



Press Release

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For Immediate Release

Three Coating Material Suppliers Partner With Tailored Solutions Label Traxx[®]

Milwaukee, WI, *May 2007*—Three coating material suppliers—Acucote, Technicote, and Spinnaker Coatings—have partnered with Tailored Solutions to interface with Label Traxx, the popular print business management system for flexographic label printers and converters. Customers of these suppliers can connect securely and reliably through their Label Traxx software to place orders. In partnering with Tailored Solutions, Acucote, Technicote, and Spinnaker Coatings join roll stock vendors Fasson, Green Bay Packaging, MACtac, and UPM Raflatac, all of which permit ordering via Label Traxx. In addition to entering orders quickly and reliably, Label Traxx users can check shipment status, manage inventory, and automatically receive order details from the vendors.

Since its introduction by Tailored Solutions in 2006, the ability to automatically enter and monitor consumable supply orders has proven to be one of the most popular features of Label Traxx software. Label printers exhibit unqualified enthusiasm about their new-found ability to streamline their operations. Here is what just a few Label Traxx users have to say about the concept:

“My job is so much easier today than it was a few months ago, I can hardly believe it. I have it set up with Fasson, Green Bay Packaging, MACtac, Raflatac and Spinnaker, and use it with Green Bay Packaging almost every day. Just push the button, and the order is complete. And receiving orders is just as simple. I love it.”—*Steve Smith, Production Assistant, Spectragraphics, Lenexa, Kansas.*

“We use automatic ordering in Label Traxx with Fasson and other suppliers. It takes the human factor, and all the resulting errors, out of the equation. It beats ordering over the phone hands down. Everything is automatic, including the confirmation. And if we make a mistake, we can correct it when we look at the order confirmation.”—*Eric Jones, General Manager, The Label Company, Santa Ana, California.*

“We were one of the test sites for automatic ordering. We use it with MACtac and Fasson, and would use it with more suppliers if they partner with Label Traxx. I figure it saves me up to an hour and a half a day on the phone—and our orders are essentially error-free.”—*Jim Palamides, General Manager, American Label, Salt Lake City, Utah.*

“It saves us a great deal of time, just in not having to run back and forth to the fax machine and wait for faxed order confirmations. Now, we just enter the order, double check it, and hit Send. It is simple!”—*Dave Marose, Material Purchasing, Nev’s Ink, Waukesha, Wisconsin.*

Tailored Solutions provides automated job management software for the printing industry. The company was formed in 1993 by Ken Meinhardt and David Porter, both of whom remain active in the business. Tailored Solutions offers two versions of its powerful job tracking software—Label Traxx™ for flexographic narrow web converters and printers, and Litho Traxx™ for sheetfed lithographic printers and prepress trade shops. All Tailored Solutions software is designed for use on both Macintosh and Windows platforms. Tailored Solutions is located in Milwaukee, Wisconsin, and may be reached at 414-774-9997 or www.tailored.com.

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