

Value

METTLER TOLEDO



One Team

Global Reach

Amazing Solutions

Dear Customer

Each day you face many business challenges, from dealing with dynamic market conditions to serving heightened customer demands. You're under pressure to boost productivity and hit ever-higher quality levels. You must manage a wealth of data and ensure your equipment is performing optimally. Often you have to accomplish these goals while complying with stringent regulations.

METTLER TOLEDO's array of solutions helps you address each of these critical challenges. Through our instruments, software and services, you can streamline processes, improve product quality, enhance throughput and achieve compliance. We believe we have earned a leadership position in our industry not merely because we offer amazing solutions, but because our solutions offer amazing value to customers like you. All of our solutions are aimed at giving you a competitive edge in your markets.

We hope this brochure gives you a broader understanding of our many solutions and their value in enhancing processes throughout your organization – in the lab, on the production floor, and even in retail settings. For example, our **laboratory solutions** provide vital assistance in research and development, drug discovery and quality control. Our **industrial solutions** enhance your production, packaging and logistics capabilities. And our **retail solutions** target key applications from receiving through checkout.

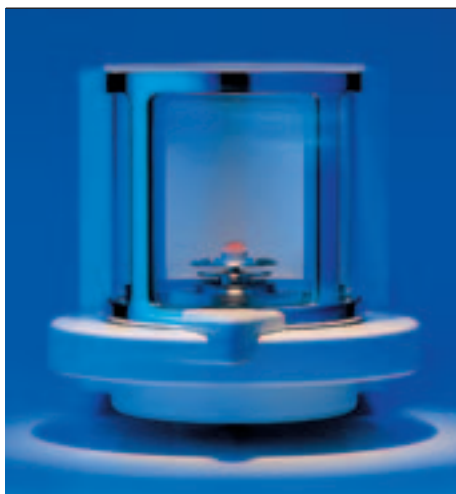


What's more, our solutions give you marked advantages in areas of great importance to most industries – **connectivity, innovation, service** and **regulatory compliance**. In addition, our unmatched **global reach** enables us to provide solutions and comprehensive support capabilities virtually everywhere your business is located.

We'd like you to think of us as your singular resource for precision instrument solutions. And we encourage you to learn more about the tangible value we can bring to key processes across your organization.

Your METTLER TOLEDO team

Laboratory Weighing Solutions



Our professional solutions incorporate innovative quality management tools and color touch-screen displays for secure operation and documentation compliant with regulations. With our software, you can interface your instruments with PCs or Ethernet networks.

Laboratory Balances



As a leading manufacturer of lab balances, our goal is to make weighing and sample handling as simple as possible. Our solutions help you save time and money and gain improved weighing accuracy and reliability.

Pipettes



Our ergonomic single- and multi-channel pipettes guarantee the highest performance, while our tips ensure the utmost cleanliness. Proprietary shaft and tip design prevents the risk of repetitive strain injuries.



Our laboratory instruments are the foundation of labs all over the world, as they improve processes in research and development, drug discovery and quality control. The data generated by our instruments can be analyzed and managed in our application-specific software and interfaced with your information systems. Benefits include enhanced accuracy, productivity and compliance.

Analytical Chemistry

Thermal Analysis

Automated Chemistry Solutions



Our many instruments and electrodes carry out electrochemical analysis, density determination and refractometry, automated titration and more. Common to all solutions is quick start-up, optimized methods and easy expansion through automation and integration into IT networks.

Our systems measure material properties as a function of temperature, such as weight, dimension, energy flow and viscoelastic properties. Our modular concept enables you to precisely match needs in thermogravimetric analysis, differential scanning calorimetry and thermomechanical and dynamic thermomechanical analysis.

Our offerings focus on lead identification, lead optimization and process development. Our synthesis tools, automated lab reactors and reaction calorimeters are integral to process research and development and scale-up activities. Our portfolio of integrated technologies helps you create large numbers of high-quality candidate compounds and bring them to market faster.



Improving Your Productivity

Receiving



Our instruments verify key factors of weight, amount, properties and quality. Because data capture is automated, you can directly integrate measurement and identification data into your information systems.

