



## Brother Auto ID labelling solutions

Explore how solutions with Brother label printers make a difference to your customers' businesses

### Get to know Brother and our labelling solutions

Brother is a global company with regional offices in 44 countries. More than 70 years of business expertise draws from Japanese origins and today the Brother Group has 37.000+ employees across the world. This means, we can make sure that your customer is always provided with the global and local support they need.









At Brother, we are dedicated to creating world-class printers, document scanners, sewing machines and many other business solutions.

Our vast experience in document printing, and over 30 years experience in labelling, has been brought into the development of our latest label and receipt printers.

Our product portfolio for Auto ID solutions consists of mobile, desktop and industrial label printers build for high efficiency, minimal downtime and an outstanding user experience. For most print widths, any print volume and with a long list of compatibilities – Brother has the capability of fulfilling the needs of your customer.



At Brother, we offer more than an award-winning portfolio of on-demand mobile printing and labelling solutions.

Our customers need real solutions for their teams in the field, on the shop floor, or in the warehouse—printing solutions that integrate with their specific workflows, help increase productivity, and generally make daily work simpler. Brother makes this all possible for them.

Not all applications are the same. Our experienced Sales Engineer teams will work with end users, resellers and ISVs to deliver a technology solution that integrates software and devices to produce the desired output.

### Why Brother?

#### Helping you help the customer

Our broad team of specialists are there to help you with guidance and support in fulfilling the customer needs. Before, during and after sales, we are there to help – but you are the one selling. We don't engage in any direct sales to end-users; we leave that to you.

#### Benefit from a partnership

Success starts with a good partnership – join the Brother partner programme and stand out from the crowd. As a Brother partner you enjoy a long list of benefits, including competitive cashback and rebates on products, that sets you apart from the online sales.

#### Unique warranty promise

On Brother thermal printers, customers get a 3 year included as standard. Furthermore, the print head is also included within normal usage – what's not to like?

#### "At your side" support

Our "At your side" approach to customer requests results in a wealth of successful projects, where the labelling solutions are now running seamlessly and improving every day tasks and processes for the customer.

Let us show you some of the solutions we can offer to convince you about our expertise within labelling within various industries:

#### **Transport & logistics**

#### Healthcare

#### Manufacturing

-	Product-ID	labels	8	;
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#### Food traceability

-	Day dot labelling	.9
_	Food import labelling	10

#### **Field Workforce**

- A4 printing on the move.....11

#### Retail

- Price reduction on the spot.....12
- Price reduction in a supermarket......13

#### Automotive

- Labelling of car windshield.....14



### Pallet labelling - Transport & logistics



### The challenge

It is essential to ensure warehouse pallets are identifiable when preparing for storing or shipping. Handwritten labels, where the serial number is manually selected can be hard to read, are time-consuming to create and will fade over time which is not a solution for efficient storing in a warehouse.



### The solution

Easily readable and durable labels are essential for optimised productivity in a warehouse. The Brother range of thermal transfer label printers can ensure labels are durable enough to withstand UV light and tough environments when combining the right label and ribbon.

The most efficient way of creating pallet labels is directly from the ERP system, where all goods are tracked. This way ensures no manual mistakes are made. The layout of the label can then be stored as a ZPL script in the SAP system and the Brother label printers can communicate with SAP via both a Network or Wi-Fi connection to print the required labels on demand.

A desktop label printer with a cutter accessory attached is ideal for this application if the print volume is around hundreds of labels per day. To ensure the setup and integration is running smoothly, the Sales Engineers from Brother are happy to support on-site if needed.

#### How Brother can support you:

- SAP Device types for Brother label printers as part of Brother's Gold membership on the SAP Printer Vendor Program
- "At your side" support during integration to ensure hassle-free setup

- TD-4T desktop label printer
- Coated labels
- Wax/Resin ribbon for thermal transfer printing





### Labelling in the pharmacy - Healthcare



### The challenge

To ensure that a patient takes the medication according to the doctor prescription, a label on the package is needed. Handwritten information can be difficult to read and could lead to the incorrect use of the medication. In such a serious matter – handwritten labels should be avoided.



### The solution

The Brother range of thermal label printers with high print resolution ensures clear, legible text that helps reduce human error so the consumers receive the right medication every time.

