

TECHNO*mark*[®]
——— smart traceability

SALES BOOK

CONNECT.series[®]

Buddy model



Summary

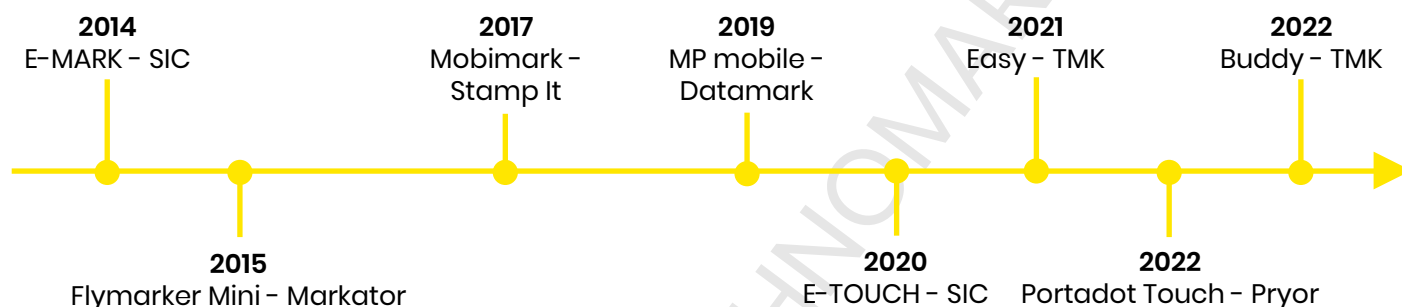
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Intro

MARKET CONTEXT OF THE HANDHELD DOT PEEN MARKING MACHINE

HISTORY

From 2000's to 2010's, our range of handheld machines allows us to cover 100% of the market, due to the absence of competitors with similar marking machines. From 2014, the market was shaken up by the arrival of all-in-one machines and completed in 2017 by the arrival of machines driven by a smartphone app.



		Evolution of Technomark sales' repartition			
		Light marking <0,1 mm : 25%	Moderate marking 0,1-0,15 mm : 25%	Deep marking 0,15-0,3 mm : 25%	Very deep marking >0,3 mm : 25%
Possible coverage area on handheld marking application	2020	<p>Multi4 20% Non accessible market 80%</p>	<p>Multi4 50% Non accessible market 50%</p>	<p>Multi4 50% Non accessible market 50%</p>	<p>Marché non accessible 5% Multi4 95%</p>
	2022	<p>Non accessible market 30% Easy 70%</p>	<p>Non accessible market 30% Easy 70%</p>	<p>Non accessible market 20% Easy 80%</p>	<p>Non accessible market 5% Multi4 20% Easy 75%</p>
	2023	<p>Buddy 25% Non accessible market 5% Easy 70%</p>	<p>Buddy 25% Non accessible market 5% Easy 70%</p>	<p>Buddy 15% Non accessible market 5% Easy 80%</p>	<p>Multi4 10% Buddy 10% Non accessible market 5% Easy 75%</p>

The global market of all in one machines is estimated to 3,500 machines sold every year. From 2022, thanks to the Connect.series range (Easy and Buddy), the estimated sales potential for Technomark is 700 to 800 machines per year. It represents 20% to 23% of the market share. **In 2023 we will be able to answer 95% of the different uses on the market whatever the marking need.**

Intro

MARKET CONTEXT OF THE HANDHELD DOT PEEN MARKING MACHINES

Global market segmentation of the uses on the handheld marking machines estimated by Technomark

Type of use	Repartition	Machine used
Zoning	70%	Easy
Nomad	15%	Buddy
Zoning + nomad	15%	Buddy or Easy + Buddy



Easy model

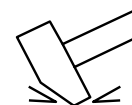


Buddy model
(Available worldwide mid 2023)

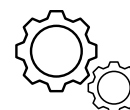
MARKET NEEDS



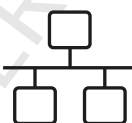
Light and compact products



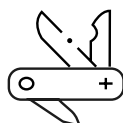
Robust and reliable machines (hundreds of marks daily)



Advanced products with tested hardware and software capacities



Products well integrated to the working environment and connected



Products evolving to allow additional uses



High level of services and support

Intro SALES SUPPORT BUDDY VS EASY

Which Connect.series handheld model is best suited to my customer's needs?

The Connect.series machine for mobile use is **Easy**. This is the model that should be sold first. The Buddy model should only be sold for 2 reasons: 100% portable use (indoor and/or outdoor) with operator movement beyond 10 m or low budget. Here is a comparison of the two models according to the main criteria of choice in order to better guide customers.

