

# Batching Systems Buzz

## Latin American Business Revival

All indications for 2012 are that this year should be better for Latin America than 2011, if only because the region’s two largest economies, Brazil and Mexico, will probably grow faster than they did in the last year. Brazil’s policymakers organized a gentle economic slowdown in the second half of 2011 to avoid upsets later on in President Dilma Rousseff’s four year term. In Mexico, the stronger economic tone of the US economy is already having an impact.

Confidence in the Mexican market seems apparent based on news from PMMI which reported that more than 90% of the EXPO PACK México 2012 space was sold by December 2011. At the recent NIFS trade show in Las Vegas, NV 11% of the customers visiting the Batching Systems, Inc. exhibit were from Mexico.

As both these countries are ranked among the top 10 importers of packaging machinery in the world, Batching Systems, Inc. is paying close attention toward developing its presence in the region and expect to have a regional branch opened in central Mexico by the end of the first quarter of 2012.

We hope to introduce our valued customers to our new Latin American team in our next newsletter.

## AUTOMATING HARDWARE PACKAGING

Hardware Distributors receive bulk hardware and have to break it down to resale size. The best way to turn a lot of hardware into manageable batches is with Batchmaster® patented counters and weighers. Batching Systems, Inc. designs, manufactures and integrates turnkey systems taking bulk product and weighing and/or counting it into a variety of bags or cartons.

### Contents

#### Special Interest Articles

Automating Hardware Packaging at Universal de Tornillos y Herramientas S.A 1

A Team Approach to Automation with Sigma Electric Mfg., Co. 2

Custom Integration and Design for the Medical Industry at Dentsply 3

#### Business Highlights

Latin American Business Revival 1

New Product Development 3

Ringin in the New Year 4



In December Batching Systems, Inc. successfully completed a factory acceptance test for equipment supplied to Universal de Tornillos y Herramientas S.A., a hardware distributor located in San Jose Costa Rica. Universal purchased a Batchmaster® II “S” Counter, Batchmaster® Fast Automatic Weigher, and integrated Sharp MAX™ Bagger to automatically count and weigh hardware into bags. The counter and weigher are configured so that either machine could run with the bagger automatically, at the same time or individually.

*Batchmaster® II “S” Counter and Fast Automatic Weigher integrated with a Sharp MAX™ bagger.*

Universal needed to make changes to the bags their products are packed in. They had to make the print area bigger, change to one-side printing, add hole punch, turn printing sideways for easier reading, etc. These changes were accomplished by utilizing the MAX™ Bagger and printer manufactured by Sharp Packaging Systems, one of our preferred OEM partners.

Universal has been packaging their hardware by hand. Automating their process will provide many benefits. They will be able to batch a wide variety of hardware with toolless changeovers of two minutes or less, realize faster throughput, labor and related cost reduction, and increased accuracy

*“I am very much impressed with the capability and technology Batching Systems brings to the table and I look forward to a long term relationship between Batching Systems and Sigma.”*

## Partnering for Success



*From left to right: Sigma Electric Manufacturing Co.'s production and management team with Batching Systems' John Staruch and Rick DeBolt during FAT.*



*Batchmaster® Continuous Delivery Counter integrated with Series 600 Hardware grade Bucket Loader*

## NEW PACKAGING LINE FOR ELECTRICAL HARDWARE MANUFACTURER

Sigma Electric Manufacturing Corp. designs, manufactures and distributes metal castings and plastic components for commercial and industrial electrical construction, and power transmission and distribution industries in North America and Asia. An industry leader and multinational company with 9 facilities both in North America and India, the company had set a course for further automation of its packaging operations.

Leading the automation project team was Sigma's Manager of Warehouse Operations at the company's Garner, NC distribution facility. Sigma had tried to automate parts of its packaging operation several years ago but with limited success. As a result the team took very calculated steps this time around to ensure their new choice of supplier and equipment could meet their current and future business requirements. In order to obtain full management buy-in of the automation project the team decided not only to vet potential suppliers but to perform an extensive amount of product testing on any proposed new equipment.

Once Batching Systems, Inc had made Sigma's short list, a pallet of various types of products were brought to their Prince Frederick, MD manufacturing plant for testing. The products were run on a Batchmaster® continuous delivery counter. Products were fed into the machine and singulated through Batching Systems' patented dual view optical scanning unit where component volumes are calculated and converted into piece counts. Once a targeted piece count is determined a batch of product is either accumulated or discharged into a bag, case, or packaging machine, in this case into one of the Sigma's Autobag AB 180 baggers. Unique to the Batchmaster® counter is the fact that out-of-tolerance product can be rejected and discharged into a separate container assuring count accuracy and quality control for each package of finished product without impacting throughput.

*“I am very much impressed with the capability and technology Batching Systems brings*

to the table and I look forward to a long term relationship between Batching Systems and Sigma” expressed a key member of the Sigma team - which is exactly the type of partnership Batching Systems strives to develop with its customers.