A way of providing medication labelling on-site, while talking to the customer, is a portable labelling solution. During the conversation, the provided information from the doctor on the prescription, can be input via an intuitive display solution and the label can be printed before being applied directly on the medication. This gives the patient security and at the same time enables the pharmacy to include branding on the label.

A desktop label printer with touch-display and saved templates, where only the prescribed amount can be inserted is an ideal solution for a pharmacy. For small cash desks the portable printer can be equipped with a battery and only takes up minimal space.

### How Brother can support you:

- Label printers with saved templates for on-site customer serving
- "At your side" support for developing the required templates

- TD-2000 desktop label printer
- Touch display unit and battery base
- Thermal paper labels



### Labelling in a test centre - Healthcare



### The challenge

Ensuring traceability of a test result, so that it is linked to the right patient, is crucial. Patient safety is priority number one in the healthcare sector – linking a test result to a wrong patient can have serious consequences. Starting from the registration online, having the test done and receiving the result afterwards – every step must be compliant.

### 🕎 The solution

A safe process for testing patients requires a solution without any room for failure so unique codes are the perfect match. When registering, the patient receives a QR-code unique with their data via e-mail. Brother thermal label printers support a long list of linear and 2D barcodes for every purpose.

A portable direct thermal label printer is the ideal solution for test centers without much space and no power on site. The TD-2000 Series with battery base and a software prepared for barcode replication combined with a Datalogic hand scanner is the ideal solution for 100% traceability. Scanning the QR-code on a smartphone will initiate a printout from the printer with a duplication of the QR-code that can then be labelled onto the test specimen.

The bundled Brother TD-2000 solution with a hand scanner is so intuitive, that frequent changes of staff has zero impact. Scan, label, test and wait – it is that simple. To take any pain and risk of failure away, Brother can bundle the solution with partner products, so that the end-user can directly unbox and start using the solution.

#### How Brother can support you:

- Barcode replication solution
- Compatibility with Datalogic hand scanners for a full package
- · Bundles to decrease complexity for every stakeholder

- TD-2000 portable direct thermal label printer
- Battery and peeler accessories
- Direct thermal labels



COMPANY I PRODUCT SOURCE: 24V Version 01 144-92-665 MADE IN EURON

### Product ID labels - Manufacturing



### The challenge

Ensuring product information is visible to the end customer requires a durable label. Labels that fade before the warranty runs out or is mistakenly removed can result in trouble for retailers of the product - the support of a device without a serial number and contact information is nearly impossible.



### The solution

Clear readable labels, that cannot be removed accidentally are essential for supply chain traceability and support of products in the field. The Brother range of thermal transfer label printers with high print resolution ensures clear, legible text that informs end customers and boosts aftersales support efficiency.

Creating product-ID template labels in label design software like BarTender or NiceLabel with information such as production date, item number, company and approval logos allows the user to create the exact desired layout. These label design software are compatible with the Brother label printers for a direct print-out.

Using thermal transfer printing technology, the label materials can also vary from coated paper to synthetic or film-coated labels. Brother Sales Engineers can help you find the exact label needed to ensure labels remain in place and last longer than the promised warranty.

Depending on the daily print volume and the free workspace available, a desktop or an industrial label printer is the perfect addition for a manufacturing site. Desktop label printers are recommended for mid-volume labelling needs and industrial printers are more suited to volumes reaching thousands labels per day.

#### How Brother can support you:

- · Compatibility with well-known label design software for custom designs
- · Label printers with ZPL emulation for easy exchange of current solutions
- "At your side" support for adapting the ZPL language for easy integration
- · Custom label development suited for the customer requirements

- TD / TJ desktop or industrial thermal transfer label printer
- · Foil labels in combination with resin ribbon





### Day dot labelling - Food traceability



### The challenge

Keeping a clean kitchen and providing the necessary traceability for fulfilling the HACCP food safety guidelines is a challenge. Handwritten labels and policy information can be mis-read and increase risk of human error. Lots of venues also stock many types of label (for example, different colours for each day of week) and therefore a risk of running out of certain type of label.



### The solution

All food items must be clearly labelled at each stage of the storage and preparation process with accurate, legible and compliant labels. Brother UK conducted a market study and found out that 90% are still labelling with handwritten labels. There is a need for easy systems for staff to use to reduce human error and improve standards.

