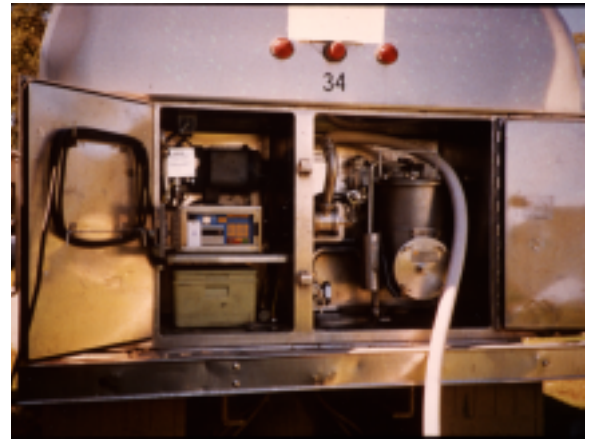


HAULERS RECEIVE PREMIUMS FOR ACCURATE LOADS



Kraft General Foods

For over two hundred years, many individuals and companies around the world have worked together to make Kraft Foods what it is today. Around the globe, in 145 countries, Kraft's 113,000 employees are dedicated to bringing the world its favorite foods. Kraft brands include: Jacobs, Philadelphia, Maxwell House, Nabisco, Oscar Mayer and Post.

Keeping Track of Milk

Kraft had an economic incentive to install a metering system to prevent 'milk loss' that occurs when the finely marked dip stick is read for the benefit of the producer. When the truck delivers the milk to the processing plant, the accumulated "rounding up" of the dip stick readings can be substantial. *"What's strange is that the term is always milk 'loss'. There is never a milk 'gain!,"* says Darren Theisse, Transportation Supervisor, Kraft. Kraft and the First District Cooperative of Litchfield decided they needed a system that would:

- ✓ Capture all data accurately without human error
- ✓ Download data easily into milk payroll system
- ✓ Eliminate reading to the benefit of the producer
- ✓ Increase data security and access control

The Solution is Key

Working on this solution since 1988, Kraft eventually turned to Datakey Electronics. *"The whole concept is great,"* says Mr. Thiesse. *"There's no human input. And with the data keys,*



you are able to download that information right at the plant and then right into the milk payroll system. So, from the point of milk being picked up, to payment, to the producer, it's all automatic."

The system is mounted at the rear of the truck in a clear plastic enclosure. The trucks are frequently hosed down with water and washed with corrosive chemicals. The memory Keys are able to stand up to the harsh environment unlike the RAM cards used with a prototype system.

Fully-Engineered



The Key inserts into a high-cycle (200,000 insertions minimum) mating Keyceptacle®. Datakey Electronics' KC4210PCB Keyceptacle provides intuitive operation, positive Key retention and an ergonomic "click" into position to offer tactile confirmation when a Key is inserted and turned. There is also a LOFO contact that may be used to protect the host bus by ensuring the Key has made secure contact with the receptacle before any signals are transmitted.

Kraft General Foods

They Chose Datakey Electronics

By choosing Datakey Electronics, Kraft was able to procure a proven product that could survive in the rugged farm and hauling environments.

“[Initially] we had just far too many failures in which we were unable to capture the data or we lost it for some reason. We decided that the Datakey Electronics EEPROM technique, in which you had no batteries, provided the reader reliability we needed,” added Mr. Thiesse.



Datakey[®]
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