



COTTON INCORPORATED

The Fiber Company of American Cotton Producers  
Helping Build Markets for US Cotton

SALES

ENGINEERED FIBER SELECTION



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The SCALES Program has been developed by Cotton Incorporated to take advantage of the benefits of the automated electronic bale weighing process of cotton bales. SCALES is a powerful optional feature which enhances the Engineered Fiber Selection (EFS) System by enabling electronically weighed bale weights to be used by EFS for merging with HVI data to produce accurate inventory reports based on actual weights.

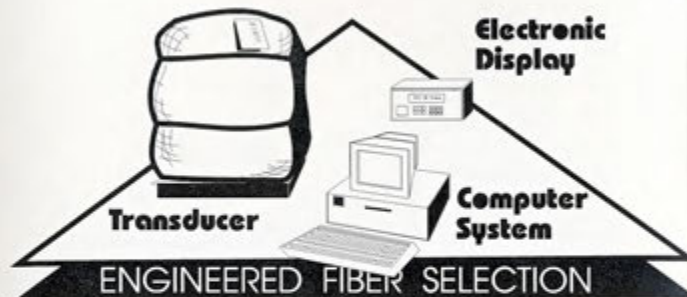
### How does it work?

Weights of incoming bales are electronically measured. The signal from the electronic scales is transmitted to the SCALES program running on a nearby IBM-compatible personal computer. When an entire lot of cotton has been weighed, a detailed printout can be obtained. SCALES formats weight data so EFS and main frames can use it. A printout can function as a receiving report or a bill of lading invoice.

Bale weights read from SCALES to produce a Weight Sheet Report which can determine the value of a lot of cotton.

### Advantages?

- ✓ Because bale numbers and weights are entered electronically, error-free computerized calculations replace tedious manual computations.
- ✓ Computer files eliminate messy handwritten lists and redundant typing.
- ✓ Merging an entire lot of bale weights with existing data is as simple as pressing a key or two. What an improvement over time-consuming and error-prone manual methods!
- ✓ Exact weights of bales provide a better handle on inventory value.
- ✓ Bales can be weighed while samples are being cut.



## Components of SCALES

## SCALES Input Screen

Mark: DLBF		Inv: 49760	P. Date: 04/02/91
Vendor: 1		PO: 00000	R. Date: 04/16/91
Remarks: DLBF			T. Date: 05/08/91

Index	S. Bale	M. Bale	M.Wt	Tare
1.	711559	100933	499	5
2.	711551	100934	498	
3.	814567			
4.	811111			
5.	821111			
6.	821111			
7.	824111			
8.	824111			
9.	821111			
10.	824111			
11.	824211			
12.	824211			
13.	824211			
14.	824211			
15.	824212	100947	520	5

READING FROM SCALES		CNT = 37
INPUT BALE NUMBER:		
INPUT WEIGHT:		
F1-WEIGHT	F2-RESTART	F3-PRINT
ESC-DONE		

Bale 1 /300

1Help 2 3Delete 4Sort S 5Sort M 6Print 7 8Scales 9Header 10Quit

## Inside SCALES...

At the SCALES Main Menu, the user enters the Mark. The tare can be set for all bales in that mark. The user can either "wand in", type or automatically assign bale numbers.

The SCALES Editor allows modification of lot data—to enter a bale weights, delete, sort by bale numbers, print or assign header information.

The combination of the automatic electronic input of bale weights from the SCALES Program and HVI data management with Engineered Fiber Selection (EFS) enables a high-level mastery over inventory control.



Two "flavors" of the SCALES program are available, depending on your computer system:

**Network:** As part of a computer network, SCALES writes bale weights to EFS directly.

**Single:** As a stand-alone program from an independent terminal, SCALES formats weight data to a floppy disk for importing into EFS on a separate IBM-compatible computer system. This version writes an ASCII file which can then be merged with existing HVI data as it is imported into EFS or to a mainframe.

***Requirements for the  
SCALES Program***

- Conveyor
- Electronic Scales
- Personal Computer,  
IBM-Compatible

Cotton Incorporated is the research and promotion company of US Upland Cotton Growers. Company efforts concentrate on building demand for cotton products and increasing cotton consumption.

Founded in 1970, Cotton Incorporated's World Headquarters are in New York, with research facilities in Raleigh, North Carolina and Greenville, South Carolina. Additional offices are located in Los Angeles, Dallas, Atlanta, London, Osaka, and Singapore.



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