An alternative to manually looking up food information and handwritten day dot labels is Brother's direct thermal TD-2000 Series. Save time and improve stock rotation accuracy by printing clear and professional labels, including food details pulled from a database downloaded to the machine. In just a few simple steps, the Brother printer allows you to print food stock rotation labels including date and time the food was prepared, use-by-time and date (including clear colour recognition) with employee signatures.

The Brother TD-2000 Series with touch display unit and firmware developed for the exact use case is ideal for use in the kitchen. It is easy to upgrade with accessories to optimise efficiency and has a compact footprint for cramped kitchens.

### How Brother can support you:

- In-depth market research and experience to understand user needs
- Custom solution with saved and easily editable database
- Close partnerships with food safety software companies

- TD-2000 portable direct thermal label printer
- Battery, touch display unit and peeler accessories
- Day dot labels with easily recognizable weekday visualisation





### Food import labelling - Food traceability



### The challenge

Wholesalers sometimes supply their own stores throughout Europe with Eastern European food items. The importer of the products is considered the manufacturer of these goods and must ensure that only safe food is placed on the market. Certain EU-wide regulations apply to the import of food; labels in the local language is one of them.

### The solution

Imported food items need a solution where they are clearly labelled in the local language before reaching shop shelves. The label must be in the respective national language and an adhesive label with listing of nutritional value table and all ingredients is expected.

This requires label printers in all shops or back-offices, which print out correspondingly. In order to cover all items including frozen goods on site, like being able to process variable label materials and sizes, a printer is needed that meets all these requirements. With the Brother thermal transfer printers, the customer can react quickly and be flexible to new requirements. The thermal transfer printers can print both thermal transfer and direct thermal, also known as 2-in-1 print technology, to accommodate every level of durability needed.

If the amount of readable information is large and the label size limited, a label printer with 300 dpi print resolution is required so that even very small printed characters are still readable.

#### How Brother can support you:

- In-depth knowledge in the area of food labelling
- Design templates for food import labelling for an easy start

- TD / TJ desktop or industrial thermal transfer label printer
- Direct thermal and thermal transfer labels combined with a ribbon
- BarTender design software





### A4 printing on the move - Field Workforce



### The challenge

Leaving a professional impression behind when dealing directly with customers is important. Handwritten invoices, receipts or service reports on a wrinkled piece of paper can damage the overall customer experience and give an impression that the company is not professional.



### The solution

In order to maintain a high level of service, service technicians should be able to easily print out their reports, invoices and inspection records on site. The Brother PJ printers use direct thermal printing technology, which is characterized by low running costs, reliability and high print quality.

A reliable printer is part of the solution. The equipment also includes a handy case, in which service technicians can easily transport both the printer and the necessary thermal paper. The casing can be developed to fit the exact needs of the employees and their task, for example, a laptop, a tablet or a scanner into the suitcase. Brother has partners for developing suitcases that contain all the needed tools for the user to complete the job.

In addition, the orders and deliveries can be transmitted electronically back to the office. With mobile devices or tablets, field workers can adapt at the customer site and connect their mobile printer easily via USB, WLAN or Bluetooth. This way, there is no need for reporting and handing in copies in the office, when finishing the workday. Thermal paper secure long lasting readability and comes in sheets, rolls or fan-folded.

#### How Brother can support you:

- Unique product range within mobile document printers
- Partnerships with relevant producers for complete solutions

- PJ mobile direct thermal document printer
- Direct thermal paper with durability to last up to 25 years



### Pricing labels on the spot - Retail



### The challenge

Providing customers with exact information on the current price of an item enables them to make an informed choice of purchase. Pre-printing labels, running back and forth to the back-office or even using an old price-tag machine can disturb the overall look of the store and the customer experience.



### The solution

In order to maintain a high level of customer service, instead of spending time on operational tasks, an efficient labelling process is required. Our RJ mobile label printers allow printing on the spot meaning the user can save time running back and forth and focus their full attention on any customers entering the store.

Combine a mobile printer with an app on a smart phone and print wirelessly on the spot. Brother works closely together with app developers to create solutions that fit requirements. Previously, an app has been developed for a fashion store chain to make discount labels based on planned reductions. The EAN barcode on the existing label can be scanned, the information appears in the app and the price reduction in percentage and the new price is shown. The needed number of labels can be printed and directly applied to the item. The result? Easy labelling and no waste.