BUDDY MODEL

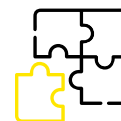
VS

EASY MODEL



Simple marking file (3 lines max) VS complex marking file (more than 5 lines).

Reminder: identical settings for all the lines of the file with Buddy VS settings per line with Easy => more setting possibilities on the controller.



Autonomous use of the machine: manual entry + 1D and 2D code scanning VS connected use: network, CSV and communication protocol.



Tight budget (Micro, Small and Medium Enterprises/some export countries) or aggressive competitive pricing (e.g. Chinese or Indian machine suppliers) VS no pricing constraints.



100% mobile use (indoor and outdoor) VS single marking area. Zoning is also possible (maximum radius of 10 m for Easy).



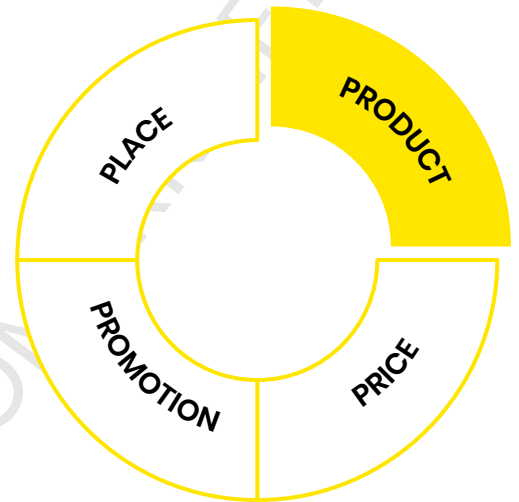
No software customisation VS need for software customisation. It is not possible to modify the Connect.app application to a customer's unique requirements.

01.

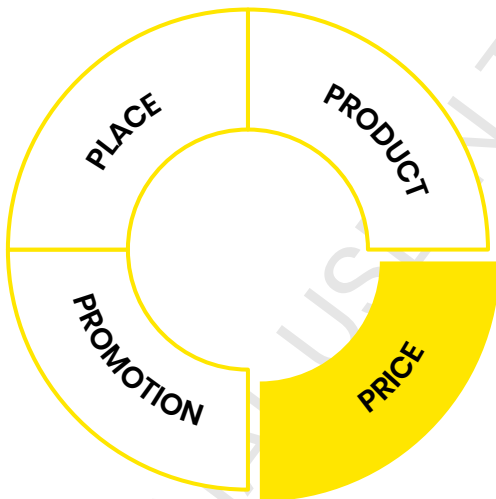
THE 4Ps BUDDY MODEL – CONNECT.SERIES

BUDDY PRODUCT STRENGTH

- **Major innovation:** first handheld marking machine with wireless communication between the head and the control box thanks to a secured Wifi protocol. The wireless communication disposal and the RFID technology use are patented (patents pending in 2020 and 2022*). The Buddy is controlled by a smartphone application developed by Technomark, compatible with Android 10+.
- **Designed for capabilities:** light materials but strong and designed for every marking needs, even on hard to reach parts and areas.
- **Long term support:** from the birth of the project until the end of life of the machines thanks to lots of support provided.



More information about Buddy features in the Connect.series range technical guide.



PRICE OFFER

- **Best price positioning:** the most attractive price on the market combined with superior quality and performance.
- **Total control of the cost of ownership:** minimal maintenance cost.

Details of the machines and spare parts in the Connect.series price list.