Process Analytics



Our solutions measure electrochemical parameters in-line to control production processes in the pharmaceutical, biotech, food, beverage and chemical industries. Precise sensors for pH, conductivity, O_2 , CO_2 and turbidity measurements withstand harsh environments but still comply with key hygienic and material compliance requirements.



Our industrial instruments and software optimize your operations from receiving to shipping, with solutions for production, end-of-line product inspection and logistics. Results include improved product quality, accelerated and automated processes, increased efficiency and regulatory compliance. Many of our solutions can be integrated directly into ERP systems.

Industrial Weighing



Weight determination is a critical production parameter in any industry. Our weighing sensors, scale terminals and software control automated manufacturing applications for dispensing and formulating, filling and batching, weighing and counting. Standard modules adapt to specific needs.

End-of-Line Product Inspection



We offer dynamic quantity and quality control for highly sensitive production processes in the food, beverage and pharmaceutical industries. Specifically, our checkweighers control yield, and our metal detection and X-ray inspection systems identify metal and non-metal contamination.

Logistics



Our in-motion weighing, dimensioning and identification systems facilitate supply chain management by helping you track items, control contents, optimize packing, determine shipping costs and implement correct billing. In short, our solutions speed throughput and increase revenues.



Optimizing Your Fresh Foods Management

Central Pack



We offer highly automated central pack solutions for weighing, wrapping and labeling fresh foods. Our sophisticated solutions reduce labor costs by speeding production, dramatically decrease packaging costs by using less film and reduce training time by simplifying operation for store personnel.

Receiving



Fresh foods must be received into the retail store efficiently and accurately. Our solutions allow for the reliable and speedy identification and accounting of received foods, including information on weight, price, ingredients and country of origin. This information can easily be integrated into a store's automation system.

Prepack



Our full range of prepack solutions make in-store weighing, wrapping and labeling fresh foods a flexible, simple and cost-efficient process. We offer a range of manual, semi-automatic and automatic equipment to suit all needs.



Managing fresh foods is a major challenge for food retailers. With our state-of-the-art solutions, you can effectively manage your fresh foods inventory and merchandising to maximize efficiency and profitability. Ensuring that fresh foods are available at the right prices also enhances customer satisfaction. Our solutions readily integrate with existing IT infrastructures.

Counter



Our innovative technologies help you provide shoppers with excellent service. Our full-featured solutions allow for easy, industry-standard networking, enhanced label printing and impressive customer displays, while our basic scales emphasize mobility.

Self-Service



Our shopper-friendly self-service solutions help you build customer loyalty. Shoppers can weigh and label their own fresh food selections to reduce checkout time. With our networked solutions, prices and products can be updated quickly and easily.

Checkout



Shoppers demand quick and accurate service at checkout. Our checkout scales and integrated cash register scales are fast, easy to install and network, and are compatible with many popular point-of-sale systems.





Connectivity: Networking for Solutions

Seamless data communication and system integration are vital to process control and quality assurance across industries. Our instruments and application-specific software integrate easily into IT environments, enhancing safety and efficiency as well as guaranteeing compliance. Our solutions are designed for flexibility, including wireless connectivity, and are supported by Microsoft Certified Systems Engineers.



LabX and VirtualLab Software

LabX, our PC-based lab software platform, collects, analyzes and archives data generated by our titrators and balances. LabX offers full network capability and intuitive protocols, facilitates standard procedures across multiple instruments and complies with the FDA's traceability requirements for electronically stored data. VirtualLab helps you manage workflows when conducting experiments on lab reactors and analyzing data in real time.



Industrial Software and Process Control

We offer a wide range of software packages with our industrial instruments. Examples include OverDrive, which manages vehicle transaction processing; FormWeigh, which controls formulation/batching; FreeWeigh, which supports statistical process control; and Q.i365, which monitors the material transfer control process. Our software supports connection to standard industry systems like Profibus DP™, Allen Bradley RIO™, ModBus+™, DeviceNet, ControlNET and Ethernet/IP.



Retail Software

Our retail software suite can be used to manage fresh and non-perishable food items. Scale management systems allow you to manage item pricing, merchandising and regulatory information that is printed on food labels. Item and inventory management software enables you to match store inventory levels with local shopper demand. The profitability of fresh food departments depends heavily on accurate data and real-time data integration, which our software provides.



