Product Update



What is the difference between TherMark and CerMark?

The most commonly asked question this year at TheMark's ARA trade show booth was "What is the difference between TherMark and CerMark"? It seems a simple question, but there is more to the answer than you might think.

The brands & the manufacturers

TherMark and CerMark are two different brand names of laser marking materials which rely on the same patented technology. As TherMark Holdings, Inc., we manufacture laser marking materials under the TherMark brand. Ferro Corporation, a cross-licensed partner of ours, manufactures products under the CerMark brand. Some formulations of laser marking material come in both brands, while others come in only one or the other. It is often more important to pay attention to the product's part number than the brand of the product. There is no difference between TherMark and CerMark products bearing the same part number except the packaging. If you buy one of these products from TherMark or one of TherMark's authorized distributors, the products will come with TherMark's packaging. If you buy one of these products from Ferro, or one of Ferro's authorized distributors, the products will come with CerMark packaging. Correspondingly, products with different part numbers are completely different products. See the chart at the bottom of the document for more details.

TherMark LMM14 & CerMark LMM6000

Another factor which contributes to confusion between TherMark and CerMark is that the brand names are frequently used in conversation as abbreviations for each brand's most popular product. The name "TherMark" is frequently used as a colloquial title for LMM14, and the name "CerMark" is used for LMM6000. These products are indeed different.

TherMark LMM14 is a general purpose marking material which is recommended for marking almost any metal. It is an extremely flexible product, our top seller, and the product we recommend most of the time for marking metals. It dries as a gray powder coating which is extremely easy to wash off after laser bonding, and its liquid formulation is water-based and easily disposed of. The new nozzle design and the lack of a hardener in the material makes the cans virtually immune to the clogging previously experienced with other aerosols. If you are planning on keeping any one laser marking product on your shelf, it should be LMM14. When purchasing LMM14 aerosol or liquid inks from TherMark, no hazardous shipping fees are applied for ground shipping.

CerMark LMM6000 is recommended as an alternative general metal marking compound or when a more durable pre-laser bonding coating is required. On stainless steel LMM6000 makes a slightly darker mark than LMM14. It also dries as a yellowish paint-like coating which is more durable than LMM14's powder coating. If you wish to spray and stack parts after application and prior to laser bonding, or tend to handle parts a lot in the interim, we recommend using LMM6000. LMM6000 liquid formulations are alcohol-based and must be disposed of in accordance with your local regulations. When purchasing LMM6000 aerosol or paste inks from TherMark, no hazardous shipping fees are applied for ground shipping.



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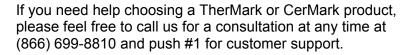


What does this all mean to me?

The most important thing to realize is that the product formulation, indicated by part number, is the most important factor to consider when choosing a TherMark or CerMark product. The question should not be "Should I use TherMark or CerMark", rather; the question should be "Which TherMark or CerMark product should I use for my application?"

One of the benefits of buying directly from TherMark is that we carry the full line of both TherMark and CerMark brand products. Rather than trying to solely promote one brand and a partial line of products, we would rather offer the right product for every job. Some businesses only sell one brand or the other, and we feel this may inadvertently cause some people to end up using the wrong product.

If you use a product that comes as both TherMark and CerMark brand, the only difference is in the packaging. At TherMark Holdings, Inc., we feel our TherMark packaging is superior to CerMark packaging. Our leak-proof, widemouth containers make dilution and stirring easy while allowing enough width to use a foam brush for application.





Product	Description	Brand
LMM14	Black ink for metal, general purpose	TherMark only
LMM6000	Black ink for metal, best for stainless	CerMark only
LMM6018.LF **	Black thin tape for metal, only sold by TherMark Holdings, Inc. & their distributors	TherMark only
LMM6018 *	Black tape for metal, only sold by Ferro Corporation & their distributors	CerMark only
LMM6038	Black ink for metal, alternative for high-shine surfaces	CerMark only
LMM6046	Black ink for metal, alternative for anodized metal	CerMark only
LMM6012	Black screen print ink for metal	CerMark only
LMC6044P	Black for glass/ceramic	CerMark only
LMC28	Bronze for glass/ceramic	Either brand
LMC34	Red for glass/ceramic	Either brand
LMC48	Blue for glass/ceramic	Either brand
LMC62	Green for glass/ceramic	Either brand
LMC74	Yellow for glass/ceramic	Either brand
LMC94	Etch-white for glass/ceramic	Either brand
LMC98	Bright white for glass/ceramic	Either brand

^{*} LMM6018 is not sold by TherMark. This tape is a thicker version previously sold that many users found difficult to mark with. If you have previously used this product from Ferro or their distributors, please consider trying the LMM6018.LF version. **This product has enjoyed great success and is particularly useful for creating black marks on anodized materials as well as bare metals.