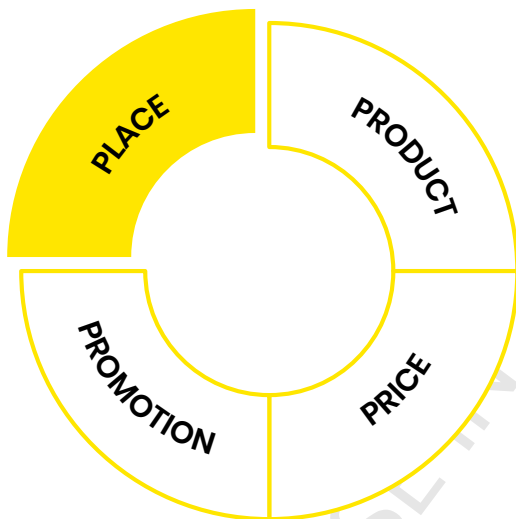
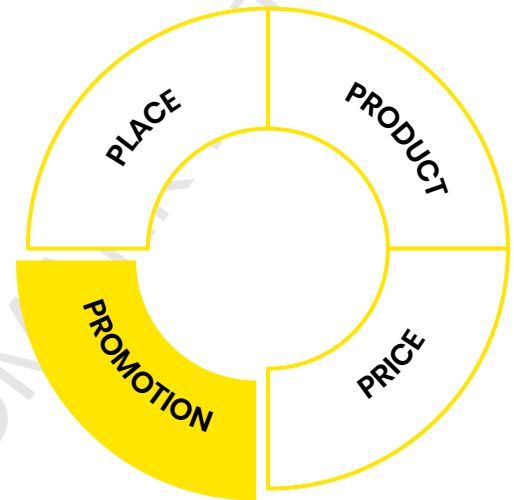
*Dot peen marking system with RFID technology patent pending WO3934854
Dot peen marking system with wireless communication patent pending WO2020178530

01.

THE 4Ps BUDDY MODEL – CONNECT.SERIES

PROMOTIONNAL TOOLS

- Technomark's website (7 languages)
- Product brochure (12-15 languages)
- Promotionnal videos (7-9 languages)
- Email campaigns (several per year)
- Exhibitions (worldwide)
- Marketplaces referencing (Direct Industry, Expo Permanente, Europages, Machine tools)
- Social networks (LinkedIn, Facebook, Twitter, Youtube)
- Press (press release, interviews, advertising inserts)
- Telemarketing
- SEM (SEO + SEA with adwords and display)



DISTRIBUTION

In France: direct sales most of the time and dealers (rarely).

Worldwide: sales with subsidiaries and well chosen distributors (a network of more than 50 partners).

At the moment you cannot buy our products online. You have to contact the sales team.

TECHNOLOGICAL BENEFITS

- Premium quality products, designed and manufactured in France.
- After sales risks reduction (due to the cable) thanks to the wireless connectivity between head and control box.
- Simplified user experience thanks to the ergonomic and easy-to-use smartphone application.

LONG TIME SUPPORT

For the customers

- **Pre sales services:** feasibility studies, samples making, demonstration, personalisation
- **After sales services:** technical support, training, phone assistance, maintenance contract, machines loan...

For the distributors

- Training
- Promotionnal tools
- Technical and sales support
- Responsive team
- Machines and demonstration kit

02. BUDDY – CONNECT.SERIES VS PORTABLE WIRELESS MACHINES

The main advantages and differences between the wireless handheld machines and Buddy

1. It's not a marking gun, it's better than that.

- Access to difficult marking areas thanks to a compact and unique design (grip of the machine in the axis of the marking).
- Real freedom of movement thanks to wireless communication between the marking head and the control system.

2. Fine-tuned control software

- A smartphone application developed by Technomark based on the Connect series controller software that provides access to almost all the features of a premium machine.
- An application ergonomics offering a comfort of use and an intuitive navigation in order to create marking files in all simplicity, while benefiting from a mobile control unit.
- A software team in charge of the development of new features and updates of the application to allow regular evolutions.
- Quality multilingual versions thanks to in-house translations (no automatic translation performed by the smartphone according to the language set).

3. A battery with greater capacity

- An uninterrupted working day thanks to the battery capacity, and a rechargeable hybrid mode that allows you to continue scoring while charging. Generally, a recharge at the end of the day is sufficient.
- Predictive maintenance and accurate feedback on the health of the battery thanks to its integration in the marking head.
- A significant reduction in the risk of loss and theft of portable batteries thanks to the fixed battery.
- A battery specifically designed to benefit from the best electronics/battery/software combination to ensure lightness, performance and durability.

03.

COMPETITORS COMPARISON BUDDY VS MP MOBILE



DESCRIPTION OF THE MP MOBILE MACHINE – DATAMARK

Marking gun without control unit. Marking window 50 x 30 mm, 100 x 30 mm and 150 x 30 mm. Machine supplied with 18V 3Ah or 5Ah battery and charger.