System Integration

METTLER TOLEDO weighing equipment, metal detectors, checkweighers and other instruments are system compatible and integrate into ERP systems. We are officially certified to interface with SAP R/3 systems.



Wireless Connectivity

Wireless connectivity allows easy rearranging of net weight control stations within production while still offering continuous online connection to the central data warehouse.



Remote Diagnostics

You can remotely access production systems via your company's network to monitor operations and diagnose problems. You can also configure instruments and access data quickly and securely from anywhere within the network.



FreeWeigh.Net

Our statistical quality control software helps you meet economic and regulatory challenges in production facilities. Specifically, it helps you avoid overfilling, maintain quality requirements, prepare documentation and access instantaneous data on filling limits.

Networked Instruments

Networking provides real-time measurement data for all users, enabling faster access to information, and results in better control of instruments. You can configure and track numerous instruments from a central location, replacing many time-consuming and error-prone manual tasks. Networked instruments may include our ID30 industrial PC, precision balances, weighing platforms and in-line checkweighers.





Innovation: Creating Value-Added Technologies

Our Company's culture centers on innovation. We spend considerably more than our peers on product development. Originally known for weighing technologies, today we are a recognized leader in communications, optics, robotics and other technologies as well as software to integrate these technologies into powerful lab, industrial and retail solutions. We are committed to ensuring our innovations translate into real value for customers like you.



Bluetooth-Enabled Lab Balance

Our XP precision balance epitomizes effortless data communication and ergonomics. Through wireless communications based on the Bluetooth standard, the XP exchanges data with a printer as far as 10 meters apart. Even when weighing in a laminar-flow bench, your printouts remain free of contaminants.



Camera-Based Dimensioning and Bar-Code Reading System

We are the pioneer in developing automatic, accurate dimensioning and data capture technologies for the transportation and logistics industry. With our new Callisto bar-code reading system, we now offer a complete solution to manage all relevant data and therefore create new opportunities to recover revenues, save operating costs and improve the goods flow.



UC Retail Scale

Our UC is an open-architecture retail scale with "plug and play" features that make it easy to install, operate and integrate the scale into stores' IT environments. Its sleek chrome design brings a professional look to retail establishments.



Easy Operation

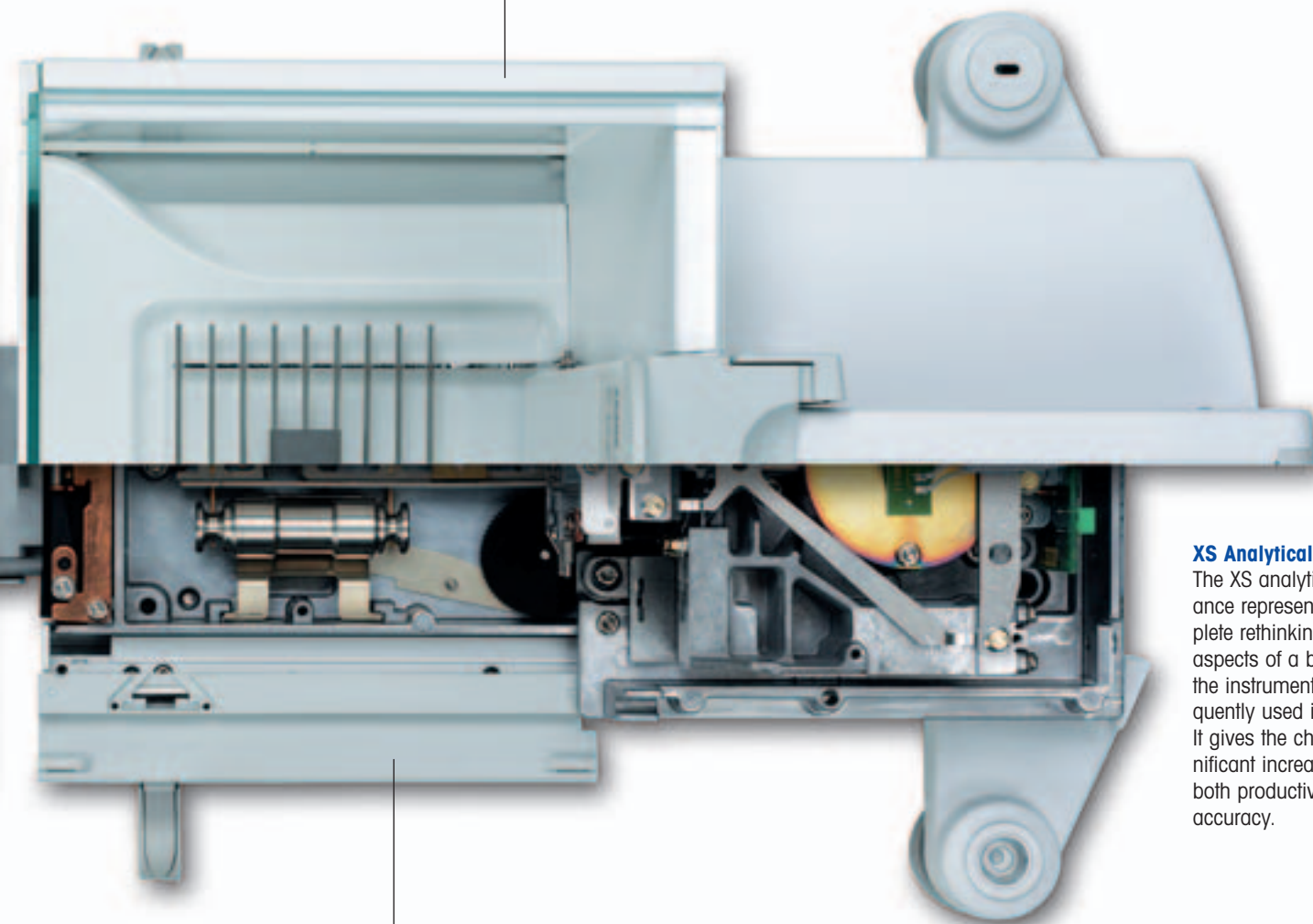
Thanks to a user interface with unique touch-screen technology, chemists find it easy to log on to and configure the XS balance to their specific needs. A removable terminal provides further flexibility. This ease of operation improves efficiency and reduces training time.



