigns, taking full advantage of the new *one-to-one* marketing strategies. The

following benefits are common attributes of short-run digital color:

- *Time-sensitive*
- *Short run lengths*
- *Variable data/images*
- *Personalized marketing communications*
- *Event-driven customer communications*
- *Obsolescence eliminated*

Applications like sales presentations, proposals, brochures, newsletters, direct mail pieces, employee communications, product catalogs, manuals and directories, have all proven to be successful candidates for short-run, digital color printing.

The benefits of digital printing increase daily. Corporations can maximize their communication budget and production deadlines with just-in-time printing. Last minute editing from different departments ensures fresh information, relaxed deadlines and reduced inventory costs. Creative designers get a jump on the competition when they present multiple, high-quality concepts. Marketing strategists can zero in on their target audience with individualized mailings. The garden variety black and white or two-color document delivers more punch in full-color drama. And with fingertip access through high-speed telecommunication and the Internet, documents can be transmitted to multiple locations for distributed printing to meet local needs.

STANFAST® Your Single Source Solution

Stanfast is Standard Register's network of single-source print centers, utilizing the latest digital technology, along with traditional offset presses, to provide the full spectrum of black and white or color printing.

The following are Stanfast digital applications used across a variety of industries:

At-A-Glance Applications

- An international restaurant chain uses Stanfast to produce a full spectrum of materials such as variable print menus, full-color menu cards, tabletop materials, guest checks and internal employee communications and training materials.
- A leading auto manufacturer with an enviable problem, sold more popular trucks than it could immediately produce, turning to Stanfast to print a mini-poster (suitable for framing) personalized with "Built especially for..." and mailed it to all, of the manufacturer's anxious customers as an interim public relations strategy. It worked!
- An insurance company needed high-quality, full-color printing in one day to differentiate its proposals from a sea of competition, and it needed them in one day. Stanfast delivered!
- A financial institution needed to produce cost-effective customer newsletters in small quantities targeted to niche markets. Stanfast produced!

Dealer Profitability

The Carrier Corporation, manufacturer of Bryant Heating and Cooling Systems, has enjoyed a long tradition of building top-quality, home-comfort equipment. The success of the Bryant brand ultimately depends on 50 distributors across the U.S. who sell the Bryant HVAC line to independent Bryant dealers. To strengthen its local marketing strategy, Bryant turns to Stanfast for customized full color brochures in print runs of 300, for more than 900 participating dealers.

The four-page, four-color brochure is personalized with graphics and text options:

- Choice of front and back covers with dealer's name
- Dealer and local staff photos
- Personalized text
- Dealer's individual and/or seasonal product lines with graphic/text support
- Warranty block text

By enhancing their dealer's sales effort on the local level, Bryant benefits from increased profitability, heightened brand awareness and strengthened dealer relationships.

Long Run for the Money

Color digital printing is proving to be a cost-efficient option for short run applications. When businesses factor in obsolescence and inventory costs over the long run, a partnership with Standard Register's StanFast is a measurable return on investment, both today and in the future.



Bryant's advertising agency creates the templates and sends them directly to Stanfast as electronic files for customization and printing.

Americans Have Relied On Bryant Since 1904.

Bryant has been America's leading choice for indoor comfort since 1904. Through changing times and improving technology, Bryant is still meeting the comfort needs of families everywhere.

With a complete line of air conditioners, heat pumps, furnaces, hot coils, humidifiers, air cleaners, ventilators, thermostats and zoning systems, Bryant provides their dealers with everything they need to build a total indoor comfort system that meets the exact needs of your family.

Being comfortable is easy when you choose Bryant. The combination of proven, durable, energy-efficient home comfort equipment and the reliable, trusted service from your local Bryant dealer will help you enjoy worry-free comfort season after season.



**Call
Bryant
to the rescue**



**J.C. Mack
Heating & Cooling, Inc.**

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P.O. Box 70, Andersonville, IN 46016

Before purchasing any equipment, please consult your local Bryant dealer. Bryant is not responsible for any equipment not meeting the requirements of the National Fire Protection Association (NFPA) or the American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE).