DIFFERENCES FROM OTHER HANDHELD MACHINES

+	-
<ul style="list-style-type: none"> • 3 window sizes, one of which is extra large • Top handle on the 100 and 150 models • Wireless control via smartphone, tablet or PC • Adjustable support foot • Marking of logos and 2D codes as standard 	<ul style="list-style-type: none"> • Heavy machine (3.8 to 4.5 kg)

ADVANTAGES OF MP MOBILE COMPARED TO BUDDY

Argument	Counter-argument
Control via tablet or PC in wifi	Technomark has chosen to use a smartphone only to allow maximum portability. However, it is possible to create the marking files on a Connect.series controller and then transfer them to the phone via a PC. In addition, a combined machine controllable by tablet will be available in 2023.
Variety of window sizes	Connect.series has two average marking window sizes compared to Datamark. The marking area of the 120 x 60 mm head (which will be available in early 2024) is identical to that of the large Datamark window.
Adjustable support foot	A 5-in-1 multifunctional support foot as standard: anti-slip, magnetic support, marking on flat parts and cylinders, and positioning aid.

03.

COMPETITORS COMPARISON BUDDY VS MOBIMARK



DESCRIPTION OF THE MOBIMARK MACHINE - STAMP IT

Marking gun without control unit. Marking window 50 x 30 mm and 150 x 50 mm. Machine supplied with two 18V batteries and their charger and a carrying case.

DIFFERENCES FROM OTHER HANDHELD MACHINES

+	-
<ul style="list-style-type: none"> Large marking window 	<ul style="list-style-type: none"> Made in India

ADVANTAGES OF MOBIMARK COMPARED TO BUDDY

Argument	Counter-argument
Large marking window	The marking window of the large head is slightly larger than that of the 120 head (available in early 2024), but the marking area is almost equivalent: 7200 mm versus 7500 mm.

03.

COMPETITORS COMPARISON BUDDY VS E-MARK



DESCRIPTION OF THE E-MARK MACHINE - SIC MARKING

All-in-one marking gun with integrated control unit. Marking window 60 x 25 mm (3.2 kg) or 120 x 40 mm (3.6 kg). The machine is supplied in a carrying case with two removable lithium-ion batteries (and a charger) and a maintenance kit.

DIFFERENCES FROM OTHER HANDHELD MACHINES

+	-
<ul style="list-style-type: none"> • Stylet-to-workpiece distance adjustment knob • Several support feet available 	<ul style="list-style-type: none"> • Weight of the marking head • Small screen (70 x 54 mm) • Single handle

ADVANTAGES OF E-MARK COMPARED TO BUDDY

Argument	Counter-argument
Stylet-to-workpiece distance adjustment knob	There is no need to adjust the stylus distance. Our impact unit provides constant impact energy over a distance range of 5 mm.
Magnetic support foot and reduced and adjustable support foot (optional)	A unique 5-in-1 multifunctional support foot as standard, fixed with levers: anti-slip, magnetic support, marking on flat parts and on cylinders, and positioning aid.

03.

COMPETITORS COMPARISON BUDDY VS FLYMARKER MINI



DESCRIPTION OF THE FLYMARKER MINI MACHINE - MARKATOR

All-in-one marking gun with integrated control unit, dual handle and Ethernet port. Marking window 65 x 30 mm (2.4 kg), 85 x 45 mm (3.1 kg) or 120 x 45 mm (3.2 kg). Also available with a 4.3» touch screen. The machine is supplied in a carrying case with two removable lithium-ion batteries and a charger.

DIFFERENCES FROM OTHER HANDHELD MACHINES

+	-
<ul style="list-style-type: none"> Controllable with a smartphone or tablet Ethernet port for file transfer Integrated 1D or 2D code reader Double handle Lightweight (from 2.4 to 3.2kg) 	<ul style="list-style-type: none"> Small screen (3.5»)

ADVANTAGES OF FLYMARKER MINI COMPARED TO BUDDY

Argument	Counter-argument
Controllable with a smartphone or tablet (optional)	Buddy is controlled by a smartphone application developed by Technomark. Its ergonomics allows the user to create marking files easily. This offers optimal freedom and manageability. A tablet-controlled version will be available in 2023 with a 120 x 60 mm marking window.
Integrated 1D or 2D code reader (optional)	Buddy does not require a 2D code reader, it is integrated through the smartphone camera that controls the marking head.
Double handle	The handle in the axis of the head allows a good hold but also to mark difficult to access parts, which is not possible with an all-in-one marking gun.
Lightweight	Buddy 60 weighs 2.8kg, only 400g more, and Buddy 120 (available early 2024) is the same weight as the larger Flymarker head, with a larger marking window.

03.

COMPETITORS COMPARISON BUDDY VS PORTADOT TOUCH



DESCRIPTION OF THE PORTADOT TOUCH MACHINE – PRYOR

All-in-one marking gun with integrated controller and large touch screen. Marking window of 60 x 30 mm. The machine is supplied in a case with two 36V batteries and 1 charger. Logo design software is included.

