

ISWM NEWS

International Society of Weighing & Measurement



ISWM 2025 EXHIBITORS

NOT PICTURED: NEXENT/MIRACLE SERVICE





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International Society of Weighing & Measurement (or ISWM)

P.O. Box 148474 • Nashville, TN 37214 • United States

Ann Crowley

Executive Director

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COMING EVENTS

Please visit ISWM.org (Home page for more details).

Please visit ISWM.org (home page for more details)

May 2-3, 2025

South Atlantic Meeting

Holiday Inn Resort Orlando Lake Buena Vista
13351 State Road 535
Orlando, FL 32821

August 7-8, 2025

Central Northwest Great Lakes Meeting

Embassy Suites
7901 34th Ave South
Bloomington, Minnesota

March 10-12, 2026

2026 Annual Conference

Doubletree by Hilton Hotel Sacramento
2001 Point West Way
Sacramento, CA 95815

Magazine Submittal Deadlines:

○ Summer: Editorial

July 1, 2025

Ads:

July 1, 2025

○ The circle denotes the next available issue open for submissions.

2025 Advertising Contract is now on the website.

https://iswm.memberclicks.net/advertising_contract

NEW THIS YEAR: Classified Ads!

<https://iswm.memberclicks.net/classified>

For more information please contact:

staff@iswm.org

WOW! Specific online training for the Handbook 44 focused on the W&M Industry.

Each student will learn:

- The structure which HB44 operates under including the National Council on W&M plus NIST
- What performance tolerances are needed for new and previously installed equipment.
- Best tested throughout the course and take a final exam to validate the student's comprehension.
- Records will be kept by Life and Safety for your reference if needed.

Handbook 44 is Online at Life and Safety.

<https://lms.lifeandsafety.com/login/367/ISWM.aspx>

Life & Safety Consultants, Inc.

15 Brendan Way Suite 140

Greenville, SC 29615

PH: 864.297.4521 Web: www.lifeandsafety.com

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International Society of Weighing & Measurement

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To contact Ann Crowley, call 715-651-9123 or email Ann@iswm.org.



PRESIDENT'S LETTER

By Tammy Schmitz

ISWM President 2024

April 1, 2025

Dear ISWM Members,

Spring is here, Flowers are starting to grow, Trees are starting bud, and I can see a little bit of green color in my grass. With the new Year may it be filled with exciting things and everyone have a safe year.

The 2025 Conference was a great conference this year in San Antonio TX with a big thank you to all the Speakers who did a wonderful job. There were close to a 100 people, and many was the first time coming to the Conference. I hope everyone was able to take something away from the Meetings and Speakers and if this was your first conference we hope to see you again in Sacramento California on March 10-12, 2026

Now that the 2025 Conference has come to an end the 2026 Conference planning has already started. If you have any suggestions or would like to join a committee for the 2026 Conference, contact staff@iswm.org. Please look for further information in the coming months.

I hope to see everyone in Sacramento, California on March 10-12 for the Conference. I know it will be a great time.

Thanks for the honor of being your President of the ISWM!

Tammy Schmitz | Coast to Coast Calibrations Inc
ISWM President 2024



NEW MEMBERS

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jeff@meldrumscale.com
801.255.7410 Company Type

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sales@adamequipment.com

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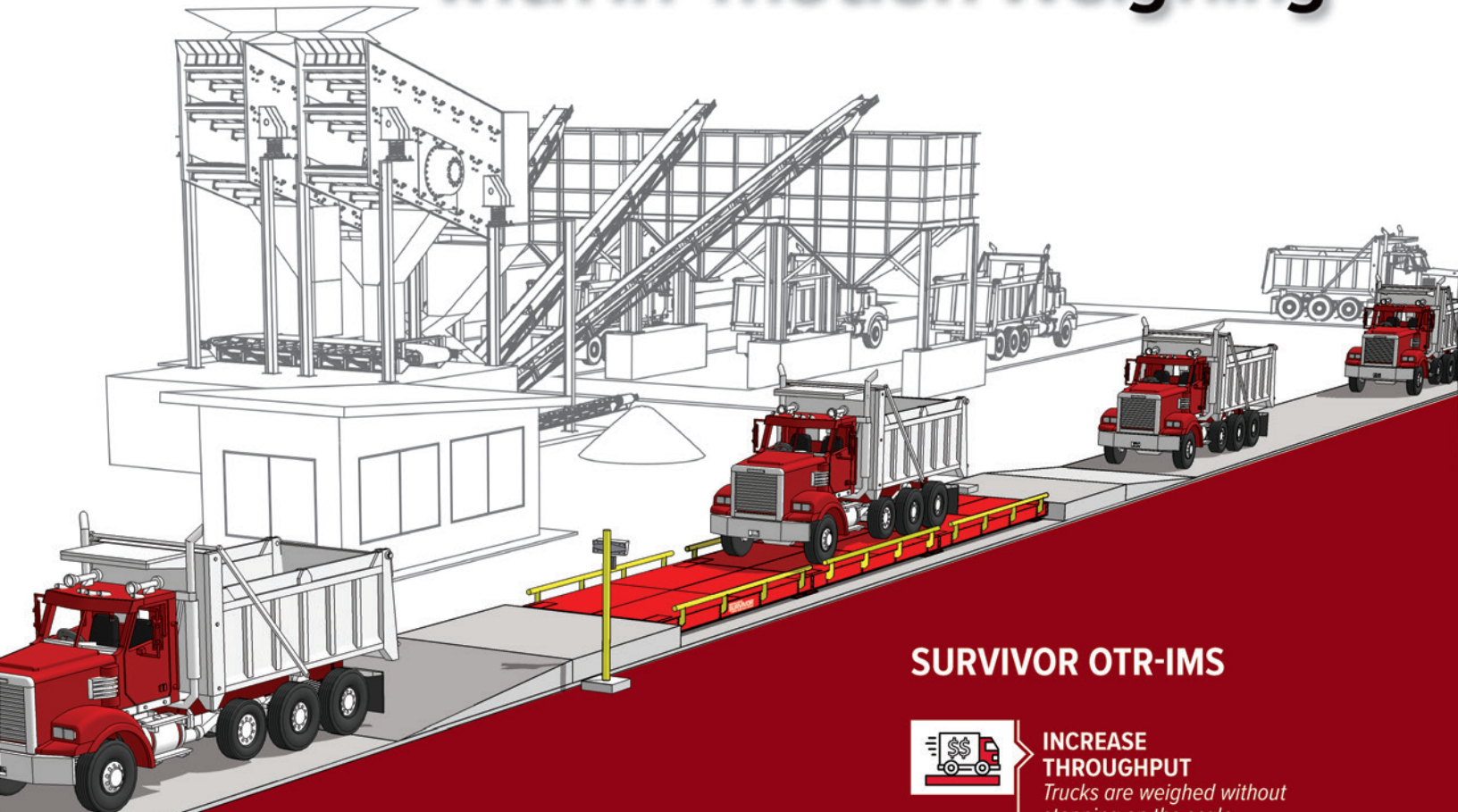
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THE SURVIVOR OTR-IMS patent-pending system can be used with new or existing SURVIVOR OTR truck scales with steel or concrete decks, enabling every facility to boost productivity and revenue with in-motion weighing.

