

Welcome to the first edition of the ID Mail newsletter! We've been busy over the past year and wanted to keep you informed about some of our highlights. Take a few minutes and see what's new at ID Mail.

In our first edition, read about.....

- Introduction of space saving, TL3 tri-level bins
- Award of multi-unit contract with Deutsche Post Global Mail for processing automation
- Debut of two in-line, real-time options for the Dispatcher: a weigh-in-motion and labeling
- Award of multi-unit contract with Royal Mail to supply mail automation solution

TL3 Bins for Dispatcher Enhance Space Usage

Introduced at the Fall 2002 National Postal Forum in Boston, the tri-level TL3 bins provide an alternative to the single-level SL4 bins. Because the bins are in a "three high" arrangement, TL3s provide efficient space usage for customers with floor plan limitations. This floor space advantage is especially critical in urban locations with high square-foot costs. The TL3s also provide more bins in less space than single-level versions, allowing up to 150 bins to be configured with a single Dispatcher. And with more bins comes the time-saving benefit of performing the final sortation on the mail's first pass down the machine. These so-called "quick kills" reduce the total processing time by minimizing the number of mailpieces that must be processed during a subsequent pass.



Dispatcher with TL3 bins

The TL3s feature a number of innovations for mixed-mail sorting, including a monitor on each bin to detect half-full and completely full conditions. A flashing red light indicates half-full while solid red signifies completely full. One person can both feed and sweep the system because a re-start

button near the top of each bin section allows a jam to be cleared in the bins and the system re-started without walking back to the front of the system. To show the intended bin contents, an optional LCD display is available. When used in a USPS presort environment, the display would typically show the Zip codes going to that bin, while in international mailing operations, the display might show the bin's assigned destination country.

Deutsche Post Global Mail Signs Multi-Dispatcher Deal with ID Mail Systems

In February 2003, ID Mail signed a multi-site automation contract with Deutsche Post Global Mail (DPGM). The contract was for the placement of Dispatcher mixed-mail sorters at the DPGM processing centers in the U.S. and Western Europe. Each Dispatcher is required to sort a mixture of letters, flats and overnight packages, with some locations also required to sort polywrapped magazines and journals.

A division of Deutsche Post, DPGM sought ID Mail's automation expertise to automate its sorting operations and reduce operating costs. Until installation of the Dispatchers, the overwhelming majority of the DPGM mail was hand-sorted. After fully integrating the units, DPGM has seen hand-sorting labor drastically reduced with corresponding reductions in per piece and overall operating costs.

Because the DPGM mail is destined for international locations, weight is a critical parameter for its shipment by air. To capture individual and cumulative mail piece weights, each Dispatcher is configured with a weigh-in-motion scale, with captured weights passed to the DPGM accounting/manifesting system for reporting and billing purposes. Each processing center is also equipped with

an Interface system to provide the necessary job opening and closing functions, as well as the link to the DPGM accounting system. A labeler is also provided with each system so labels can be applied to polywrap items, allowing the required print to be applied to each piece. Each Dispatcher is configured with a minimum of 40 bins, which allows individual countries or groups of countries (zones) to be sorted in a single pass of the mail.

Weighing & Labeling Options Introduced

To fully realize the potential of the Dispatcher in mixed-mail applications, two important real-time options were introduced in late 2002, a weigh-in-motion scale and an in-line labeler. The scale allows individual mail pieces to be accurately weighed as they pass across the Dispatcher's transport at full operating speed, so throughput is not effected. The scale is highly accurate, measuring items to within $\pm 0.5g$ of their actual weight. The captured weights are passed to the Dispatcher's command/control system for temporary storage. From the command/control system, the weight information is suitable for downloading to the customer's billing or accounting system where it can be reported by item, by country, by zone or by bin. With the addition of the weigh-in-motion scale, the Dispatcher is adaptable to a variety of applications, including USPS manifesting, international mailing and postal authority revenue protection.

ID Mail's in-line labeler is an important option to the Dispatcher for customers printing information onto a mail piece with little clear area or for those items constructed of glossy stock. During processing, labels are applied while the Dispatcher is operating at full speed so throughput is not effected. The label provides a printable area for applying indicia, outgoing addresses or a variety of barcoded information, including USPS POSTNET barcodes. The label can be applied to any point on the mail piece face, with the required information printed by the downstream inkjet printer in either color or black. The labeler is integrated with the Dispatcher, providing on-screen messages about issues such as system readiness, faults regarding label application and alerts for items such as low labels.

ID Mail Chosen for Royal Mail Automation

Royal Mail was faced with a dilemma. How could it automate the collection of weight, format and destination information for billing, while simultaneously sorting items by format? Not only that, but Royal Mail also had to deal with a range of items that were not suitable for automation. Like other customers with mail automation issues, Royal Mail chose ID Mail for its ability to provide an innovative solution.

ID Mail relied on its workhorse, the Dispatcher, to provide the nucleus of the solution. Configured with length, height and thickness measurement options as well as an in-line scale for determining item weights, the Dispatcher determines an item's format as it travels along the transport. And with its large 8" field-of-view OCR system, it simultaneously determines their destination country for billing purposes. The items are then sorted to the appropriate bin according to determined format.

But what could be done about those items unsuited for automation? Because no current product had the right mix of features, ID Mail called on its penchant for innovation and developed the Manual Mail Workstation (MMW). A semi-automated, PC-based solution, the MMW is composed of a scale, size template and barcode scanner, with software to record the data. The MMW determines the weight, dimensions, destination and other pertinent data for each piece at the rate of several hundred per hour.

To tie the solution together, ID Mail developed the Production Management System or PMS. To begin the process, an account is created by downloading customer information to PMS from a web site. Once the account is created, the PMS performs a host of tasks, including the capture of billing information from the Dispatcher and MMW, the creation and distribution of jobs and the setting of service levels. Following completion of the mailing, billing information is downloaded from the PMS back to the web site where customers can view detail related to their mailings, including the number of items processed, listed by format and by country.

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