DIFFERENCES FROM OTHER HANDHELD MACHINES

+	-
<ul style="list-style-type: none"> • Large 5.78» (14.7 cm) touch screen • 36V battery • Multifunctional noise reducing support foot with 2V • Wifi for code reader and data logging • Double handle 	<ul style="list-style-type: none"> • 1 marking window only • Heavy machine (3,7 kg against an average of less than 3 kg)

ADVANTAGES OF PORTADOT TOUCH COMPARED TO BUDDY

Argument	Counter-argument
36V battery	Our 22V battery has been specially designed for the Connect.series. It is perfectly adapted to the energy requirements of the machine and provides sufficient autonomy. Moreover, portable batteries are notoriously prone to theft, which is impossible with our battery.
Retractable handle	Thanks to the handle in the axis of the Connect.series head, a second handle is not necessary. This also makes it possible to mark hard to access parts, which is not possible with an all-in-one marking gun as standard.
Wifi (optional)	Buddy's 2D code reader is integrated into the smartphone, so Wifi is not required. It is possible to transfer marking files and logos (licence required to mark them) via a PC.
Large touch screen	Buddy is controlled via a smartphone (with touch screen), so handling the control unit is easier than with an all-in-one machine. In addition, the fact that the control system is separate from the machine limits contact, especially in a dirty environment, and therefore limits the risk of breakage.
Support foot	Our 5-in-1 multi-functional support foot (anti-slip, magnetic support, marking on cylinders...) is supplied on the marking head as standard.

03.

COMPETITORS COMPARISON BUDDY VS OTHER MACHINES

	Buddy	MP Mobile	Mobimark
Marking window sizes	120 x 60 mm and 60 x 30 mm	50 x 30 mm, 100 x 60 mm and 150 x 30 mm	50 x 30 mm and 150 x 50 mm
Driving	With smartphone in wifi	With smartphone, tablet or PC in wifi	With smartphone, in wifi
Battery	22V lithium ion battery integrated in the head	18V 3Ah or 5Ah battery with charger	Two 18V 3Ah Makita batteries. Also available in 5AH, 6AH and 9AH
Network connexion	No	No	No
Marking of logos and 2D codes	Yes (with licence)	Yes	Yes
Weight	2,8 kg and 3,2 kg	3,8 kg , 4,2 kg and 4,5 kg	2,5 kg and 3,4 kg
Foot support	1 multi-functional 5-in-1 support foot (anti-slip, flat and rounded surfaces, magnetic support, positioning aid) as standard	1 adjustable standard support foot	1 standard support foot
Handle	1 handle in the marking axis (360° marking including hard to access parts)	1 handle on the 50 x 30 mm model and 1 additional top handle on the other models	1 handle on the 50 x 30 mm model and 1 additional top «handle» on the 150 x 50 mm model
Storage	Storage dock Optional carrying case	No transport/storage system	Carrying case
Lightening	Yes	Yes	No
Pricing	From 5 993 \$	From 6735 \$	From 6918 \$
Maintenance kit	Not included	Not included	Not included

03.

COMPETITORS COMPARISON BUDDY VS OTHER MACHINES

	Buddy	E-Mark	Portadot Touch
Marking window sizes	120 x 60 mm and 60 x 30 mm	120 x 40 mm and 60 x 25 mm	60 x 30 mm
Driving	With smartphone in wifi	Integrated controller	Integrated touch controller (5.78») and stylus
Battery	22V lithium ion battery integrated in the head	2 lithium ion batteries with charger	2 Bosch 36V lithium ion batteries with charger
Network connexion	No	No	No
Marking of logos and 2D codes	Yes (with licence)	Yes (logos)	Yes (logos)
Weight	2,8 kg and 3,2 kg	3,2 kg and 3,6 kg	3,7 kg
Foot support	1 multi-functional 5-in-1 support foot (anti-slip, flat and rounded surfaces, magnetic support, positioning aid) as standard	3 different support feet (2 optional)	1 noise-reducing 2-in-1 support foot (flat and rounded surfaces) and 1 optional extended version for difficult access
Handle	1 handle in the marking axis (360° marking including hard to access parts)	1 handle (in marking gun mode)	2 handles, 1 of which is retractable at the top of the head
Storage	Storage dock Optional carrying case	Carrying case included	Carrying case included
Lightening	Yes	No	Yes
Pricing	From 5 993 \$	From 7 485 \$	From 6 435 \$
Maintenance kit	Not included	Included	Not included

03.

