

# **FOCUS ON FILAMATIC®**

**Solutions FOR THE LIQUID PACKAGING INDUSTRY**



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## **Letter from the President**

It is my pleasure to welcome you to the inaugural edition of National Instrument Company's "FOCUS on FILAMATIC®" eNewsletter. The highlights of this edition include information on our new DIGIFIL™ line of liquid filling systems incorporating DOCKAFIL™ interchangeable trolleys, a series of customer and technical service-related frequently asked questions (FAQs), and information regarding a recently enacted, temporary tax law affecting capital equipment purchases. Future editions of FOCUS on FILAMATIC® will include topics such as product line updates, additional FAQs, discussions of trends/issues affecting the packaging industry and/or its customers, and a schedule of upcoming events.



The FOCUS on FILAMATIC® eNewsletter provides you with access to content posted on our [www.filamatic.com](http://www.filamatic.com) website. We invite you to bookmark and periodically explore our website because it is continually being updated with new information regarding our company's products and services. A brief review of the website's current status is included below in the article entitled "Check Out National Instrument Company's Website."

We look forward to working with you to address your liquid filling system requirements. Please feel free to offer any suggestions as to how we can increase the value of this eNewsletter to you.

Robert A. Rosen  
President/CEO

## **National Instrument Company's DIGIFIL™ Filling Systems Offer Exceptional Versatility and Flexibility**

DIGIFIL™ Filling Systems are designed for a wide variety of filling applications and product types due to the utilization of the widest range of liquid metering systems in the industry. Available metering systems include Piston Pumps (Stainless Steel and/or Ceramic construction), Lobe Pumps, Gear Pumps, Peristaltic Pumps, Flow



Mark your calendar now for the upcoming PackExpo 2003 Show that will be held in Las Vegas at the Sands Expo Convention Center. The show dates are October 13-15, 2003 and we encourage you to visit us in Booth #C-2155. Stop by our booth and let us demonstrate the efficiency of DIGIFIL™ filling systems. See the smooth operation of our bench-top/semi-automatic fillers, and let us show you the various pump options available for FILAMATIC® fillers. Let us know if you would like to schedule an appointment during the show to talk with one of our representatives about your application. To do so, contact Mary Burchard at [info@filamatic.com](mailto:info@filamatic.com) and provide the date and time that you plan to stop in our booth.

Meters, and Time-Pressure Systems.

Additionally, DIGIFIL™ systems are available in traditional and DOCKAFIL™ dockable trolley configurations. In a DOCKAFIL™ dockable trolley system configuration, the metering systems are mounted on a portable trolley that may be "docked" with a base frame during a production run and "undocked" for system clean-up/changeover processes. Interchangeable trolleys reduce the changeover time between production runs to as little as five minutes and facilitate the implementation of Remote Clean-In-Place (RCIP) processes.



To learn more about the features available in a DIGIFIL™ Filling System, [click here](#).

## New Tax Incentives for Capital Equipment Investments

President Bush has signed into law new temporary tax relief legislation aimed at supporting capital equipment investment. The law contains a 50% expensing allowance for capital equipment purchased between May 6, 2003 and December 31, 2004 and put into operation by December 31, 2004.

The new law, when combined with a typical seven year asset depreciation plan, allows a company to write off up to \$57,000 of a \$100,000 capital equipment purchase in the first year. The table below provides a comparison of the old (the law in effect prior to the temporary change enacted in 2002) and new laws as applied to a machine purchase valued at \$100,000.00:

	Capital equipment purchase price	First year depreciation percentage	First year depreciation expense	First year tax savings @ 35% corporate rate
Pre-2002 tax law	\$100,000	14%	\$14,000	\$4,900
2003 temporary tax law	\$100,000	57%	\$57,000	\$19,950
Differential / Tax savings		43%	\$43,000	\$15,050

## SPECIAL RULE FOR SMALL BUSINESSES

The new law provides additional benefits for businesses whose equipment

## Promotional Discount

Contact Mary, Belén, or Jodi in our Customer Service Department (800-526-1301 x258) and mention the four-character alphanumeric code "**MBJ3**", to receive a 10% discount on spare parts orders. Also receive a 5% discount on the purchase of these Bench-Top Filling Systems: FILAMATIC® Model AB, AB-5, AB-8, DAB-5, or DAB-8. For those items that would already qualify for a standard quantity discount (e. g. four or more Filling Units and/or nozzles, six or more glass syringes for use with FU-0 or FU-50 filling units, and 50 or more filling unit wear components), a 5%

incremental discount will be applied. Maximum discount amount per customer location during the term of the offer is \$500.00. Orders must be placed directly through the NIC Customer Service Department. Hurry, this special offer expires Friday, October 17th.

