

A SWEET WAY TO TRACK SUGAR BEETS



Pfeifer & Langen

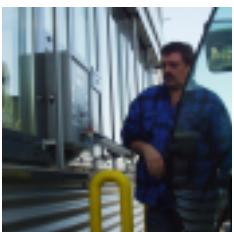
Headquartered in Germany, Pfeifer & Langen is a leading producer of sugar and sugar-related products in Europe. Started in 1870, Pfeifer & Langen soon made the Rhine area the center of the modern sugar beet economy. In the past 30 years Pfeifer & Langen has grown to a company of 915 employees with sales of \$800 million.

A Sticky Situation

This visionary company realized over 15 years ago that they would need a way to pay farmers for the sugar beets delivered. This required not overpaying or underpaying and eliminating paying for rocks, dirt, etc. Pfeifer & Langen wanted to accomplish the above while reliably automating a process that would work in the sticky world of sugar beet processing. Pfeifer & Langen realized they would need a data transport device that would be:

- ✓ Easy for both the farmer and the processing plant to use
- ✓ Rugged and reliable to stand up to this harsh processing plant environment
- ✓ Fully engineered to reduce R&D costs, time-to-market and implementation costs
- ✓ Long-term supported to avoid expensive re-designs

The Solution is Key



Pfeifer & Langen turned to Datakey Electronics. The LCK Key was chosen for its ability to stand up to the harsh environment and for its ease of use. Each sugar beet farmer is issued an LCK Key

which contains their individual identification data. On



entering the plant, the farmer provides access to the Key is used to register system. Then the vehicle and load are weighed. The load is then tipped out at the washing station and weighed both before and after washing. As the farmer leaves the plant, he uses his Key to log out of the system. The system then

provides the amount of beets delivered, as well as the amount of other materials (stones, mud, etc. present in the load). This system provides the accuracy that ensures Pfeifer & Langen doesn't pay for more beets than received and the farmer gets paid for all the beets delivered. It also provides an accurate tracking system for audit purposes.

Fully-Engineered

Pfeifer & Langen utilizes the mating KC4210 Keyceptacle® at each control point in the system. It provides the physical and electrical connection between the Key and the system. The LOFO switch ensures that the Key has made secure contact with the access Receptacle before any transactions take place. This high-cycle life Keyceptacle has proven to be ideal for this critical application.



They Chose Datakey Electronics

Pfeifer & Langen chose Datakey Electronics as their serial memory device partner because of their ability to provide a rugged product that could withstand the day-to-day use at a sugar beet processing plant. The familiar form of the Keys helps to increase users' comfort level, shortening any user adjustment period. Datakey Electronics' years of experience in serial memory devices and their fully-engineered solutions decreased Pfeifer & Langen's R&D costs and time-to-market. Additionally, the long-term availability of the Key has eliminated the need to do costly redesigns due to obsolescence. Pfeifer & Langen developed this process over 15 years ago and continues to utilize its benefits today.



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