COMPETITORS COMPARISON BUDDY VS OTHER MACHINES

	Buddy	Flymarker Mini
Marking window sizes	120 x 60 mm and 60 x 30 mm	120 x 45 mm et 65 x 30 mm
Driving	With smartphone in wifi	Integrated controller with or without touch screen (4.3»)
Battery	22V lithium ion battery integrated in the head	2 lithium ion batteries 18V 2Ah or 4Ah depending on the model (5,2Ah optional) with charger
Network connexion	No	No
Marking of logos and 2D codes	Yes (with licence)	Yes (optional)
Weight	2,8 kg and 3,2 kg	2,4 kg and 3,2 kg
Foot support	1 multi-functional 5-in-1 support foot (anti-slip, flat and rounded surfaces, magnetic support, positioning aid) as standard	1 standard support leg, optional magnets and anti-slip
Handle	1 handle in the marking axis (360° marking including hard to access parts)	Double handle, 1 main (marking gun) and 1 on top of the head
Storage	Storage dock Optional carrying case	Carrying case included
Lightening	Yes	Yes
Pricing	From 5 993 \$	From 5 985 \$
Maintenance kit	Not included	Not included

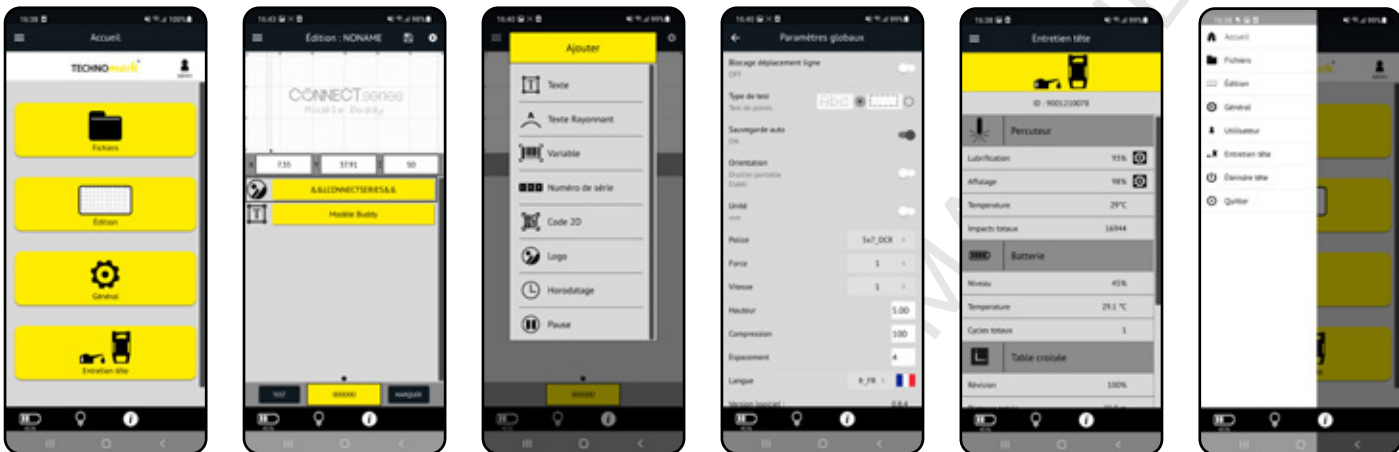
04. APPLICATIONS COMPARISON CONNECT.APP VS. COMPETITORS

	Connect.App	Mobimark	Datamark
Ergonomics	+++	---	
Administrator mode	Yes	Yes	No (only 1 mode)
Production mode	Yes	Yes	
Visualisation of the marking window adapted to the head	Yes (if head paired otherwise 60 x 30 head default)	No	
Variable filling in production mode	Yes	No	
Variable scanning	Yes*	Yes	
Logo marking	Yes*	Yes	
2D code marking	Yes*	Yes	
Radiant/angular text	Yes	Yes	
Marking parameters per line	No	Yes	
File creation in offline mode	Yes	Yes	
Shape marking	No	Square, round, triangle and arrow (logo with customisable dimensions)	
Line display	For editing	For viewing location	
Error display	Yes	No	
Available forces	1 to 11	1 to 9	
Available speed	1 to 3	??	
Zoom	With touch screen (zoom level selectable)	1 level of zoom via a click	
Maintenance module	Yes	No	
Licenses	Yes	???	
Developed by the manufacturer	Yes	Yes ?	No
Translation	Produced by TMK	Phone language	

*under license

04.

