Twintec Connects with TherMark's Industrial Marking Process

VERTICAL:
Industrial Manufacturer
— Multi-Tube Solutions

REGION:
U.S.A – Northwest

PRODUCT:
LMM 14 Black

SURFACE:
Stainless Steel

CUSTOMER:
Twintec, Inc.
— Chris Burrows, President

The Challenge: Consistently Producing High-Contrast Marks

As President at Twintec, Inc. in Kent, Wash., Chris Burrows was all too familiar with the challenges associated with marking industrial products and parts. Boasting the largest selection of multiple tube connectors, Twintec must mark a voluminous inventory of connectors on a consistent basis. Twintec needed durable, high-contrast markings for part identification numbers, contact information such as the company's Web site address, the corporate branded logo, manufacturing codes, and assembly information on its products made from stainless steel.

"Twintec parts are used in industrial automation equipment across the country, anything from cow-milking machines to pharmaceutical equipment," said Burrows. "We realized the importance of industrial marking years ago, not just from a branding perspective, but from the real need to be able to identify and trace parts for quality assurance while providing pertinent information to our customers that directly affects the performance of our products, especially for any equipment maintenance or replacement issues occurring after the initial sale."

In addition, Twintec required marking material that was easy to apply with minimal training, possessed good storage properties and offered trouble-free clean-up.

The Answer: TherMark's LMM 14 Black Laser Marking Material

What Burrows needed was a marking process that included laser marking materials (or inks) that worked with a CO_2 laser to consistently produce the highest quality marks on stainless steel, regardless of the size of the part or the number of items in production. And, he found what he needed – and more – with TherMark's leading laser bonding technology, using LMM 14 Black laser marking material in an aerosol format.

Unlike other laser marking processes on the market, TherMark's products are specially engineered for laser marking images and text on a variety of surfaces, including metals such as stainless steel. The products are scientifically formulated to make a permanent, chemical bond to the surface, without compromising or damaging the metal.

“It’s counterproductive to have to devote a lot of ‘man hours’ into the industrial marking process, whether it’s trying to locate compatible products or learning yet another new laser marking method,” said Burrows. “Our applications are typically the same. We just need to be able to quickly, easily and cost-effectively mark every one of our products – the right way, permanently, every time.”

Twintec applies TherMark’s LMM 14 Black ink using a 25-watt CO_2 laser running 2-5 inches per second at a 90 to 95 percent power level.

The Result: Meeting and Exceeding Laser Marking Needs

“Previous marking materials we used needed dilution with hard-to-find solvents and resulted in inconsistent marking,” said Burrows. “Those marking products also demanded a high skill level to use, were difficult to apply and had poor shelf life.”

However, since incorporating the use of TherMark’s LMM 14 Black marking material, Twintec has received positive accolades from customers and end users. Everyone has been pleased with the durability, resolution and high contrast of the marks.

Additionally, the use of TherMark’s laser marking materials has expanded the traditional marking capabilities of Twintec’s laser. The laser that Twintec employs is a less expensive, CO_2 type. So, the company has been able to use a lower power laser to make permanent, high quality, industrial grade marks on metal by incorporating TherMark materials into its laser marking process.

“Our industrial marking process literally costs pennies per application now,” Burrows said. “What one person was able to mark in an hour, now only takes 5 minutes or less. The cost savings Twintec has experienced in staff hours and quality control alone are significant.”

TherMark is meeting all of Twintec’s requirements very well. “We are not only getting consistent results for stainless steel, but also now have the ability to expand our laser marking capabilities should we need it for the future,” said Burrows.

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