

Batching Systems Buzz

Batching Systems, Inc. Receives UL Authorization

During the first quarter of 2012 Batching Systems, Inc. applied for and became authorized by Underwriters Laboratories (UL) to apply the UL and cUL markings on the industrial control panels built for its machines.

Although, according to a PMMI survey concluded in November of 2011 less than 40% of its responding members perform their own UL panel certifications, Batching Systems recognizes the benefits of the widespread acceptance of the UL Mark by regulatory authorities in every jurisdiction in the United States and Canada. UL is represented on each of the NEC's 20 code-making panels and shares its expertise with code-developers working on the CEC. With successful implementation of equipment at our customer facilities at stake, we do not want to leave anything to chance.

The UL Listing Mark on our equipment provides evidence of third party certification to the municipal inspection authority and to the purchaser of our equipment. It illustrates that the control panels comply with an acceptable safety standard.

Many customers do not ask for UL certification because they are not aware that it may be required in their locality. Problems can occur on site with a local electrical inspector if the required markings are not affixed – including lock-out of use of equipment.

Batching Systems, Inc. prides itself in providing its customers with the highest quality products and services and has taken the steps toward UL approval to continue on the course to excellence and to avoid any potential disruption of production for our customers.

Contents

Special Interest Articles

Batching Systems, Inc. Receives UL Authorization	1
In Memoriam of Founder and CEO Donald Wooldridge	2
New Machine for Food Counting, Batching and Filling	4

Trade Shows

Please visit us at the following trade shows this year:

NIFS West
October 10-12, 2012
Sands Expo, Las Vegas
Booth 3801

Pack Expo International
October 28-31, 2012
McCormick Place, Chicago, IL
Booth 3506

IN MEMORIAM

February 20, 2012

Batching Systems, Inc. Mourns the Passing of Its Founder and CEO Donald Wooldridge

This year Batching Systems, Inc. suffered a tragic loss when its founder and CEO Donald Wooldridge passed away on February 20, 2012 after a struggle with esophageal cancer.



Donald Wooldridge lived the American dream. He was born in Boston in 1945 and was raised in a US Navy family that was stationed all over the world. His father was a WWII Navy veteran and a Pearl Harbor survivor. Don dropped out of High School to join the Navy but did not take the easy road. After passing his GED he applied for the most challenging naval opportunity at the time, Nuclear Submarine School. The classes for the first generation nuclear subs were run by top professors from the top schools in America. They taught theory for their students to use in a deadly reality. Anyone earning a B average or less was automatically washed out.

Qualifying on a nuclear sub required operational knowledge of every system on the ship including missiles and nuclear war heads. Don excelled in his new career and while on tour received the highest reward payouts for proposing improvement suggestions while on active duty. One of his suggestions included integrating a master lighting switch on the submarine which would change the entire subs condition from ready white to battle station red. He also redesigned the tamper proof clips that protected the nuclear war heads. Another of his suggestions was well ahead of its time, a last tier defense system for ships to utilize a Gatling gun with a radar system. This particular suggestion was rejected by the Navy which believed that it would use too much ammunition and would not be feasible to maintain or supply. Six years later, and to this day, every US and allied ship has this weapon system - the MK 15 Phalanx Close-In Weapons System also known as the Sea Whiz.



When Don left the Navy he had a wife, a 3-year old son, a car, a boat and a Honda motorcycle painted with top secret, high-tech, Polaris missile white reentry paint. He took a position with Sigma Systems, Inc. Sigma Systems was a new company developing seed counters. Don helped grow Sigma Systems for some 22 years until he left the company to start his own business in 1989 known as Batching Systems, Inc. (BSI). In 1994 BSI applied for and was granted the first of 8 patents. It was for using a dual view scanner as a method for detecting and counting articles. The first patent proved to become the backbone of Batching Systems' future. The counting machinery which was designed, tested, and proven based upon the patent was the first in a series of Don's latest ideas for his company. Future counters based upon that technology have remained in production to this day, some 18 years later. We have not yet realized the full capabilities of the dual view scanner. Testing has revealed that this unit has the potential to replace weighing systems which use traditional load cells.

Don always had an eye for technology. He was the go-to guy whenever something did not work properly for either customers or fellow associates. Don was also an adventurer for whom every day was filled with opportunity. He applied this philosophy to his sales

technique. Everything started with the sale. He would magically help prospects paint a picture of exactly what they wanted and then let them explain to him how *he* would provide it. When his son David first moved into sales he would ask all of his fellow salesmen what made BSI better than the competition? He got the standard stock answers but something seemed to be missing. So he called on a number of customers and asked them the same question. They all said it was because of Don. They trusted him - a virtue not readily come across these days. If Don said he could do something he would find a way to do it. It was this tenaciousness that helped move his business forward whether it was service, new equipment sales, or total system integration. Don had built a real relationship with the people and the companies he worked with.