CONNECT.APP APPLICATION – TECHNOMARK



MNSBLAUNCHER APPLICATION - MOBIMARK



DATAMOBIL APPLICATION - DATAMARK



05.

COMPETITORS PRICING COMPARISON



Buddy – Technomark

- 5 993 \$ for a 60 x 30 mm head* (2.36"*1.18")
- 6 293 \$ for a 120 x 60 mm head** (4.72"*2.36")

Marking head with multi-functional support foot and integrated battery, smartphone control, 90° stylus and storage dock. Best CTA on the market.

*Available from 15 May worldwide.

**Available from January 2024



MP Mobile – Datamark

- 6 735 \$ for a 50 x 30 mm head (1,97"*1.18") **+12%**
- 7 485 \$ for a 100 x 30 mm head (3,94"*1.18") **+19%**
- ? for a 150 x 30 mm head (5,91"*1.18")

Marking gun, removable battery with charger.



Mobimark – Stamp It

- 6 918 \$ for a 50 x 30 mm head (1,97"*1.18") **+15%**
- 7 403 \$ for a tête 150 x 50 mm head (5,91"*1,97") **+18%**

Marking gun, removable batteries with charger and carrying case.



E-Touch – Sic Marking

- 5 985 \$ for a 60 x 25 mm head (2.36"*0,98")
- 6 285 \$ for a 120 x 40 mm head (4.72"*1.57")

Marking gun with integrated screen controller, support foot, software for creating and saving files and logos, carrying case, maintenance kit (1 stylus and 2 springs).

05.

COMPETITORS PRICING COMPARISON



Portadot Touch – Pryor

- **6 435\$** for a 60 x 30 mm head (2.36"*1.18") **+7%**
(starting price/product launch 4 500 \$)

Marking gun, integrated controller with touch screen, 2 removable batteries with charger, 90° stylus and spring kit, screen protection cover, logo design software and storage case.



Flymarker mini – Markator

- **6 210 \$** for a 65 x 30 mm head (2.56"*1.18") **+3,5%**
- **7 260 \$** for a 85 x 45 mm head (3.35"*1.77")
- **8 085 \$** for a 120 x 45 mm head (4.72"*1.77") **+22%**

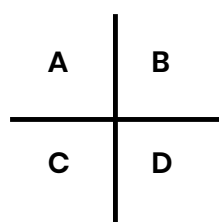
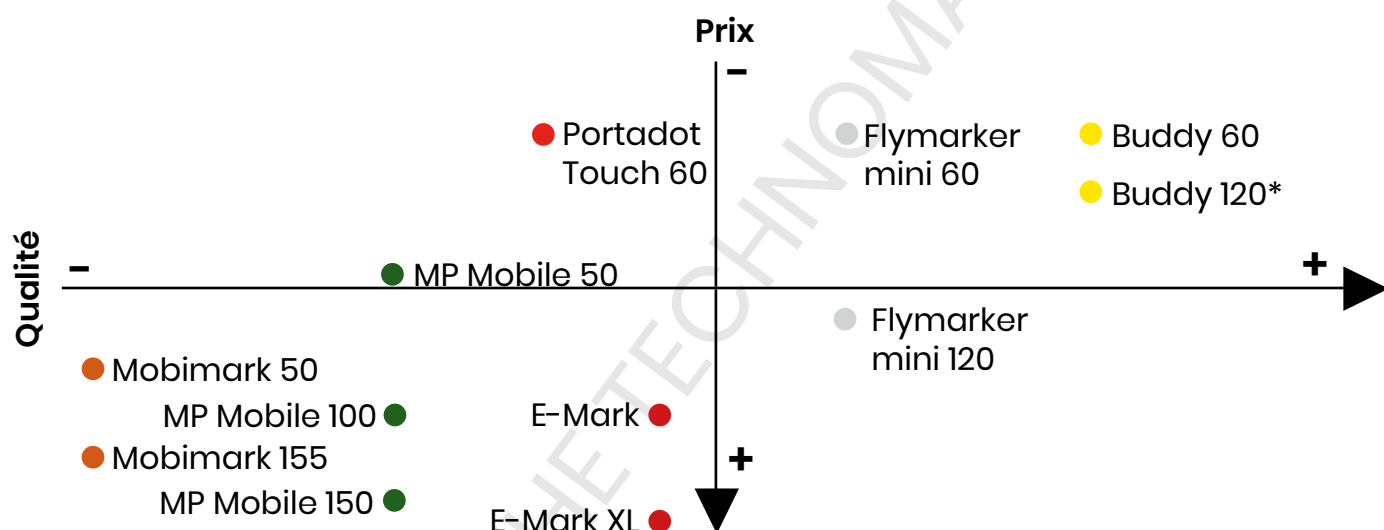
Marking gun with integrated controller, storage case and 2 removable batteries with charger.