purchases of all kinds do not exceed \$400,000.00. Qualifying small businesses get to expense the first \$100,000.00 through December 31, 2005. The 50% expensing allowance can be taken on any remaining basis of the machine. In other words, a qualifying small business that buys a \$100,000.00 machine can expense it all in the first year.

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## Check out National Instrument Company's website



National Instrument Company's (NIC) multimedia, interactive, [www.filamatic.com](http://www.filamatic.com) website highlights and builds upon the "From Stop to Start..." advertising campaign that debuted at last November's PMMI Pack Expo show in Chicago. The website is continually updated with new information regarding NIC's diversified line of packaging machinery, and visitors are encouraged to return periodically to review newly posted information.

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## FAQs

**Q:** Can National Instrument Company provide product or material certification information?

**A:** Yes, when requested, the information is typically supplied in the form of one or more material lot numbers shown on the packing list that accompanies the shipment of the components.

**Q:** We are experiencing product dripping at the tip of the filling nozzle. Will replacing the valve weights with valve springs stop the dripping?

**A:** Yes, if the dripping is the result of a small amount of positive head pressure in the product supply.

**Q:** We have misplaced the instruction manual(s) for our FILAMATIC® filler. Are replacement manuals available?

**A:** Yes, replacement manuals may be obtained for any FILAMATIC® filling system once National Instrument Company has been supplied with the relevant serial number. The cost of the manual(s) varies depending upon factors such as the age and/or operational complexity

FILAMATIC® product line information, and dynamic images thereof (e.g. video clips of machine functionality), may be accessed by equipment/machinery type, customer industry, or a key word search.

Pull-down menus, which remain available at the top of every webpage, are provided to assist a visitor in navigating throughout the website, or in contacting NIC. A brief corporate history, a message from NIC's President (Robert Rosen), a number news releases, and employment opportunities may be found in the "About Us" menu. The links found in the "Products" menu allow website visitors to access information on specific FILAMATIC® equipment/machinery types such as automatic/semi-automatic fillers, Cubitainer® production systems, and a variety of liquid metering systems. Use of the "Applications" menu provides access to industry-specific information, and representative packaging applications, via links labeled "Pharmaceutical/Biotech", "Diagnostic/Medical", "Cosmetic/Personal Care", "Food/Beverage", "Household Products", and "Chemical Specialty".

The website's featured products include the new, single digit changeover, DIGIFIL™ line of liquid filling systems. DIGIFIL™ systems minimize changeover time between production runs via utilization of a DOCKAFIL™ dockable trolley configuration (U.S. and foreign patents pending) and may be equipped with a variety of liquid metering systems (e.g. piston pumps, rotary lobe and gear pumps, flowmeters, peristaltic pumps) to maximize versatility and flexibility. Other featured products include multi-function monobloc systems, in-case filling and capping systems, and molten product filling systems. Information on additional FILAMATIC® products (e.g. bench-top/semi-automatic filling systems, piston pumps) is also readily accessible.

of the system.

**Q: Does National Instrument Company have a minimum order value?**

**A: Yes, the minimum order value is \$50.00.**

**Q: Does National Instrument Company accept credit cards as a form of payment?**

**A: Yes, VISA and Mastercard are accepted at this time.**

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If you enjoy reading this eNewsletter, and have a friend or colleague that you believe might also benefit from it, [click here](#) to refer them to us so that we may forward future issues of "FOCUS on FILAMATIC to them. Please type their email address(es) in the body of the provided email form. Anyone may sign up for a free, privacy-protected subscription by [clicking here](#). Please provide Name, Title, Company, Email Address and any other information you feel is relevant in the body of the provided email form.

Do you have any comments or suggestions regarding this eNewsletter? Or, comments / suggestions regarding a specific feature of FOCUS on FILAMATIC®? If so, please forward them to [Mark Bennett](#), or call 1-800-526-1301 extension 219

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