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TO:	Area Sales Managers	Engineering	Secretaries
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	Customer Service	Manufacturing Management	Technicians
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FROM: Terry Clark, Product Manager

SUBJ: Aegis Profile Stainless Steel Floor Scales are moving to St. Johnsbury

Fairbanks Scales is pleased to announce that the Aegis Profile Stainless Steel floor scale manufacturing is moving to St. Johnsbury, Vermont. Full production is scheduled to begin February 1, 2006. Many of you are aware that these scales were previously built in St. Johnsbury before moving to Meridian, MS, so we fully expect a quick and smooth transition.

Moving the Aegis Profile stainless steel floor scales will be transparent to your normal day-to-day operations, as well as to the end-user. The boom in the land freight transportation industry over the last 5 – 10 years has greatly reduced the amount of time it takes to ship freight cross country. What normally took 6 – 7 days to ship from New England to Portland or San Diego, now takes only 4 days for most major trucking companies.

Please understand that only the stainless steel floor scales are now manufactured in St Johnsbury; all mild steel floor scales will continue to be manufactured at Fairbanks Scales' Meridian, MS facility.

Please direct all written Solutions Groups requests to solutions@fairbanks.com and the appropriate Solutions Group will handle your request.

If you have any questions, concerns, or comments, feel free to give me a call at 816-448-4247 or by e-mail at terry.m.clark@fancor.com.