05.

COMPETITORS PRICING COMPARISON

Pricing strategy on the market

Here is Technomark's analysis of the pricing strategy for the portable wireless marking machine market. The Buddy 60 and 120 models offer a high level of quality at an attractive price to quickly gain market share.



A «**Cost-effective price**»: a lower quality product (compared to the standard quality)

B «**Penetration price**»: an attractive price strategy to quickly gain market shares

C «**High price**»: high price compared to the product quality in order to position it as a top of the range innovation

D «**Skimming price**»: high quality product with justified high price

*Available from January 2024

06.

DEPTH OF MARKING CONNECT.SERIES VS MULTI4

Is it possible to mark deeply with the Connect.series machines? Of course!

Depth marking depending on the machines and the material		
Material	Connect.series	Multi4
Aluminium AU4G	0,55 mm	0,30 to 0,65 mm
Steel S235	0,40 mm	0,25 to 0,45 mm
Steel C35	0,36 mm	0,25 to 0,45 mm
Steel 40CMD8	0,32 mm	0,20 to 0,40 mm

Maximum strength on Connect.series = until 90% of Multi4 maximum strength.

You can find more details on the range performance in the depth marking table for (on the Connect.series technical guide).

How to explain this (small) difference ?

The previous impact unit (used for the Multi4 range) consumed too much energy. In order to have energy efficient marking heads we needed to create a new impact unit for the Connect series range. We worked on reducing its energy consumption to have better battery life.

In order to ensure repeatability and ease of use we also needed to suppress the setting of the stylus height before marking. So now we can make various marking depths with the same stylus/part distance. As a result the Connect series has a lower average depth compared with the Multi4 (less than 0.1mm).

The new range has a brand new impact unit now, **giving better performance** and especially designed to meet the needs of handheld machines. **Smaller, lighter and energy saving.**

More details on the new impact unit on the next page.

07.

WHAT'S NEW WITH OUR IMPACT UNIT?



Avant

- 1: adjust the height of the foot
- 2: choose the strength
- 3: mark

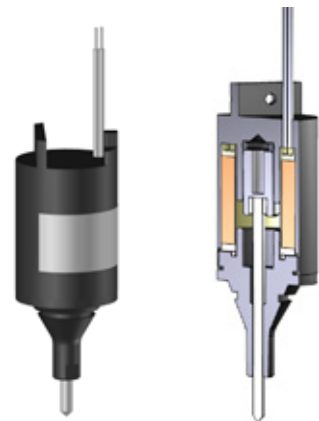
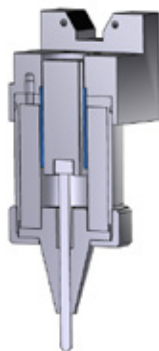


Maintenant

- 1: choose the strength
- 2: mark



2000



2022



KG

-30%

The total weight of the impact unit reduced from 370 g to 260 g



KG

-80%

The total weight of the mobile elements decreased from 67 g to 26 g



KG

-40%

The total weight decreased from 5,3 kg (MT4 V3 120) without battery to 3,2 kg with battery (Easy 120)



+55%

The maximum stylus move speed increased from 1,6 m/s to 2,5 m/s



-10%

The maximum depth marking on steel S235 only decreased from 0,45 mm to 0,40 mm

08.

ROBUSTNESS OF THE CONNECT.SERIES RANGE

Why Connect.series machines has plastic shells?

Following extensive studies of our customers applications, we see that their key requirements are **design, the ease of handling and lightness**. This is why we chose plastic injection. It allows freedom in design and shape and it is a lightweight material which is necessary for portable use. We also chose technical plastic parts (glass filled plastic) to reduce the cost of spare parts.

Are they strong and resistant? They are!

Today 99% of battery operated construction equipment (drills, screwdrivers, punching machines etc) are made in similar plastics without being fragile.

Our Connect series machines are made in plastic with the same strength properties creating bumpers for the mechanical parts. In case of dropping the unit, the mechanical integrity is preserved and we can quickly and cost effectively change the shell and support foot. Our machines are able to mark on hot parts up to 70 degrees Celsius.