Greater Speed



The XS balance features an entirely new weighing pan – a grid that is suspended in the weighing chamber. The design and construction of the pan make it less sensitive to air turbulences, enabling the chemist to weigh with unprecedented speed and improved accuracy. The bottom line: higher throughput in the lab.



XS Analytical Balance

The XS analytical balance represents a complete rethinking of all aspects of a balance, the instrument most frequently used in the lab. It gives the chemist significant increases in both productivity and accuracy.

Easy to Clean

The ergonomic draft shield of the XS permits fast and easy cleaning, which not only enhances convenience but also safety for chemists who deal with toxic or hazardous chemicals. With the suspended grid pan, spilled samples do not interfere with weighing. The construction also protects the internal weighing mechanism.





Service: Supporting Your Business Goals

METTLER TOLEDO offers a unique approach to service solutions. We believe a service strategy should be driven by the impact each instrument has on your business goals, as measured by the consequences of inaccuracy, substandard quality, downtime or noncompliance with regulations. Using a strategic process, our consultative service approach examines how critical each instrument is to your operations and tailors a service strategy that best supports your success.



Traceability and Compliance

Pharmaceutical, biotech, food and beverage companies must meet an increasing number of equipment qualification requirements for international standards and quality systems. To ensure the validity of measurement results and satisfy quality assurance needs, customers turn to us for support in documenting the life of their equipment. Traceability is achieved through calibration certificates, instrument logbooks, training records and validation documentation.



Calibration

A logistics company cannot afford to undercharge for shipping, nor can a trucking company afford to underutilize its fleet. When using a measuring instrument in any process, you need to be confident that your results are accurate and precise. Our calibration services can give you this confidence. To document results, we have designed a variety of calibration certificates to meet ISO requirements and other industry standards.



Remote Service and Software Support

For companies in highly competitive industries, such as retail, METTLER TOLEDO is increasingly offering services to diagnose and repair system faults without the time and expense of an on-site visit. System downtime is eliminated or reduced and costs are minimized. Our software support programs provide hot-line support and access to feature and functionality enhancements.