SURVIVOR OTR-IMS



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Trucks are weighed without stopping on the scale



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NCWM Expands Services, Training, and NTEP Lab Capabilities

Don Onwiler – *National Council on Weights & Measures*

The National Council on Weights & Measures has a new facility with an NTEP lab. The NTEP lab was completed to ensure sustained service to NTEP customers. The NCWM Registered Service Agent exams are on-line and ready to be taken. Ohio, Minnesota, Colorado, and Maryland are now accepting these exams. Other states are evaluating accepting the exams to be state certified.

NCWM has expanded its range of Field Training Manuals. They include Retail Computing Scales, Vehicle, Livestock, and Railway Track Scales, Retail Motor Fuel Dispensers, Vehicle Tank Meters, and soon-to-be-published, Liquefied Petroleum Gas Meters.

Voting items being discussed in the Scale Code:

- | | |
|----------------|---|
| G-S.5.6. | Recorded Representations – Should QR codes be accepted. |
| S.1.2.2.2. | Class III, IIIL and IIIL scales Weight Classifiers |
| Table S.6.3.a. | Marking Requirements adjusted |
| T.N.2.4. | Multi-interval and multi-range (variable division-value scales) |
| AWS | Automatic Weighing Systems changes to this section |
| OTH-25.12.26 | Weigh-in-Motion Systems used for Vehicle Direct Enforcement |

NCWM is also offering training for service technicians and weights and measures officials on EVSE charging stations in August 2025 in Denver, CO. Please check this out at NCWM.com if interested. Handbook 44 training for scale dealers would be helpful if companies are interested in expanding their scope for EV charge testing.



Minebea intec

The true measure



Hygienic Design

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As a Minebea Intec Partner you'll have access to a varied portfolio of high performance weighing products and software that enables you to improve the accuracy, reliability, profitability and efficiency of your customer's production processes. With dedicated personnel to take your call and support you throughout your Partner journey, we're committed to making the partnership a great success.



For more detailed information,
please contact us directly by mail

info-us@minebea-intec.com

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Holbrook, NY 11741
Phone 866.963.8587 ext. 8623 Office
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www.minebea-intec.com

Building Better Technicians: Why Structured Training is Essential for Precision and Performance



Lucian Stacy, Left Coast Scale – *Developing and Implementing a Training Program for a Scale Service Company*

Scale companies in our industry are always so busy that it is difficult sometimes to take the time to develop a training program. It is important to define and develop training programs to determine pay and capabilities.

One of the first things you need to decide is the type of scales or disciplines that you will be servicing. Determine the training needed to become proficient technicians for your company.

Many companies primarily use on-the-job training (OJT). Some companies are taking advantage of online training. Whatever method used, there needs to be a method for on-going evaluation and improvement.

When a training program is implemented, the structure will help companies:

- Improve employee performance
- Allow consistent service delivery
- Reduce errors and accidents
- Enhance customer satisfaction

Benefits of a good program include:

| | |
|------------------|---------------------------|
| Customer loyalty | Satisfaction |
| Rewards | Quality |
| Feedback | Good service and support. |

At Left Coast Scale, we have three levels of technicians:

1. **Trainee** – under supervision but needs to be touching equipment and weights. He needs to pass a test, understand Handbook 44, and demonstrate proficiency to advance.
2. **Calibration Tech** – demonstrates academic knowledge. In this area, the technician should be able to set up and program indicators, basic set up applications, identify scale issues, understand environmental issues (IP/Intrinsic Safe), and serial communication. Minimum one year on the job.
3. **Trained Technician** – knows calibration procedures, documents work, follows company procedures and asks for help

when over his head. In this area, the technician would understand batching, ethernet and protocols, system application, resolve problems and provide solutions. Minimum three years on the job.

Option: Master Technician – has three specialties and be able to train others on these specialties. Specialties might include heavy capacity, lab, PLC, etc.

