

January 2019

LMT Insider

WHAT'S NEW AT LMT

LASER MARKING TECHNOLOGIES ANNOUNCES NEW FL OFFICE FACILITY

Laser Marking Technologies, LLC (Caro, MI USA) is one of the leading suppliers of American-made Industrial Laser Marking and Welding Systems.

LMT is proud to announce their new Sarasota, FL office with a state-of-the-art Applications Lab, Training and Demonstration facility. The new office is centrally and strategically located in Sarasota, Florida, which is near two major airports: Tampa International Airport (TPA) and Sarasota-Bradenton International Airport (SRQ). The area also offers customers the opportunity to spend their personal time on the beautiful gulf coast of Florida, enjoying some of the world's best beaches, fishing and golf courses.

"Accelerated company growth and a strong customer base in the Southeast, combined with the ever-increasing demand for laser

demonstrations, advanced

support and a full applications lab to bring our customers ideas to light; the Sarasota location was an easy decision. After three years of research and working with the local Economic Development Commission we found the best fit for increasing LMT's footprint in the southeast was opening an office in Sarasota, Florida. Our direct mission is to continue to expand our footprint throughout the US and Northwestern Europe. We are actively working on multiple locations to cover these areas to ensure our customers have peace of mind knowing that we are there for them at every stage." said Sam Palmeter, President of Engineering and New Product Development.

If you are in the Southeast area, please be sure to contact Laser Marking Technologies, LLC at their Florida facility:

Laser Marking Technologies, LLC.

(Applications, Sales, Service, and Advanced Training)

1748 Independence Blvd. F1 • Sarasota FL 34234 • Tel: 866.799.0199

Email sales@lmtgrp.com

LASER MARKING
TECHNOLOGIES
EXPANDS TO
SARASOTA, FL



**COME SEE US
AT OUR
NEXT SHOW!**



January 21st – 22nd, 2019

Laser Marking Technologies will be in Las Vegas, NV for the Shot Show: Supplier Showcase.

Stop by our booth# S 1807 where we will be featuring our Cobalt Marksman series laser marking system.