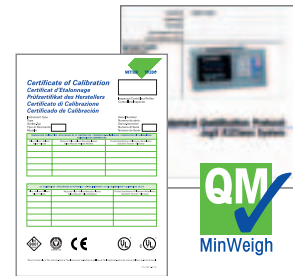
Improved Uptime

Our consultative service approach analyzes your needs on site, using mobile tools such as tablet PCs. Innovative products, such as our DigiTOL digital load cells for vehicle scales, can be replaced without the need for recalibration, thus minimizing downtime of crucial production equipment.



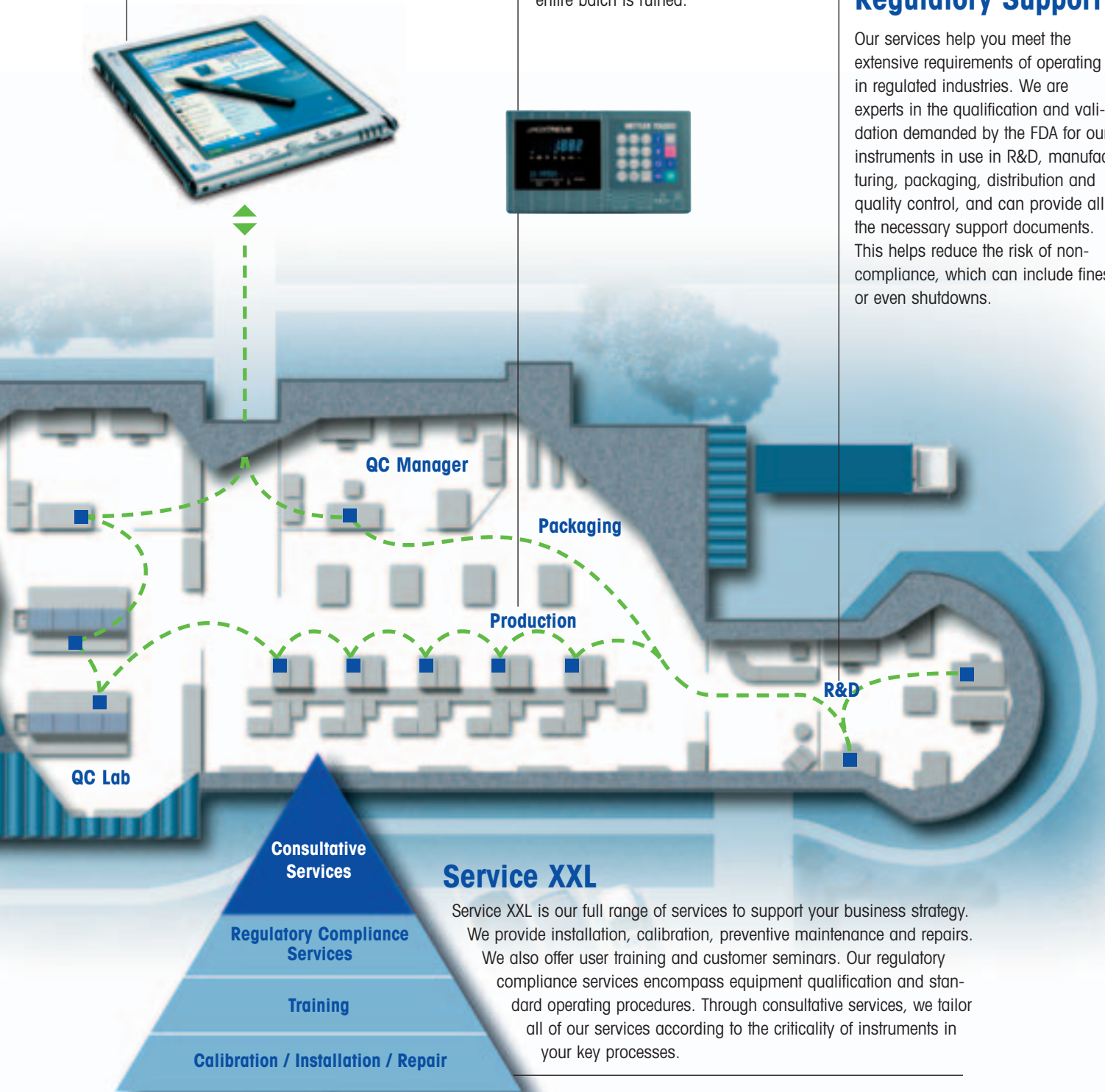
Better Yield

We help many companies achieve the goal of improving yield. For example, using our JagXtreme industrial terminal, a plant manager can remotely monitor a process and fix emerging problems before an entire batch is ruined.



