

PRC-PSD Program *Developing the China National Vibration Standard*

By Eric Joneson

It's been seven centuries since Marco Polo mapped the first roads to China. Considering the high volume, and high value, of today's traffic between the West and modern China, it's about time to characterize the distribution dynamics of those well-traveled roads



In a proactive move to begin quantifying their distribution environments, the Chinese government has entrusted the China Packaging Research & Testing Center (CPRTC) and Lansmont to jointly develop the national random vibration standards to be used for Transport Package Testing and Validation.



As the China market continues rapid development, many Western companies find themselves involved with the logistics of moving products and materials in and out of this vast country. Yet questions and assumptions are prevalent because little data actually exists to enlighten us about the distribution environment within China.



Beginning Spring 2004, Lansmont and CPRTC will officially initiate the **China National Program for Standardized Definition of Transport Vibration**; the **PRC-PSD Program**. This significant effort will utilize a fleet of Lansmont's new SAVER3X365 instruments for all measurements. The study includes hundreds of planned truck-based measurements covering variables such as vehicle definition, road type, and geographic location. From start to finish, the PRC-PSD plan targets all measurements to be completed within one year, culminating in representative random vibration power spectral density profiles to be recommended for the national testing standards.

Lansmont will manage the **PRC-PSD** data collection effort, as well as performing all related analysis and archiving through utilization of our newly developed FleetManager application. Lansmont's FleetManager fosters the operation of large-scale instrument

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March 18 - 19, 2004
Healthpack
Palm Beach Gardens, FL
Booth #10

April 14 - 17, 2004
Diminsions.04
Orlando, FL



Eric Joneson
General Manager
Technical Services Group
Lansmont Corporation

We Love You! Thanks...

By Joe Driscoll

With the February edition of Field Notes coming out in close proximity to Valentine's Day, we'd be remiss not to say how much we love you, our customers, and how fortunate we are to love the work that we are doing each and every day.

The Romans celebrated a festival of Lupercalia on February 15th. Because of the date and the festival's connection with fertility, the origins of Valentine's Day are often linked to these early festivals.

Old English lore held that birds picked their mates on February 14th and humans picked up where the birds left off. In those days, the Julian calendar had February 14th located in a warmer month than today's Gregorian calendar. A more hospitable season for mating.

The early Christian church had two saints named Valentine. One of the Valentines, contrary to the command of Emperor Cladius II who wished to keep his young soldiers single, secretly married young couples. The other Saint Valentine, after he was imprisoned by the Romans, received loving notes through the bars of his cell from the children that he had befriended.

Legend has it that one of the Valentines was executed on February 14th. Some two hundred and fifty years later, around the year 300, Pope Gelasius named February 14th as St. Valentine's Day. Valentine's Day, as we know it, probably is the product of all three legends.

While most of the Valentine Day's gifts are for the woman in today's society, it is interesting to note that a woman, Esther A. Howland, is recognized as being the first manufacturer of commercial valentines in the United States. Using the labor of other women, in 1850 she developed an assembly line for the production of artistic cards and built a thriving enterprise grossing over \$100,000 annually!!!

Considering how long it took Valentine's Day to develop into the commercial boom that it is today, it will probably be a while before Packaging Engineer's Day takes off. But in the meantime, we love 'ya and are thankful for the interesting and rewarding work we get to do on your behalf.

Fun Photo

As both contractors escorted the inspector...



All he had to say was... Hmmm...



Joseph L. Driscoll
Chief Executive
Lansmont Corporation

Customer Support Grows

By Peter Brown

We all know that the dynamic test lab can be a grueling environment for products and packages. Just watching a prototype device go through its resonant frequencies on a vibration test system can be enough to bring tears to the eyes of many design engineers!

One thing often taken for granted is the test systems themselves must also endure this same torture day in and day out. Under this constant assault, there are times when even the best test systems need the care and attention that only a Lansmont Customer Service Technician can provide.

When you need us, we will be there and ready to help. We are continually striving to improve your Customer Service experience and our capabilities. In order to provide the best service and support in the industry, Lansmont relies upon top-notch engineers and technicians to get the job done, and done right.

I am pleased to announce that Lansmont has just added another distinguished Customer Service Technician to its department, **Mr. Eddie Dales**. Eddie comes to Lansmont with over 14 years experience in the fields of package design and dynamic testing, primarily in the medical device industry. Eddie is a certified laboratory technician through the International Safe Transit Association (ISTA) and has many years of experience in servicing industrial equipment and facilities. Eddie is located in the Ohio area and will be providing service and support in the Mid-West and East Coast. When Eddie is not fine-tuning Lansmont test equipment, he enjoys hunting, fishing and coaching baseball.

We look forward to working with you to ensure your equipment is up to the test!

Customer Support Team
1-800-LANSMONT



Peter Brown
General Manager
Equipment Group
Lansmont Corporation

PRC-PSD Program

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fleets by providing a central data repository, calibration tracking, instrument reservations and scheduling, measurement process tracking, and intelligent analysis.

Upon completion of the program, the profiles will be provided to CPRTC and the Chinese government for incorporation into Chinese national vibration test standards. Lansmont will retain joint ownership of the resulting information.

This is the first in what Lansmont anticipates to be multiple, large-scale collaborative monitoring efforts within China, ultimately targeting an ever-increasing understanding of the developing Chinese distribution system.

You can obtain more **PRC-PSD Program** details by contacting Eric Joneson, General Manager of Lansmont Technical Services.



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Measurement & Monitoring

What's the Difference



Dave Huntley
General Manager
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By Dave Huntley

The shipping environment is the most severe dynamic environment most products will ever experience. Impacts, drops, constant shaking, buzzing, rattling, freezing temperatures, the heat and humidity... these are the experiences products must endure to reach their final destination. No exaggeration, these conditions exist and you must be prepared to deal with them.

You're probably thinking back to a situation when you had to deal with damaged product upon arrival. It's not fun. It's not fun for the packaging group, the manufacturing engineers, the design engineers, or the salespeople. If damage results in a warranty or additional service expenditures, well you get the picture.

The solution:

A Measurement program followed by an ongoing Monitoring program.

In a nutshell:

Measurement - Define the environment.
- Get a handle on what's going on

Monitoring - Identify unique problems
- Look for changing environments

A Measurement program is used to define the shipping environment. Data is compiled to develop trends in shipping conditions, you can filter it down to understand the common, uncommon, and unique occurrences. The real value here is the measurement program sets the standards for your packaging. Armed with this environmental information and information about the ruggedness of your product, you can truly engineer a packaging solution.

A Monitoring program is a cost effective method to provide an ongoing understanding of unique problems as they occur. It provides the opportunity to correct problems before they have epidemic consequences. The correction process might include working with carriers to eliminate potential hazards, addressing material and manufacturing issues, and looking internally to provide friendlier handling within your own facility.

Monitoring programs also provide a means to implement a type of early warning system to notify you that your distribution environment may be changing. Remember the measurement program provided critical information to jump start your packaging standards, if that information is changing you want to know about it as soon as possible.

Measurement and Monitoring programs provide unique tools to help control what's often considered uncontrollable, shipping damage. Taking a proactive stance to eliminate product damage will have great effects across all areas of the company. We at Lansmont will be there to help develop and maintain your Measurement and Monitoring programs. Give us a call today to get started.





Field

to



Lab

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