The first step in developing your own program is to analyze what you have. Create a list of your job tasks, training methods you use, and develop a system for on-going evaluation and improvement. Complete surveys with employees and conduct performance reviews. Find areas that need improvement and implement a plan. Evaluate the industry to make sure you are keeping up with what others are doing. Do a Stop Gap Analysis of your training.

Different training methods to consider:

- On the job – job shadowing. How good is the person training?
- Classroom instruction – allows feedback, role playing, hands-on-demonstration.
- On-line training
- Facility training

It is important whatever method that you use, one of the keys is continued ongoing evaluation and improvement. Evaluate the on-the-job training, the return on investment will be worth it. Implement changes for improvement. Involving the employees because employee engagement is a key element for improvement.

Remember, your company is Keeper of Precision. If you use the ride along method, keep track of what each person does and evaluate at the end of the day.



Never miss a calibration again!

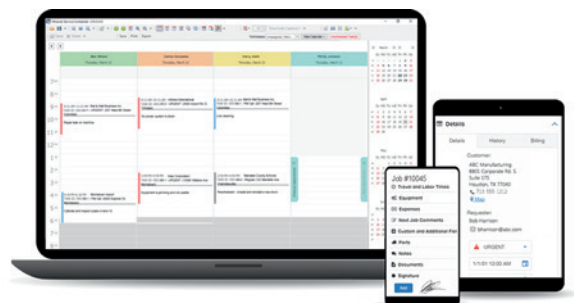
Enjoy peace of mind with software that effortlessly manages every customer and device's calibration schedule, and automatically generates calibration visits for you. Managing your operations can be complex, from tracking upcoming calibrations and scheduling technicians, to overseeing inventory, certificates, sales quotes and customer billing. Simplify it all within a single platform with Miracle Service.

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MIRACLESERVICE
Weights and Measures Edition 



The Introduction of Metrological Traceability in the Latest Edition of Handbook 44 and its Impact on Calibrations

Tim Osborne, A2LA WorkPlace Training

Measurements science requires that we include metrological traceability as a component of a sound calibration program and to ensure the test instrument, or device under test, is making accurate measurements. JCGM 200 (VIM3) 2.41 defines Metrological Traceability as the property of the measurement result that can be related to a reference through a documented unbroken chain of calibrations, each contributing to the measurement uncertainty.

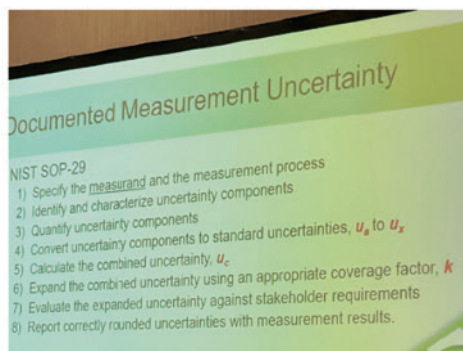
Evidence of the implementation of metrological traceability appears in a test/calibration report in the form of measurement values, measurement uncertainty, and a traceability statement (to the SI, national metrology institute, accreditation or other means).

The Essential Elements of Traceability include:

1. Realization of the SI unit – JCGM 200, ILAC P10
2. Unbroken chain of comparisons – GMP-13
3. Documented calibration program – GLP-4, GMP-11, and state requirements
4. Documented measurement procedure – GMP-12, SOP-1, ISO/IEC 17025 clause 7.2
5. Documented measurement uncertainty – ILAC P14, NIST SOP-29, and NIST TN1297
6. Accredited technical competence – GLP-1, ISO/IEC 17025 clause 6.2
7. Measurement assurance – GLP-1, and SOP-9, -17, -20, -30



Key resources for Metrological Traceability for legal weights and measures include: NIST Handbook 44, NISTIR 6969, ISO/IEC 17025, and ILAC P10.



FOR MORE INFORMATION OR TO SIGN UP FOR A CLASS:

A2LA WorkPlace Training
301-644-3235
training@A2LAWPT.org

Minebea Intec is the winner of the 2025 Kardux Cup

The Kardux Cup recognizes a company, group or individual for the most outstanding new technical achievement of the last year that positively impacts the weighing and measurement industry. Established in 1996, the Outstanding New Product Award (Kardux Cup) is sponsored and funded by the International Society of Weighing and Measurement. Named for Ken Kardux, of Kg Systems, Inc. whose inspiration was instrumental in the implementation of the award, and who generously contributed funds towards the purchase of the original perpetual trophy.

**Minebea
intec**
The true measure



This year's award recognizes the Minebea Intec weighing module Novego® which was specifically developed to meet the increasingly stringent requirements of the food industry. This hygienic all-in-one solution boasts a range of innovative properties to ensure simple, error-free installation and maximum resistance to lateral forces.

The weighing module Novego® is a hygienic all-in-one solution which boasts a range

of innovative properties to ensure simple, error-free installation and maximum resistance to lateral forces. Novego® ensures process reliability, measurement accuracy and rapid cleaning. The exceptional corrosion resistance of the stainless steel and the product design in accordance with EHEDG guidelines make the weighing module resistant to dirt, water and even aggressive cleaning products. Novego® offers innovative features that ensure simple, error-free installation. With the weighing module, you opt for - fast, precise, hygienic installation - and against additional, time-consuming constrainer alignments.

In summary, Novego® offers:

- Hygienic design load cell and installation kit
- a high degree of process reliability and precision thanks to the innovative side-force-resistant system
- quick and easy commissioning due to smart add-on parts and
- durable, reliable weighing solution with excellent corrosion resistance.



2025 Conference Awards

Lady of the Year Award

This award recognizes valuable contributions by wives and women in the weighing industry.