Streamline your self-mailing process with a system that delivers!

The THERMOSEAL™ processing system simplifies your print-to-post process and enhances document security with the touch of a finger. Use ThermoSeal to fold and instantly seal documents directly from your laser printer for immediately mailing.

ThermoSeal's revolutionary heat and pressure process provides the best fiber-tear seal available on the market. This instant-seal process eliminates risk associated with normal, glue-based systems that jeopardize confidentiality and delay the print-to-post process while document seals dry. ThermoSeal is compatible with laser printer cleaning products that may otherwise prevent secure glue-based seals. ThermoSeal further maximizes security by reducing human "touch points," or manual handling, that occurs when loading and unloading separate systems and prepping documents by hand.

ThermoSeal's Model 810 MultiSealer, is capable of folding documents in multiple styles and formats and adapts to a variety of print run configurations, allowing for maximum office space and operating efficiency.

ThermoSeal's revolutionary heat and pressure process provides the best fiber-tear seal available on the market.



Integrate labels and forms with MatchWeb™ II

Pharmacies across the country have to meet many government regulations every time a prescription drug is filled. A label must clearly identify the contents, while a separate, printed sheet details potential drug interaction, side effects, and correct dosage information.

Catalog fulfillment operations depend on packing slips and return labels to efficiently streamline the order process for both the customer and distribution center alike.

These applications lend themselves to a Form/Label Combination, but first must solve the inherent problems of computer printing and handling this kind of construction. The traditional method of joining labels and forms uses a glue application which increases the thickness of the weld, causing printer jams or equipment damage. Thanks to Standard Register's patented construction that bonds Pressure Sensitive Labels to paper or other label materials, those problems have been minimized. What's more, the time-consuming process of matching labels and forms is no longer necessary due to this innovative single-ply construction.

Since MatchWeb II uses the facestock and adhesive from the label material to bond the materials together, thickness is reduced. This allows for smooth feeding through tight paper paths in a single pass, compatible with a wide range of laser and impact printers.

Other constructions, like those in which the label is created out of the form, are limited to a paper facestock with a permanent adhesive. MatchWeb II offers greater flexibility because it can be used with a wide variety of facestocks and adhesives for diverse applications.

Versatile Continuous MatchWeb II Applications:	
Application	Potential Documents
<i>Picking</i>	Picking/Packing List and Shipping Labels
<i>Work-In Progress (WIP)</i>	Shipping and Rating Plates Labels
<i>Pharmacy</i>	Drug Interaction Information and Prescription Labels
<i>Laboratory</i>	Lab Reporting Form and Test Tube Labels
<i>Energy Guide Requirements</i>	WIP and Energy Guide Labels

Patient LinkUp® - your one-stop hospital admissions shop

Simplify and speed up the hospital admissions process with Patient LinkUp, a Standard Register document management solution that offers up to five simultaneous printing procedures; ideal for generating hospital admissions kits. At the touch of a button, Patient LinkUp prints collated patient admitting, billing and identification documents including laser labels and wristbands.

Use Patient LinkUp to customize forms and retrieve data directly from any hospital information system for inclusion on all printed documents. Bar codes may also be printed through Patient LinkUp, enabling vastly more efficient patient documentation and tracking, data collection and document archiving.

Each document generated through Patient LinkUp may be designated to a specific printer tray, optimizing printer output for card stock, bond, carbonless papers and laser wristband label sheets.

As an intelligent printing document automation tool, Patient LinkUp eliminates the need for preprinted admission forms and minimizes inefficiencies commonly associated with embossed patient cards systems.

Patients will receive enhance service through a swift, accurate hospital admissions process.



Automate your document routing, saving time and money by sending information to printers enterprise-wide with Standard Register's new networked version of Patient LinkUp.

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Standard Register is the industry leader in document management and production. Working together with organizations in healthcare, financial and general business markets, Standard Register offers a full spectrum of technology-based services to transition businesses from paper to electronic documents, combat fraud and streamline document production. We are on the cutting edge with digital color printing nationwide and we even have associates in over 29 countries to meet customers' global needs.

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