



2002

# Technology Trends

## AIGNER INDEX, INC.

### Label Holders Don't Cost — They Pay

#### They Pay You in Time Saved — Over and Over

Insertable Plastic Label Holders, Magnetic Card Holders and Erasable Magnetic Tags offer a quick and easy means of changing a label. Simply remark the label and insert into the label holder to change a designation or location. This cost saving system has been around for decades according to industry leader Aigner Index who pioneered the insertable feature in the 1950s.

#### Organization is the First Priority

Every efficient storage facility must know where everything is all the time. This would be much easier to accomplish if products and locations did not change, but they do, and that's when problems develop. Label Holders are a management tool that helps solve these problems.

#### Cost Justification is Easy

Whatever the initial investment is for a label holder system, it has been well-documented that the payback in materials, labor and overall efficiency, will be justified by:

- Ease of normal label changes
- Cost savings of 50 percent in materials eliminating, expensive, hard to remove self-adhesive labels
- percent minimum savings in labor to apply and remove self-adhesive labels with no more shelf clean up time.

#### Protecting Bar Codes is an Absolute Must

Most storage and distribution facilities either use an automated bar coded inventory system or expect to in the near future. Bar codes must be protected from dirt and moisture to prevent an inaccurate scan. This, obviously, would create a major inventory discrepancy or possibly a lost customer. A clear, plastic label holder with a matte, non-glare, finish ensures scanning compatibility and protects the bar code.

#### Print Professional and Cost Effective Labels In-House

Additional savings can be accomplished by utilizing standard or optional pre-perforated, 8-1/2" x 11" Laser/Ink Jet Compatible Insert Sheets. These are supplied with simple printing instructions in a standard word processing format and are available for most label holder sizes from the manufacturer. Print neat and pro-

fessional labels well in advance or on an "as needed" basis at virtually no expense, in house.

#### A Label Holder for Every Application

Years of consumer demand for new product development have resulted in a wide selection of Label Holders — each designed to solve a specific labeling problem.



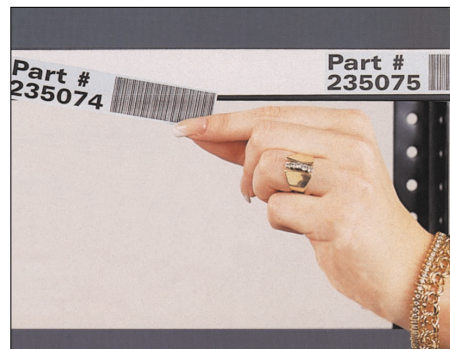
Bin•Buddy's™ label holder.



Bin•Buddy's™ label holder for totes.



Hol•Dex™.



Slip•Strip™ label holder system.

- Aisles — Insertable label holders mounted on the face of racks or shelving uprights and ceiling hung signs start the warehouse mapping process.
- Pallet Racks - 3" x 5" or 4" x 6" side or top loading insertable label holders, preferably bar code compatible like Aigner's popular "Superscan" design are the most popular choice.
- Wire Mesh Decking — If the waterfall limits your labeling capabilities,

Aigner's "Adapt-A-Strip" snaps on to the exposed #4 wire to quickly create a labeling solution.

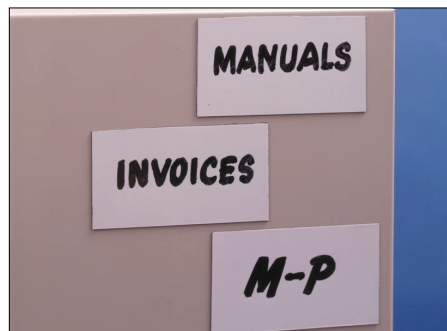
- Wire Shelving — This application certainly was the #1 labeling problem of the 1990s but since solved Aigner's snap-on "Wire-Rac" label holders. They install easily, have a clear window that protects the label and are bar code compatible.
- Steel Shelving & Flow Rack — The



Superscan™.



Wire•Rac label holders.



Write•On Magnetic Tags.

largest selection of styles, colors, and sizes available in a wide range of prices. No product has out performed Aigner's original "Hol-Dex" for this application. After more than 50 years of market exposure "Hol-Dex" remains Aigner's most popular style.

- Retail Shelving — Retailers change bar code labels and prices frequently and prefer a bottom loading design that also accommodates Point of Purchase messages. Aigner's "Slip•Strip" label holder system was developed specifically for this application and is available in a "clip-on" design for shelf channels or a self-adhesive style for flat surfaces.
- Plastic Bins & Totes — Aigner's "Bin•Buddy's"™ label holder features a new space age adhesive

system, which will permanently adhere to any plastic — a "new" solution to an age-old problem.

#### Backing Options Complete the Decision-Making Process

Look for a time tested Self-Adhesive backing for the most permanent and lowest cost application. Keep in mind that the label holder's insertable feature allows for easy label relocation. Magnets, in a wide range of sizes and strengths, increase the versatility of a label holder system, but at a higher cost than self-adhesive. Hook & Loop Fasteners such as "VELCRO" are more aggressive than magnets, work well on non-metallic surfaces, but again, significantly increase the cost. Finally, for any relatively high volume application a custom made snap-on extrusion may be the best solution.

#### Custom Sizing

Custom Sizing can be a major benefit to the end user. Why pay for a longer than necessary standard length when most label holders can be fabricated to the exact length required — at less cost — in both materials and labor? The height (or width) dimensions are generally restricted to standard sizes due to the high cost of extrusion dies {tooling} along with high minimum run quantities. It makes a whole lot more sense to change the label size rather than to create a new holder.

#### Return on Investment

This is what it's all about. At what point does your investment in label holders start to pay monetary returns? Calculate the total savings in time and materials and consider the contribution to productivity from an overall better working environment. The results of case studies performed with major retailers confirm that the return on your initial investment will occur within a 12-month period.

#### Where Do We Buy Label Holders?

Find them in most National Industrial Supply Catalogs and at over 2000 material handling dealers nationwide. For further information, contact AIGNER INDEX at:

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