



### End on a high

We finished our year off nicely with two large installs in quarter four. The first was for an S7000 Pro System for a customer in Chester.

This system allows for flexible high volume card personalisation, it is a modular system which allows for a completely tailored system to meet the needs of the customer business.

The second was an installation of our APF laser up in Glasgow.

The laser can be used to mark onto metal plates, both with characters and graphics, offering a tailored and durable finish.

### Personalised Christmas Cards



This year we thought we'd do something a bit different for our Christmas Cards, so we used our APF Laser to mark some blue metal plates with a Christmas message. Our Marketing Manager then stuck

these onto cards and handwrote each card. It's a nice way to show off the quality finish we can get from the Laser. We hope you like them!

Our Marketing Manager, Sarah wanted to try out some local awareness for the company, so she attended a Christmas evening networking event held by Herts Chamber of Commerce. Sarah was able to speak with other local business owners and hand out cards and machine brochures. It was held at Metro Bank in St Albans, who have their own financial card instant issuance machines on-site. So it was a good example to start to explain our portfolio.



### Party time!

We joined forces with our sister company, Intercard for our 2019 Christmas Party, which was held at Elstree Studios. It was a fantastic night, lots of eating, drinking and plenty of dancing! Good fun was had by all and no red faces. It was the perfect opportunity to have fun all together after a very busy few weeks.

### Coming in 2020...

Our Field Service Manager, Franco will be off to Spain in January to carry out an engineering visit on behalf of Matica. He's also writing some new software for a couple of new projects.

There's a few protentional additional projects in discussion that we are excited about, we will update on these as they are confirmed.