PRODUCT SPOTLIGHT

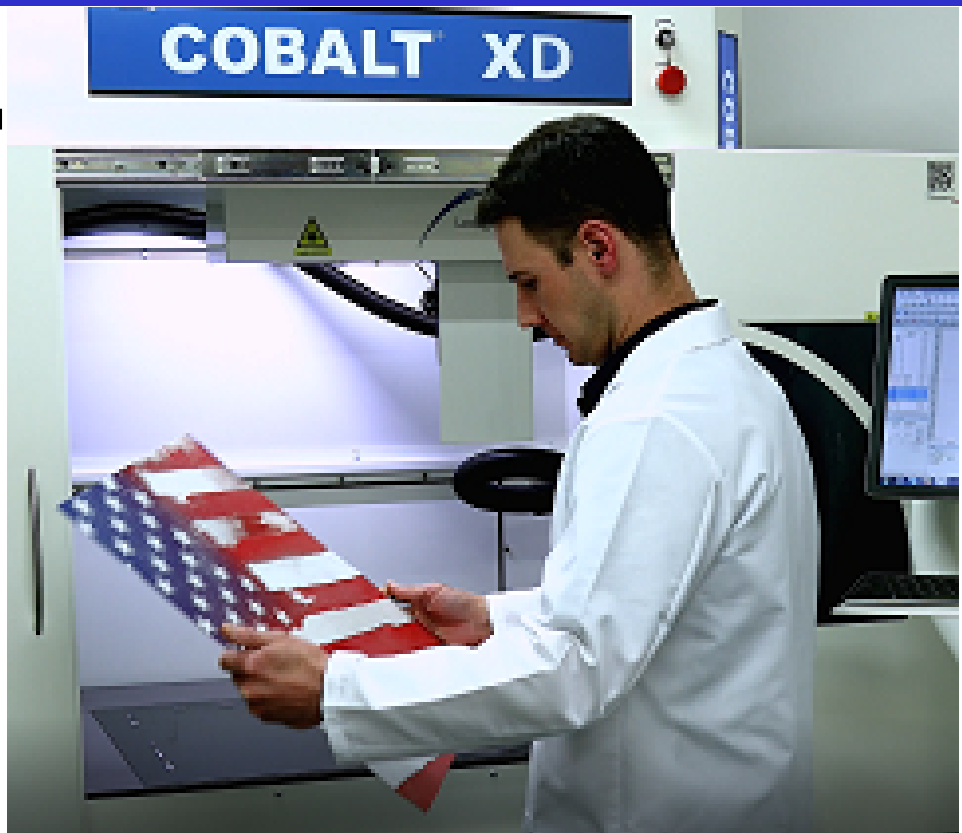
THE COBALT XD

One of the newest products in our standard marking systems line-up was developed to provide large area marking (20" x 20") without moving the scan head or the part. The Cobalt XD uses advanced "dynamic focusing optics" to accomplish an increased marking field and eliminating the need for X/Y stages and complicated tiling algorithms.

According to Sam Palmeter, President of Engineering and New Product Development; "The advantage of this system over a

"THE NEW COBALT XD PROVIDES A LARGE MARKING AREA OF 20" X 20" WITHOUT ANY MOVEMENT OF THE SCANHEAD"

traditional X-Y Gantry style machine is to seamlessly mark a larger field. More importantly, it is much easier to program. It also provides a dramatic decrease in cycle time and it's much easier to tile and mark large graphics. With traditional X-Y systems, you must mark a section, mechanically move the head or material and then mark again. This process must be repeated until you have marked



across your entire area. Not only does this make it more difficult for the operator to program in the software, but it also makes it more complicated. The operator is also unable to meet cycle time requirements due to the slow speed of the mechanical motion. The XD can process the entire area without having to

"tile mark". This greatly speeds up the process and eliminates commonly occurring gaps in the final image."

Ty Brock, Senior Electrical/Optical Engineer notes that "the future target for the marking envelope is 24" x 24" and to incorporate a third dimension into the process area to allow for stereolithography across the entire field."



Additionally, proprietary optical combinations allow for significant marking depth to be achieved. Months of testing and optical configurations have resulted in a truly unique large area marking system in a time-tested cabinet design. Add in our three-year warranty, the ability to equip the system with up to 200W's of power and an advanced software package and you can see why we were so excited to debut this system at IMTS'18 .

GET TO KNOW US!

As LMT continues to grow, new opportunities to add to our knowledgeable staff keep presenting themselves. This was the case recently with one of our newest hires. To keep pace with the significant increase in system sales and install base, the need for an Inside Sales Coordinator became a high priority and the search was on. That search resulted in the hiring of Doug Gainor. I am sure that many of you can already testify to Doug's excellent customer focus. He has an extensive background in direct sales and day-to-day management of sales related activities. He has already proven to be instrumental in our continuing growth.

1. What attracted you to laser technology and LMT? "One of the main reasons I was attracted to LMT was the variety of welcoming personalities that work here and the environment that is created by them. It feels like a big family. Another reason is I really wanted to be part of a growing local technological business. LMT has grown significantly over the years and has customers around the world and that really impressed me. Also, lasers are just so cool! Who wouldn't want to come to work every day doing things that they enjoy."

2. What were your initial impressions of the laser marking industry? "In the beginning I was amazed at the wide array of applications that lasers have. Just as impressive and even more exciting is the new products and options that LMT currently has to offer."

3. What is your role at LMT? "I am currently the Inside Sales Coordinator. I facilitate the sales team by managing schedules, creating customized quotes/documents and communicating relevant information between sales, production, and engineering. I have found that effective communication is a highly useful tool that creates satisfied customers and employees which helps the business grow."

4. How do you fill your spare time after work? "I like to spend my time with my wife Michelle and our bulldog Walter, but I am also an avid outdoorsman. One of the things that I normally do not talk about, but am proud to be associated with is a local community garden and food pantry that I donate my time to. The garden and pantry then provide families with fresh fruits, vegetables, and other healthy choices that they may not otherwise have had access to."



DOUGLAS GAINOR
Inside Sales Coordinator

CALENDAR

MARCH 28TH - 30TH

NPM Show • Irving, TX

APRIL 8TH - 11TH

Automate • Chicago IL

MAY 14TH - 16TH

Eastec • Springfield, MA

Meet our Sales/Applications Team



RICK WEISBARTH

President of Sales and Industrial Development



JOE BAKER

Sr. Applications Engineers/ Sales



YANNIK HUPEL

European Sales / Support



BRADY SECORD

Jr. Applications