



### To Our Channel Partners & Potential New Distribution Partners:

As we start 2010, everyone at ITW Thermal Films is proud to be recognized by Business Solutions magazine's VAR subscribers as one of the **BEST CHANNEL VENDORS**. We believe this award, along with our commitment to providing our customers with unique products and industry benchmarking solutions are keys to our success. To that end, the following are some programs, changes and product enhancements we've implemented on behalf of our industry partners.



### Thermal Transfer Ribbons for Fresh Fruit, Produce and Direct Food Contact Labeling

We offer a full range of **PrintheadSaver® thermal transfer ribbon products** for flat head and near edge technology printers, and in 2009, further expanded our reach by receiving recognition and authorization for use of our **B220** resin enhanced wax, **B112**, **B121**, **B128** and **P110** wax/resin ribbons in fresh produce and food contact label applications that may or will have direct food contact.

[Contact us today to learn more.](#)



### Extreme Solutions™

**Extreme Solutions™** is ITW Thermal Films revolutionary new online tool that allows you to quickly and easily find the thermal transfer ribbon/label combination for your specific barcoding printing application.

[Contact us today to learn more.](#)



### Premier Customer Service

We measure our customer service with a key performance objective - "**Do you get the answer you need the first time you call?**" Our customers depend on our knowledge, experience and ability to provide them with innovative product solutions and services that can be readily adapted to the markets they serve.

[Contact us today to learn more.](#)



### Sustainability Initiatives

ITW Thermal Films believes in being a good corporate citizen, employer and business partner, and has instituted a number of proactive sustainability initiatives in order to protect the environment, reduce our carbon footprint and save costs. For more information, [click here](#).



### Recent ITW Foils and Thermal Films Group News

**ITW Imagedata**, a global manufacturer of consumables for the card industry that specializes in the supply of dye sublimation ribbons, security foils and specialty coatings, was recently acquired by ITW and will be part of the worldwide ITW Foils and Thermal Films Group. To learn more, [click here](#).



### Thank You for Your Continued Support

**ITW Thermal Films** is your right partner, with the right products and solutions to help you reach new markets and grow your business.

We look forward to working together with you in 2010, and helping your organization grow and compete effectively and profitably in the thermal transfer ribbon marketplace. Thank you for your continued support!

Sincerely,

Pete Gallette  
General Manager  
ITW Thermal Films

For more information visit our website at  
[www.itwthermalfilms.com](http://www.itwthermalfilms.com)