In addition to being a go-getter Don was also never a quitter. In 2001 manufacturing in America took a hard hit. Sales at BSI had dropped from \$10 million to \$2 million in one year. Don and his wife Beverly put every dime they had into Batching Systems, Inc. to keep the company afloat. Don also came up with some creative ideas to keep BSI in business. Looking to expand his product range he began to target the Pharmaceutical industry and instantly started selling equipment to large companies. It was amazing, he quickly learned that his customers in the hardware industry were using more sophisticated and accurate equipment than those in the Pharmaceutical industry. It seemed that BSI was the only counting machinery manufacturer that could A) count and B) run different style pills and tablets with no change-over tooling. As the company began to prosper once again Don's wife Beverly was diagnosed with cancer. It was almost as though every time the company turned a corner a new roadblock presented itself. Beverly worked at BSI from day one and was an important part of the Batching Systems infrastructure. By the mid 2000's Beverly's illness, infringement on BSI patents, and new local business restrictions weighed heavily on the company's future. Even in those dark days Don found a way to survive. In less than a month he brokered a deal with a Pharmaceutical equipment supply company providing them with the rights to manufacture and sell BSI's patented counting systems in the pharmaceutical market. This gave BSI added life and gave Don the breathing room to care for his wife in her time of need.



In 2010 BSI began working on several large multiple kit lines for a toy company that would utilize its 3rd generation counting system. Halfway through this project Don became ill with cancer and had to fight his fight. He came into the office whenever he could to offer support and help but it was clear that the company would be finishing that project without him. Everyone at Batching Systems pulled-up their sleeves to finish Don's last vision of the perfect counting system. He was never more proud of the company he built than when he was presented with a picture of his BSI employee's

standing in front of that equipment ready to be shipped. We believe that may have given him a second wind and provided us with another six months of his companionship.

As of today the company is stable and growing thanks to the foundation placed through Don's leadership. BSI has witnessed a return of long-time customers, many of which are bringing previously outsourced production back from China, while others are adding additional capacities to their operations. In following through on his dream of expanding the product range into other market segments BSI has aggressively pursued new development and taken orders for food grade equipment, learning and improving the product with each project. BSI's core product line for hardware has also shown growth the last year as most of its competitors have gone out of business. We think Don would be proud of the direction the company has taken after losing him. He has touched the lives of many and will not be forgotten.

Batching Systems, Inc.

50 Jibsail Drive
Prince Frederick, MD 20678
(410) 414-8111

sales@batchingsystems.com

**Specializing in Counted
Product Filling Equipment**

Find us on the Web:
www.batchingsystems.com

BSI

NEW MACHINE FOR FOOD COUNTING, BATCHING AND FILLING

Sometimes successful projects take a long time to get off the ground but it is always worth the time to get things right. When Batching Systems, Inc. (BSI) attended the Auspack Plus Exhibition in Melbourne Australia along with its distributor SelectEquip last year the company never imagined the interest and number of potential applications encountered for its counting systems in the food market segment. The demand was so great that James White, principal of SelectEquip asked David Wooldridge, then Sales Manager at BSI to visit a few customers. Those visits turned into a two week tour to a variety of plants and identified a need so great that both companies decided to invest into development of a new machine.

The machine incorporated BSI's patented dual view scanning technology with a large 5-gate component processing assembly for accumulating and batching products. The assembly was designed to be large enough to handle a wide variety of items such as bread rolls and corn cobs and can be disassembled for cleaning without tools.

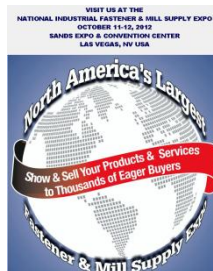


The electrical controls were designed to meet Australian standards and include an intuitive color touch screen for operator use. The product feed portion of the machine consists of a metering and recirculating belt both of which are food grade and can be taken off of the machine for cleaning without tools. The metering belt has a servo driven guide rail which is controlled via the touch screen to singulate product through the optical scanning unit. The machine frame is constructed of heavy gauge round stainless steel tubing and the entire machine is rated IP65 and can be washed down for cleaning. Another prominent design feature is tool less change-over from one product to another which takes less than two minutes to complete.



SelectEquip completed a Factory Acceptance Test of the new machine at BSI the first quarter of this year and expects to begin demonstrations with it in Australia at the start of summer.

Batching Systems, Inc is proud to associate itself with a high quality OEM like SelectEquip and we look forward to a successful future with them as our representative in the land down under.



**October 28-31, 2012
McCormick Place
Chicago, Illinois USA**