Ashley Thomas
Coti-Global



Woody Woodland Memorial Award

This award honors a person who by his/her own efforts and services has contributed to the scale and weighing industry.

J. Bert Baxter
Greenville Scale Co.



Most Outstanding Exhibit Award

This award is awarded and judged on overall quality, product presentation, booth staffing, personal appearance, helpfulness to attendees, and assistance with technical and application questions.

Laumas



Mark Pickell Award

This award recognizing and honors the member whose outstanding activities and efforts during the preceding year or years has contributed greatly to strengthening the effectiveness, benefits, and growth of his/her local division of ISWM.

Jerry Finnegan
Anyload



ISWM 2025 ANNUAL CONFERENCE

Held February 18-20, 2025



ISWM

INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT





INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT

ISWM 2025 ANNUAL CONFERENCE

Held February 18-20, 2025





Scale Dealers Roundtable Panel Summary

Dealers Participating

Bert Baxter (Greenville Scale, SC), Ryan Fox (Central Illinois Scale, IL), Richard Bertrand (Peninsula Scale, FL), Kevin Mewbourn (Weighing Technologies, TX), Steve Mizerak (Scale Warehouse and More, PA), Jason Fitzgerald (Left Coast Scale, CA).

Moderator: Jerry Finnegan

Staying Informed About Industry Changes

- **State Meetings** – Some companies hold quarterly meetings with state officials.
- **Industry Organizations** – ISWM (International Society of Weighing & Measurement) and other conferences.
- **Newsletters** – ISWM and NCWM (National Conference on Weights & Measures), though NCWM has limited state-specific updates.

Recent Regulatory Changes Impacting Business

- **Forklift Scales** – Legal for trade testing requirements.
- **Vehicle Weight Regulations** – State-imposed overweight restrictions.
- **Dimensional Product Standards** – New measurement regulations.
- **Cannabis Industry** – NTEP-certified scales required.
- **EV Charging** – New regulations emerging.
- **NTEP vs. Non-NTEP** – Compliance challenges.
- **Regulatory Access** – Finding applicable regulations remains a challenge.

Communication with Regulatory Bodies

- **State Meetings** – Still not back to pre-COVID engagement levels.
- **Proactive Approach** – Companies seek early involvement in regulatory discussions.
- **California-Specific Challenge** – Regulations vary county by county.

Continued on page 18



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Continued from page 16

Expectations from Vendor/Reseller Relationships

- **Support & Availability** – Access to high-quality equipment.
- **Friction Reduction** – Maintaining a strong human connection.
- **Industry Expertise** – Need for knowledgeable support as experienced professionals leave the industry.
- **Communication & Responsiveness** – Timely and clear information exchange.
- **Accountability** – Vendors should demonstrate how they manage issues when things go wrong.

Actions Manufacturers Can Take

- **Marketing & Training** – Providing resources for dealers.
- **Industry-Specific Support** – Helping dealers in areas where they lack expertise.
- **Lead Generation** – Assisting dealers in finding new business opportunities.
- **Understanding Scale Businesses** – Aligning with dealer operations.
- **Warranty Support** – Including travel and labor costs.
- **Dead-on-Arrival (DOA) Parts** – Quick and efficient replacements.
- **Industry Targeting & Vendor Training** – Strengthening partnerships.

Industry Focus Areas

- **Heavy Capacity** – Primary area of focus.
- **Food Automation** – Growing sector.
- **Petrochemical Industry** – Large-scale weighing needs.
- **Agriculture** – Demand for heavy-capacity solutions.

Emerging Market Opportunities

- **Cannabis Industry** – Demand for reliable, compliant scales.
- **Geographic Expansion** – Exploring opportunities in adjacent markets.

- **Cross-Industry Applications** – Leveraging expertise in other calibration-related fields (e.g., metal detectors).

Trade Show Participation

- **Increasing Engagement** – Many dealers are attending more trade shows.
- **Industry-Specific Shows** – Mining, medical, and regional events.
- **Declining Participation** – Some dealers reducing trade show involvement.
- **Digital Presence** – Google Analytics and social media used for networking and lead generation.

EV Testing as a New Market for Scale Dealers

Supply Chain Disruptions & Recovery

- **Tariffs** – No significant concerns.
- **Fast-Response Advantage** – Some dealers benefited from quicker logistics.
- **Extended Lead Times** – Manufacturers have adjusted processes to mitigate delays.
- **Product Availability Issues** – Example: Epson product shortages led to a switch to thermal ticketing.
- **Stock Management** – Increased inventory levels to counter disruptions.

Participation in ISWM

- **Networking & Learning** – Informative sessions and valuable industry insights.
- **Speaker Quality** – Strong presentations and discussions.
- **Regional Perspectives** – Learning from different geographic markets.
- **Refreshing & Engaging** – Positive experiences from attendees, highlighting the organization's value.





COMPANY NEWS

NCWM

NCWM is busy with our Registered Service Agents (RSA) Exam rollout. We developed these technical exams for voluntary recognition by the states for purposes of registered service agents. We also offer state-specific exams for states which require additional testing. For convenience, we offer two methods for testing: in-person and virtual proctoring. Passing results are then entered into a front-end database for states to verify passing individuals. One stop shop! The project has been a labor of love; we encourage you to learn more on our website (ncwm.com/rsa-exams). We hope you will join us in Reno for our 110th Annual Meeting in July and in Mobile for our 2026 Interim Meeting next January!

RICE LAKE WEIGHING

New In-motion Truck Scale System from Rice Lake Weighing Systems

Rice Lake, Wis.—Rice Lake Weighing Systems is pleased to announce the SURVIVOR® OTR-IMS in-motion truck scale system. This weigh-in-motion system improves throughput at high-volume facilities by maintaining a steady flow of traffic.