Regulatory Support

Our services help you meet the extensive requirements of operating in regulated industries. We are experts in the qualification and validation demanded by the FDA for our instruments in use in R&D, manufacturing, packaging, distribution and quality control, and can provide all the necessary support documents. This helps reduce the risk of non-compliance, which can include fines or even shutdowns.





Regulatory Compliance: Meeting the Highest Standards

Companies of all types want to offer products of consistent quality to satisfy customers. Those in regulated environments must meet additional quality and safety standards. We understand these regulatory requirements and offer solutions which ensure safe and complete execution from R&D and manufacturing to packaging and retail. We offer weights and measures approved solutions and services and can ensure compliance with major global standards, such as ISO, GMP and GLP, as well as industry-specific standards.



Conformance to Global Standards

Our balances offer configurable printouts and password protection to ensure the traceability and reliability of your weighing results. For example, MinWeigh, a special minimum weight application, supports your work in fulfilling stringent USP requirements. Our LabX software helps you achieve a high level of quality and regulatory compliance through maintenance, safe data acquisition and application management.



Net Content Control and Safety

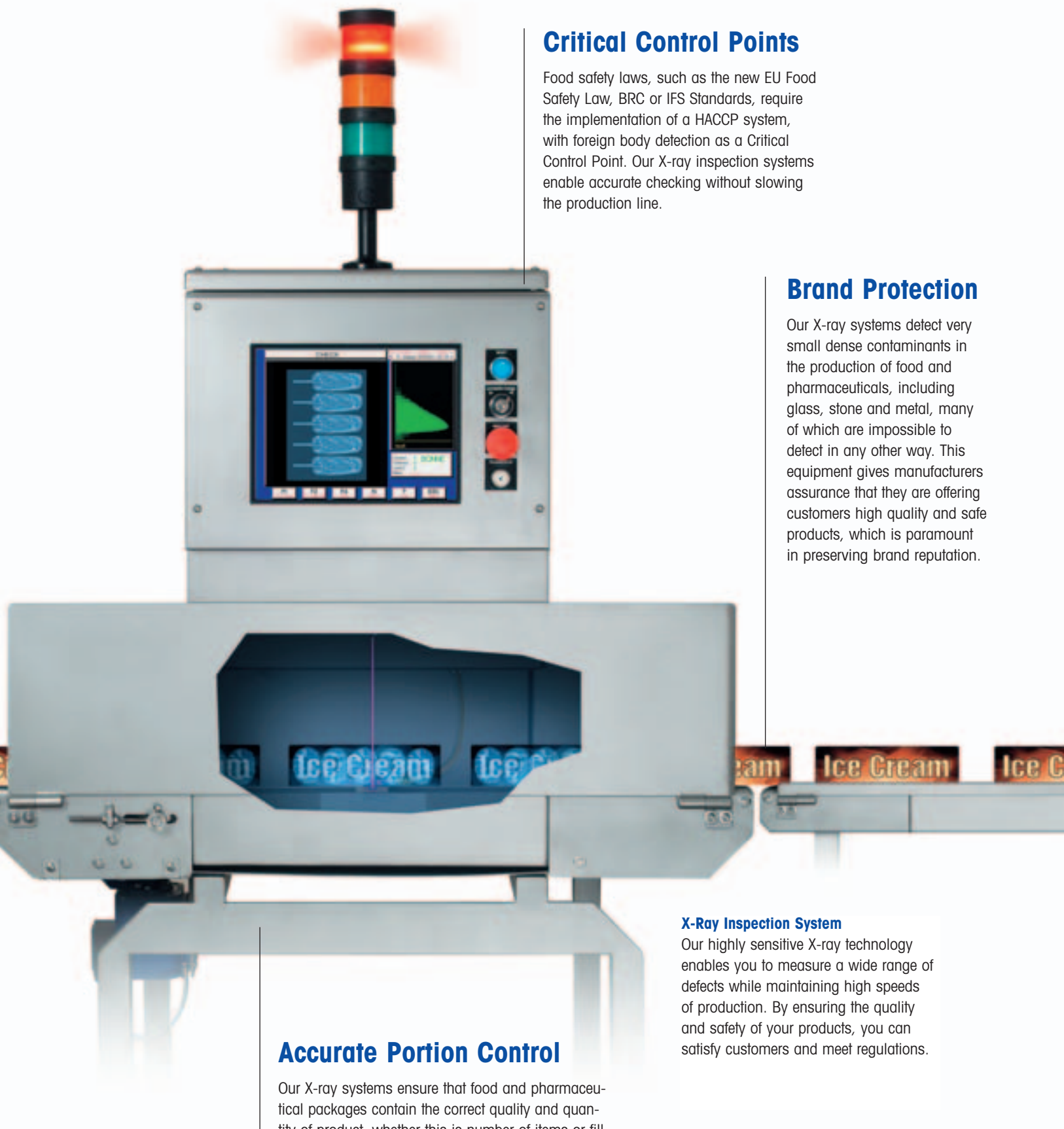
Our solutions ensure process compliance to national and international legal requirements while controlling waste by minimizing overfilling. For hazardous environments, we offer products which meet national and international regulatory requirements, such as NEC, CSA or ATEX. For example, our ATEX 95 certified products and solutions keep your employees and assets safe and help you fully comply with requirements.