In addition to the counter, Batching Systems also supplied a hardware grade Bucket Loader with 6 ft<sup>3</sup> capacity for consistent product feed into the counter.

## CUSTOM DESIGN AND INTEGRATION IN THE MEDICAL INDUSTRY

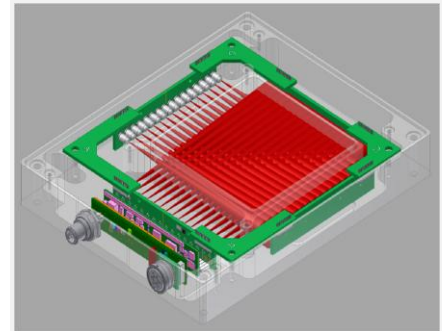
When Dentsply, a global leader in the dental industry, needed to increase accuracy on one of their existing dental paste packaging lines they knew exactly who to call.

Over the last three years Batching Systems, Inc. has supplied three successful installations for the same number of different projects with Dentsply. This new project was to be most challenging because of the need to add and integrate new equipment to an existing packaging line in a very constricted production environment.

While reviewing the system with Dentsply, Batching Systems developed a solution which incorporated the integration of its patented dual-view optical scanner and part processing unit onto an existing centrifugal feeder. During considerable testing of simulated production a high speed camera was used to monitor product for alignment of the feeder, scanner and part processing unit. Components were designed and fabricated to interface all of the equipment which was then mechanically and electrically integrated resulting in a system which eliminated Dentsply’s product give-away.

During the project review process batching Systems also offered a cost reduction proposal which Dentsply implemented. This included the replacement of an existing bagging machine utilizing pre-made bags with a Bagmaster® C-fold form, fill and seal machine. A flat stock film folder was re-engineered and mounted on top of the bagger to fit in the available production space. The new bagger was then integrated with the rest of the line. The bagger with film folder reduced Dentsply’s per bag cost by almost 90% while at the same time increased packaging capacity.

The machinery retrofit, testing, and subsequent validation of speed and accuracy by the Dentsply project team was done at Batching Systems’ Prince Frederick, MD manufacturing facility. The equipment was then shipped and installed at the customer’s plant for a second validation before being released into production. With careful planning and coordination by both companies a rental counting system was provided to Dentsply while their feeder was being retrofit. The result was a planned loss of only 1 day of production during the entire project while the new system upgrade and integration at the customer’s production facility was completed.



**Latest Batching Systems, Inc. Optical Scanning Unit Under Development**

### Developing the Products of the Future

One benefit of maintaining a sustainable business model for over 22 years is the ability to leverage all those years of experience handling different applications with the development of highly technical innovations. The latest in Batchmaster® product innovation includes a new generation of optical scanners.

Patented dual view optics is what sets the Batchmaster® counter apart from the competition. The Batchmaster® DOES NOT count product by registering a break in a beam of light. Instead the Batchmaster DOES look at each part in-flight and scans it at, now, an incredible 6000 pulses per second. A 3-dimensional image is created from which a volume analysis is conducted and an items value is assigned. The counter can tell if the part scanned is too small or too large and either account for it or reject it before the batch containing the suspect part enters its finished package. All of this is done in real time, at incredible speeds.

We hope to have this latest innovation available for view at the 2012 Pack Expo in Chicago, IL later this year.

## Batching Systems, Inc.

50 Jibsail Drive  
Prince Frederick, MD 20678  
(410) 414-8111  
(410) 414-8121  
sales@batchingsystems.com

**Specializing in Counted Product  
Filling Equipment**

Find us on the Web:  
[www.batchingsystems.com](http://www.batchingsystems.com)

BSI

“Successful projects like this one are based on the long-term partnerships developed with our customers,” explains David Wooldridge, VP of Sales at Batching Systems, “based on our capacity for innovation, technical competence and reliability we will continue to grow and meet our objectives through meeting our customers’ requirements.”

## RINGING IN THE NEW YEAR

Dear Customers and Affiliates,

With our best wishes for a healthy and prosperous New Year we are pleased to present you with this copy of the first issue of our 2012 newsletter.

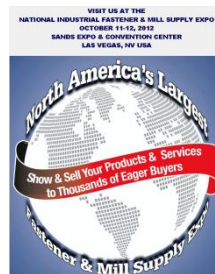
We have incorporated several condensed stories of projects concluded with a few of our valued customers at the end of 2011 to provide real-life references of some of our capabilities.

Batching Systems, Inc. thanks you for your confidence in both our products and organization and we look forward to many more successful projects in 2012.

Enjoy reading!

The Batching Systems Buzz editorial team.

- ***Our new website is currently under construction and will be up and running the first week of February, 2012. Please call or e-mail us for any needed product information or literature.***



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