Brother RJ printers are handy to carry around or have on body using a belt clip. Should they be dropped to the floor, there is no need to worry, their robust design handles a fall from up to 2.5m high without breaking. It is easy to upgrade with accessories to optimise efficiency.

#### How Brother can support you:

- Close cooperation with resellers and ISVs for app development
- Free of charge Software Development Kits for easy app development
- Development of custom bags or casings for the printer

- RJ mobile direct thermal label printer
- Direct thermal labels
- Accessories like shoulder strap, charging cradle and smart battery



### Supermarket price reductions - Retail



### The challenge

Food items with a best before date are marked down in time to avoid waste with labels that give customers the most up todate information. Pre-printing labels or running between the warehouse and shop floor to charge printers will slow down the task.



### The solution

In order to maintain a high level of efficiency in a supermarket and leave the shop floor free for the customer - fast and efficient labelling is required.

In order to keep a high pace, it is important always to have access to charged labelling devices and know the status of the printers. Charging cradles make it easy for the user to always have a fully charged printer accessible and quickly change.

For bigger chains with several stores, it makes sense to register the printers in a device management software.

Brother RJ mobile printers can be managed in Brother's own software BRAdmin and thereby always be kept up to date. Selected models are also compatible with SOTI Connect, an IoT management solution.

Brother Sales Engineers are experts in printer command language conversion and in rebuilding existing label design templates, such as price reduction label designs. Brother is a world-wide organization and can support big roll-outs both locally and globally.

#### How Brother can support you:

- Specialists in converting printer command languages for easy integration
- Rebuilding existing templates for troublefree conversion
- Development of custom casings for the printer

- RJ mobile direct thermal label printer
- Direct thermal labels
- BRAdmin or SOTI Connect for device management



### Labelling of car windshields - Automotive



### The challenge

Car paint centres, larger used car dealers and car rental dealers need a way to identify cars. The cars are exposed to sunlight, heat, frost and moisture and the labels they use need to withstand those factors to ensure correct identification.



### The solution

In order to maintain an overview of the carpool, a durable windshield label used to assign and recognize the vehicle is needed. The label must be able to withstand all weather conditions and must be removable without leaving any residue.

Vehicle marking follows after a windshield label has been applied from the inside of the car and can be used to identify from the outside through the windshield by scanning a QR code, using a smartphone for example. A special polypropylene (PP) adhesive label which is printed with thermal transfer printing was developed as solution. To avoid gluing the printed QR code to the window pane, a 5mm grid running all around was punched into the label. This is only pulled off after printing to expose the adhesive surface and ensure that the label only sticks to the pane over the 5mm edges.

Simple, but clever. Brother sales engineers are happy to listen and support in development of custom labels. Creativity is one of our strengths.

#### How Brother can support you:

- Supporting and understanding the needs of the application
- Custom label development by Brother specialists

- TD thermal transfer label printer
- Polypropylene (PP) labels
- Wax ribbon

# Interested in hearing more?

Or would you like to see a live solution demo?





# A team ready to support

Brother support is one-of-kind. A big team of presales, sales engineers, marketing, service and sales force are ready for your requests so they can help you, help the end-customer. We can also be present a customer visits, if you want our support.

No need to worry about integration and programming languages – our experts are here to help. Even if your customer requires a special label or solution, don't hesitate to contact us. We are happy to listen to the requirements and see if we can develop a solution that meets their needs.



# Free of charge demo printers

To convince customers about our product performance, we offer freeof-charge printers including a roll of supply, that they can test as much as they need to be convinced.

Try and buy – we only use new unused printers as a demo printers, meaning your customer can keep the printer on site after successful testing and can get started straight away. Don't forget the warranty...

On the Brother thermal printers, customers get a 3 year warranty included as standard. Furthermore, the print head is also included up to normal usage.\*

This is just a selection of the benefits of working with Brother – contact your local Brother sales person to hear about all the advantages and discover the Brother partner programme.

\*Consult your local Brother sales team for to find out what is deemed normal usage on Brother thermal printer ranges.



Contact us today and be part of a future solution

Contact:

brother.dk brother.ee brother.fi brother.is brother.no brother.lv brother.lt brother.se

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