SURVIVOR OTR-IMS Features

- Patent pending system
- Single-draft weighing
- Legal for Trade certification
- Industry-leading support



The SURVIVOR OTR-IMS helps cut emissions by shortening truck idle and eliminating lines of trucks waiting to be

weighed. This in-motion truck scale system can also reduce maintenance by limiting truck braking and improve site safety by allowing drivers to complete transactions from their cabs.

The SURVIVOR OTR-IMS system consists of the 1280 Enterprise™ Series weight indicator with Legal for Trade, in-motion software, the LaserLight3™ remote display and a speed sensor paired with a SURVIVOR OTR truck scale.

Compatible with steel or concrete deck SURVIVOR OTR truck scales, the SURVIVOR OTR-IMS system can be installed with new scales or retrofitted to existing scales, enabling every facility to boost productivity and revenue with in-motion weighing. Learn more about the SURVIVOR OTR-IMS or contact Rice Lake Weighing Systems at 800-472-6703 to discuss your specific vehicle weighing needs.

Rice Lake Weighing Systems is a global leader in weighing and measurement solutions. With a focus on innovative, quality products and legendary customer service, Rice Lake provides solutions for your business. From the industry's largest selection to an infinite array of customized systems, Rice Lake can meet any requirement.

ADAM EQUIPMENT

Adam Equipment Brings a Smart, Connected Touch to Precision Weighing New Touch-Screen Scales

OXFORD, Conn., March 13, 2025 -- Adam Equipment, a trusted global leader in the manufacturing of professional scales and balances, is putting precision at your fingertips with the launch of its new touch-screen label printing scales and weighing indicators.

The innovative BTT bench and floor scales and AE 505 indicator represent an evolution for Adam products, offering innovative

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Printers



Scales



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COMPANY NEWS

stock and inventory control features previously found only in more costly warehouse management and inventory control systems. They combine user-friendly touchscreen controls with advanced weighing technology, offering users enhanced accuracy, built-in connectivity, and all-in-one label printing convenience.

“We’re excited to show our customers how intuitive and agile the new Adam touchscreen products are to use,” said Richard Storey, Adam Equipment’s CEO. “We have listened to our customers and gained an understanding of how difficult and labor-intensive inventory control is and used our knowledge of weighing and counting to develop a solution for the entire process, not just a few individual steps.”

The new BTT range incorporates a touchscreen AE 505 indicator, coupled with a robust scale platform. The AE 505 weighing indicator can also be purchased individually and used with a variety of Adam platform scales.

Features include:

- Simplified operations with an 8-inch touch-screen interface (including a pop-up QWERTY keyboard to enter more than 1,000 PLU numbers and descriptions) and a port to connect a bar code scanner
- Improved traceability with user sign-in and data export options: reports can be exported as Microsoft Excel-compatible spreadsheets and saved to a flash drive for a portable solution or transmitted to a PC
- Easy connectivity to PCs and printers via integrated RS232 and USB ports, as well as optional Bluetooth, Wi-Fi or RJ45 Ethernet modules
- Built-in printer to output customized labels (created with Adam’s easy-to-use label design software) and

internal memory for fast recall of up to 10 label designs

BTT bench scales offer capacities from 16lb/8kg to 130lb/60kg (readabilities from 0.0002lb/0.1g to 0.005lb/2g) with a generously sized 15.7” x 11.8” / 400 x 300mm stainless steel pan, while BTT floor scales offer capacities from 165lb/75kg to 660lb/300kg (readabilities from 0.01lb / 5g to 0.05lb / 20g) with an even larger pan size of 19.7”x15.7” / 500x400mm.

For exceptional durability under a wide variety of environments, the AE 505 indicator housing is constructed from robust ABS plastic, while the BTT base is made from mild steel with an easy-to-clean stainless-steel pan. Both are protected by Adam’s three-year manufacturer’s warranty to ensure continued use.

Well-suited to manufacturing facilities, shipping and receiving areas, packing locations, and distribution warehouses, AE 505 and BTT easily perform applications such as: Percentage weighing, Check-weighing, Accumulation, Parts counting, Averaging and Net total weighing.

The integrated label printer prints to standard 2” x 1.2”/50 x 30mm labels, though labels with a height of up to 2.4” / 60mm can be used. Users can easily customize their label designs to include weighing results, data for traceability (such as date and time), logos, QR codes and bar codes.

a stock take, with rework often needing to be done at the end of the day when everyone is suffering from fatigue,” Storey added. “With BTT and AE 505, an operator can immediately see that something is wrong and investigate.

”

For inventory, an operator can simply enter a part number using the touchscreen or a barcode reader, weigh a sample of the product to get its reference weight, then put on the remainder of pieces to get a complete count. When using a standard tote or container, the tare weight may be stored or entered manually. Another option would be to upload data on up to 1,006 samples into the AE 505’s memory and the expected quantity, then compare the total with the resulting quantity.

“BTT and AE 505 take the Adam industrial scale range to the next level,” Storey said. “We can now offer businesses much greater control over accuracy and traceability in weighing processes and inventory management.”

To learn more about BTT bench and floor scales and the AE 505 weighing indicator, visit www.adamequipment.com.

ANYLOAD

Anyload, a leading manufacturer of weighing and measurement equipment, has recently achieved three significant ISO certifications, underscoring its commitment to quality, environmental responsibility, and occupational health and safety

Understanding why you have variances in stock levels is one of the most time-consuming parts of



COMPANY NEWS

The company has been awarded the ISO 45001 certification, an international standard for occupational health and safety management systems. This certification reflects ANYLOAD's dedication to providing a safe and healthy workplace by proactively improving employee well-being and reducing work-related injuries.

