

TRUST

MADE IN

GERMANY



**States around the world
rely on solutions by
MELZER maschinenbau to
produce highly secure ID documents.**

**A family business with
a strong history of innovation**

Client-oriented business is a strong tradition for MELZER: In the seventies, the company became one of the leaders in application-specific solutions for parking ticket and label printing. In the eighties, the equipment was expanded with modules for plastic card production. "The sector grew organically from label production. Our experience in production solutions provided us with an advantage, especially for clients looking to get into the market. Above all, our high product and production quality was and is difficult to copy", Dirk Melzer says.

From plastic card production it was only a small step to solutions for RFID cards, which became more prevalent in the nineties. At German trade fair Drupa 2000, MELZER presented their first smart label machine. Since then, smart labels and other RFID solutions have been an integral part of the companies modular solutions portfolio.

Dirk Melzer, Technical Director Sales,
MELZER maschinenbau,
in an interview with "RFID im Blick"

**Preselection optimises production
processes and reduces costs**

In 2000, MELZER developed a pioneering solution for RFID chip preselection. Chips are separated and tested individually, allowing to eject faulty units. This automatic selection process is patented, creating a USP that saves customers money, Dirk Melzer explains: "Our clients' feedback shows us how important preselection is. They demand high production quality. Chips are steadily becoming more reliable, but the fault rates are not yet low enough to produce without a preliminary control. Once processed, chips cannot be removed or replaced. If a manufacturer opts against preselection, he will have to throw away a certain percentage of the final product."

**Customer service for the entire life cycle,
even decades**

MELZER offers high quality, free support and a steady availability of spare parts for the entire life cycle of the machine. This life cycle may end up being several decades long, Dirk Melzer says: "We regularly get caller who have questions concerning machines sold in the seventies. We aim to keep up this impressive quality that makes our machines function for over forty years, even in demanding industrial conditions." A team of 20 qualified experts from different areas, such as engineers, service technicians, software developers, electricians and spare parts experts, helps clients with questions on every MELZER machine ever constructed.



**Current-generation ID documents need high
quality production processes.**

This commitment to quality means that exports to China in particular are growing, Dirk Melzer underlines. "Quality consciousness is growing in China, where price had been the primary concern until now. 'Made in Germany' is still a strong sales argument."

*„Long machine life
cycles and the conti-
nued integration of
innovative security
features are not mutu-
ally exclusive, but are
the basis of all MELZER
developments.“*



Dirk Melzer, Technical Director Sales, MELZER maschinenbau

**Secure documentation pose unique challenges
to machine construction companies**

From parking tickets to ID documents: By changing with the market, the company has become a leading manufacturers of ID and passport production equipment. Production of modern credentials poses unique challenges. It includes security features such as RFID transponders, polycarbonate data sheets, DOVIDs, transparent windows, metal foil security threads and numerous others. These features have to be integrated into the fully automated production process – reliably, forgery-proof and very precisely. "In the last ten years, the standard for secure documents has risen, and it will continue to rise", Dirk Melzer says. "Our modular platform enables clients to continue using our solution when they need to integrate a new security feature."

**Modern identity cards provide forgery
and data theft protection**

Countries all over the world wish to produce their own documentation instead of relying on foreign governments or companies. Investing in their own reliable production solution carries benefits, Dirk Melzer says: "The material cost of a modern biometric passport is several Euros. Our reject rate is under one percent, compared to two-digit reject rates for other manufacturing processes. This means a quick ROI for the documentation manufacturer." In addition, the high degree of automation reduces the manual labour needed in production, lowering another potential security risk.

According to MELZER, the worldwide market for secure documentation is not yet saturated, leading to a steady demand for security: "Whether it's driver's licences, social security documents, permanent resident cards or others, there is a sizeable need for secure documents in order to reduce the risk of misuse and forgery. Many clients explicitly ask us for production solutions for identification with new security features and higher security standards."

For reasons of professional discretion, numbers cannot be given and clients employing MELZER machines to produce high-security documents cannot be named. But Dirk Melzer is certain: "The most secure ID documents in the world are being produced with our machines."