Product Labeling and Traceability

Food regulations protect the food supply and provide shoppers with important information. To comply, fresh food retailers must bring data from numerous sources together into easy-to-understand labels. Information technologies ensure accurate tracking and labeling of ingredients, nutritional information and food origins. Our labeling solutions easily integrate with existing systems to ensure compliance, safety and accuracy.





Critical Control Points

Food safety laws, such as the new EU Food Safety Law, BRC or IFS Standards, require the implementation of a HACCP system, with foreign body detection as a Critical Control Point. Our X-ray inspection systems enable accurate checking without slowing the production line.

Brand Protection

Our X-ray systems detect very small dense contaminants in the production of food and pharmaceuticals, including glass, stone and metal, many of which are impossible to detect in any other way. This equipment gives manufacturers assurance that they are offering customers high quality and safe products, which is paramount in preserving brand reputation.

Accurate Portion Control

Our X-ray systems ensure that food and pharmaceutical packages contain the correct quality and quantity of product, whether this is number of items or fill level. For example, they can verify that the correct number of bars is in an ice cream pack and that each is complete.

X-Ray Inspection System

Our highly sensitive X-ray technology enables you to measure a wide range of defects while maintaining high speeds of production. By ensuring the quality and safety of your products, you can satisfy customers and meet regulations.

Global Reach: Serving You Around the World

We serve customers worldwide with the largest network in our industry. Our own sales and service organizations around the globe ensure we have factory-trained, experienced and highly qualified specialists adding value to your processes. With manufacturing facilities located on several continents, we can react quickly to local needs. Our operating units are certified to international quality and environmental standards.

Focused Market Organizations

Through our own market organizations and select sales and service partners, we serve customers in virtually every country. Our geographically focused market organizations are responsible for all aspects of sales and service. These local organizations are designed to maintain close relationships with our customers and have the flexibility to adapt marketing and service efforts for different cultural and economic conditions. Our market organizations work closely with our producing organizations by providing feedback on manufacturing and product development initiatives and relaying new product and application ideas.



METTLER TOLEDO
North America

Worldwide Manufacturing

We operate innovation centers and manufacturing facilities in the United States, Switzerland, Germany, the United Kingdom and China. These organizations help shorten development time, improve customer focus, reduce costs and maintain technological leadership. Our innovation centers work together to share ideas and best practices, and also collaborate with our market organizations.



METTLER TOLEDO facilities
in Albstadt, Germany
and Changzhou, China –
two of our many
innovation centers



www.mt.com

Learn more about how we can assist you by visiting our global website. View up-to-the-minute product and application information, get online offers, or request quotes or sales assistance. Check out our Product and Application Catalog, which is your direct connection to the right solution, or our Service and Support section, which includes a state-of-the-art Documentation Center. At **www.mt.com**, see for yourself the value we can create for your business.



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Or, to get assistance close to home, please contact one of the METTLER TOLEDO organizations listed.

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