Following up, ANYLOAD has obtained the ISO 14001:2015 certification, which pertains to effective environmental management systems. This achievement demonstrates the company's commitment to minimizing its environmental footprint and promoting sustainable practices in its operations.

Then, the company has secured the ISO 13485 certification, the internationally recognized standard for quality management systems in the design and manufacture of medical devices. This certification signifies ANYLOAD's ability to consistently meet customer and regulatory requirements, ensuring the safety and efficacy of its medical devices.

These certifications highlight ANYLOAD's unwavering dedication to excellence across various facets of its business operations, reinforcing its position as a trusted leader in the weighing and measurement industry.

COTI GLOBAL SENSORS

With more than 50 years of combined load cell repair experience, the operations department at Coti Global Sensors (CGS) has refined its rail scale repair process. From the moment you first contact Coti Global Sensors—whether through email, text, phone call, or even in person—you'll experience a warm, Southern hospitality and speak with a knowledgeable repair staff member. After a few quick specifications, including any custom requests such as connector positions and cable lengths,

your rail scale will be well on its way to functioning like new.

At Coti Global Sensors, we strip the rails down to the metal and give them the same meticulous attention as our brand-new models. Unless it's peak season, your rail will be repaired and ready to ship back to you within about one week.

We repair more rails than any other load cell type and take great pride in restoring each one, even those not originally manufactured by CGS. As Misty Finley, senior operations manager, puts it: "Our repair department was fixing rails long before we started manufacturing our own." And yes, the company offers new rails, too, if you need them.

Coti Global Sensors manufactures a stand-out new product: the CG-RXR Rail Scale (90, 115, 132, 136), which can replace almost any rail scale, regardless of manufacturer. If it has a gauged load cell on a rail that's 5 feet 10 inches, we can replace it with the Coti Global brand. As Finley likes to say, "The load cell doesn't know what color it is." Many service people mistakenly believe they have to match colors—blue with blue or red with red—but the yellow Coti Global CG-RXR works just as well.

The Coti Global Sensors repair department also handles other analog load cell repairs. We specialize in restoring hard-to-find units that are no longer manufactured. We provide that peace of mind, with all repairs backed by a one-year warranty. Additionally, we offer some of the quickest turnaround times in the industry.

We're as close as your mobile phone when you need a replacement or repair. For

quality service on your repair, give us a call at 866-762-COTI (2684).

About Coti Global Sensors:

Coti Global Sensors Manufacturing is an ISO 9001:2015 QMS-certified company. Their warehouse in Harvest, Alabama, stocks one of the largest selections of load cells available in the US—with product certifications for load cells, including NTEP, OIML, and Factory Mutual Approval.

For more information about the company or inquiries about their products, please call 1-866-762-2684 or email sales@coti-global.com.

DIVISION NEWS:

SOUTH ATLANTIC DIVISION

The meeting is scheduled for May 2 and 3 at the Holiday Inn Resort Orlando Lake Buena Vista, 13351 State Road 535, Orlando, FL 32821. The two speakers scheduled are Stacy Moore (It is a Balancing Act How to Take care of your employees beyond the paycheck) and Richard Bertrand (A1 Service Manager). Come join the meeting for great topics and updates. Contact the Holiday Inn at 407-239-4500 and use the group code ISC. The cutoff date for room reservation is April 2, 2025. The registration fee is \$30. Contact Todd Fowler for more information.

CENTRAL NORTHWEST GREAT LAKES DIVISION

Save the date is out. August 7 and 8 the meeting will take place at the Embassy Suites, 7901 34th Avenue South, Bloomington, MN. Reservations may be made by phone 800-317-8143 by July 16, 2025. Please contact kshuey@ciscale.com for more information or if you are interested in doing a tabletop, hospitality room or speaking!



Manufacturers Roundtable Panel

Panelists:

Jim O'Brien (Rice Lake Weighing Systems), Barry Honig (TruckPay), Brad Fryburger (Rinstrum) and Joe Hance (Laumas-US)

Moderator: Lucian Stacy (Left Coast Scale)

How do you deal with the recent turnover in Service Professionals?

- **Rice Lake:** Regional Manager visits, training at dealer site, providing multiple levels of training, and more time on phone with technicians.
- **TruckPay:** Changing generations want more apps and utilize mobile technology. We have on-line training videos.
- **Rinstrum:** Yes, seeing the change. We feel good quality support carries them. Call Rinstrum, and the support is available. The new generation wants the same info on a video clip. Companies are getting bigger and have caused change.
- **Laumas:** Tried LinkedIn. We are attending events like this meeting. Tech support wants videos.

Training - What kinds of problems are you seeing?

- Technicians having time to train. They are not available to attend classes. Online training helps with this by enabling watching a short video and then finishing later.
- Technicians do not have the ability to set up networks.
- Companies watch techs work. They see one technician that can do the job in 4 hours and takes another one six hours.
- Training equals confidence.



ISWM 2025 ANNUAL CONFERENCE

Held February 18-20, 2025



ISWM

INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT

What developing trends are you using in your processes?

- **Rice Lake:** Products come from our customers. We are using communication protocols and AI on our shop floor to optimize internal processes.
- **TruckPay:** AI is a big thing. Customer wants to utilize AI. AI cameras are used for recognition. Data is moving to the cloud and utilize data security to validate systems. General Data Protection Regulation (GDPR). What happens when you have an autonomous vehicle using a scale?
- **Rinstrum:** Seeing more digital scale systems with the younger generation. Industrial Bluetooth and CAN Bus are used.
- **Laumas:** Not a new trend, but more automation. Digital communication being requested. This includes Ethernet IP and Profinet.

There is consolidation in our Industry. What do you see the future of the independent scale dealer?

- **Laumas:** Companies specialize in niche markets.
- **Rinstrum:** Mid-to-small dealers are strong. Their service is superior in many ways. Larger dealers have more noise. Personalized service brings customers back and creates loyalty.
- **TruckPay:** Medium to large have technical skill set.
- **Rice Lake:** We have seen companies purchased. Sometimes the technicians feel they lose their place. Techs are the face of the company.

Are you seeing AI Chat or Automation?

- **TruckPay:** AI is a help in software development. Ask for codes to speed progress. AI helps with the design of circuitry. Companies must maintain proprietary information. Everything you put out becomes part of the knowledge base.
- **Rinstrum:** We have seen applications where driver asks questions and AI answers. AI identifies another application. AI may assist with support, ask questions, and receive the answer back.
- **Laumas:** Tried a few tools.

Are you worried about tariffs?

- **Laumas:** This is a big unknown. May split the difference therefore sharing the burden.
- **Rinstrum:** No affect yet but do think in the future there is a concern.
- **TruckPay:** Value of efficiency may offset tariffs.
- **Rice Lake:** We assemble products in the US. Supply chain and other costing issues will be affected.

Do you see any emerging markets creating big opportunities?

- In-motion weighing
- Upgrading technology
- Cannabis
- New recycling technology for food waste, recycling chips. Landfill diversions happening and everyone needs to weigh. Transfer stations will spring up.
- Sending information to the cloud. Where do scale companies assist with this? Provide the app and create cloud data.



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Weighing the Future: How Laser and Scale Technology Promotes Responsible Material Handling & Transportation

Dan Caine, *Wingfield Scale*

“If you do not measure it, you cannot improve it” stated Lord Kelvin.

Today’s scale companies are experiencing real challenges transitioning their workplaces through mergers and acquisitions. A new generation of leaders must recognize the history and direction of our industry, then effectively train, develop and retain skilled employees to grow their company.

These challenges are present in every industry globally. For perspective, we can examine several factors that shape commerce at every level locally and globally, now. Some economists recognize how these forces impact economies every eighty (80) years. Money is one man’s debt and another man’s asset, and the same is true for companies and nations. So, money is debt, debt is money. The balance or imbalance between them, if studied, creates the potential for order or disorder, polarization between groups, and can lead to economic and societal disruptions. This brings us to the final factor – technology. Let’s define that as man’s God given gift

of human inventiveness. Technology can be a bridge to resolving these issues. And it’s cool!



Wingfield is using LIDAR (light detection and ranging) to modernize inventory management. LIDAR may be used in photogrammetry and imaging to compare volume versus weight versus density. Inventory matters. The Sarbanes/Oxley act is a federal law that maintains financial record keeping and reporting for corporations.



With LIDAR we can utilize UAVS and drones, flow meters, and other equipment to compare historical information with real-time information. This system establishes geopositioned points and scans to collect accurate data digitally. Add a drone flight to compare the information and put the data in the cloud. Filtering becomes one of the most powerful tools. The historical information can be reconciled to the movement of materials through a facility and to determine the cost of the product and production. Realtime information is gained as product inventory changes.

Everything today comes from mine or a farm. It may be conveyed, trucked or transported by rail. We now have the technology – both hardware and software to scan volumetric measurements to within 1 to 2% accuracy. This allows for real-time inventory with automation integration and consistent results. Load distribution may be optimized and problems resolved.

For more information, contact Dan Caine, Wingfield Scale, www.wingfieldscale.com.

Weigh-in-Motion in Direct Enforcement Applications

Jan Konijnenburg, *NIST Office of Weights and Measures*

Weigh In Motion systems (WIM) are instruments that weigh the gross vehicle weight, axle load weight or axle-group load weight of vehicles in motion. The data from these weighments are used for a range of applications, including road planning, trade, data collection, safety, and enforcement. WIM systems are used in over 50 countries, including the United States.

WIM systems can be split up in low and high speed in-motion weighing. There is a trade-off between accuracy and speed. Low speed weighing is more accurate and used to maintain market equity (legal for trade); while high speed is often used for law enforcement and data collection on public roads.

Contributing factors to the low accuracy of high-speed WIM systems include:

- Split weighing (weighing in portions)
- Sensor technology accuracy
- Speed or short duration of measurement
- Bouncing of the vehicle
- Quality of pavement
- Environmental factors
- Other considerations

High speed WIM systems come in different forms, e.g., installed on rail, on bridge structures, in road pavement, and on board of vehicles. Often utilized technologies include strain gauges, piezoelectric material, fiber optics, and capacitive sensors. The US Federal Highway Administration alone has over 745 weigh-in-motion

systems. These systems are not currently being used for direct enforcement.

In enforcement, high speed WIM systems typically used a screening tool (indirect enforcement). The system detects if the truck is overloaded and directs the truck to a certified truck scale. Citations are issued on the spot. In direct enforcement applications, citations are issued based on the measurement of the WIM system which must be certified. Since the violating truck is not pulled over, citations are issued afterward after reviewing the data.

A study by New Jersey Department of Transportation and the Federal Highway Administration shows that currently only 6.4% of the overweight trucks are cited. A certified WIM system operates 24 hours, 7 days a week increasing the citation rate significantly. This increase in efficiency deters violators which lead to less overweight trucks on the road which, in its turn, increases safety and protects the infrastructure.

In trade today, the standard is 0.2% accuracy. There is a buyer and seller with equal, but opposite interest in an accurate measurement. High speed WIM systems have an accuracy between 5 and 10%. However, in enforcement applications there is no seller, and profit is not the objective of its use. Therefore, in enforcement applications, it is possible to apply a reduction (equal to the accuracy of the instrument) to avoid overcharging the violator.



For example, assume a truck weighing 100,000 lb driving on a road with a limit of 80,000 lb. This truck is 20,000 lb overweight. Also assume that the WIM system has an accuracy (tolerance) of 10% and that the measured weight is also 10% over the actual weight (the worst-case situation for the violator). In that case the WIM measures the truck at 110,000 lb. Before citing the violator, the measurement is reduced with a 10% correction resulting in a corrected measurement of 99,000 lb which is 19,000 lb over the weight limit. This example shows that the violator is never being overcharged due to the inaccuracy of the WIM system.

Currently, eight countries are using WIM systems for direct enforcement, including the U.S. with a WIM installation in New York City. To use a WIM system for direct enforcement, the system must be certified according to an accepted documentary standard. Most U.S. states require the use of NIST Handbook 44 as documentary standard in legal metrological applications. However, NIST Handbook 44 currently does not contain a code for WIM systems

in direct enforcement applications. Currently, the most suitable standard is OIML (International Organization of Legal Metrology) Recommendation R 134. So far OIML has issued OIML certificates for six high-speed WIM systems globally.

New York state uses high-speed weigh-in-motion enforcement on the Brooklyn Queens expressway. This infrastructure was designed in 1940 and is 84 years old. Ten percent of the 130,000 vehicles per day are trucks. Nowadays, trucks are bigger and carry more loads. The current state limit for gross vehicle weight is 11% over the design specifications of the expressway. New York focuses on the grossly overweight trucks. New York City is using WIM technology because there is no opportunity to pull over and weigh trucks in the vicinity. Although, their application is direct enforcement, citations are not issued automatically. Each violation is reviewed, a picture of the truck

and license plate included as part of the review. New York has a temporary agreement with the Weights and Measures division to certify the system outside the NIST Handbook 44 guidelines.

Before the start of enforcement (November 2023), the WIM system registered 1200 violations per month. Since WIM enforcement started there has been an 80% drop in overweight vehicles. So far, 2300 citations have been issued, and no complaints have been received about the accuracy of the weighing system.

The goal of New York City is to develop a suitable code in NIST Handbook 44 for WIM systems in direct enforcement applications so that WIM systems can be certified in the regular Weights and Measures program. A proposal for a new code was submitted in 2022 at the National Council on Weights and Measures. The first pro-

posal failed and after several modifications were made, a second proposal is currently up for vote. Reasons given for the first proposal failing the vote were the fact that direct enforcement falls outside the scope of the regular Weights and Measures programs, many states Weights and Measures divisions do not have the resources to certify WIM systems, and there was concern about the large error tolerance of these systems. But if WIM systems are not covered by NIST Handbook 44, that does not preclude states to install these systems on public highways. But without a nationally accepted standard, there will be no harmonized approach in the certification of these systems.

For more information on this topic, refer to NIST Special Publication SP2200-05 which is freely available at <https://nvlpubs.nist.gov/nistpubs/SpecialPublications/NIST.SP.2200-05.pdf>.

NCWM

National Council on Weights and Measures

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1

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Using Mobile and Cloud-Based Truck Scale and POS Systems to comply with Expanding Government Regulatory Reporting Requirements

Barry Honig, TruckPay

Do you trust everything is fair in the marketplace? Leviticus 19:36 states “Use honest scales and honest weights, an honest ephah and an honest hin.”

Today, a modern scale system must keep up with the demands of the market, Modern truck scale software should include features such as being Enterprise Class, multi-lingual, multi-currency, multi-metric, and scale agnostic. TruckPay, with its MyTruckScales truck scale management and point of sale (POS) product, provides a best-in-class SAAS (Software as a Service) solution to meet this need.

Using Cloud Computing eliminates kiosk maintenance costs, as well as the cost associated with owning and maintaining scale-house computers, data backup, and cyber-security. Tickets and invoices are securely stored in the cloud and are accessible from anywhere. Drivers and weighmasters are guided by the app, to easily follow customer designed weighing workflow. The use of mobile devices increases operational efficiency and provides digital payments, without the need for credit card readers. Management reports are customizable and can be scheduled to run at any time and automatically distributed to all stakeholders. AI driven analysis of product sales, predicted cash-



flows, and scale inactivity reports can be provided. This feature enables a scale-owner to run their business more efficiently and to help prevent fraud.

Drivers can weigh a truck, in as little as eight to ten seconds. The driver stays in the truck which provides additional safety and comfort advantages. The driver is not outside in the weather. Our program provides virtual kiosks. MyTruckScales uses smart devices, such as tablets and phones. No technical skills or programming is required. Today, everyone has a mobile device and is familiar with its operation. The

driver becomes the weighmaster. This functionality, for example, has reduced weighing times from six to eight minutes to 30 seconds to one minute.

To set up a mobile device, the driver can either download it, prior to arriving at the scale site, from the Google Play Store or Apple App Store or can scan a QR code displayed on a sign that is hung at the scale. This sign is provided at no cost to the scale-owner. The driver may use any Android or iOS mobile device. He then downloads the app and follows prompts for setting up. Just like all apps that are available for drivers, such as Uber or Lyft.

TruckPay has six different NTEP approvals. It is certified for weigh-in/out, stored tares, and for financial transactions. It can also perform financial account validation, for example.

The software improves operational efficiency by allowing scales to be fully unattended, improves scale-owner and customer communication, and utilizes remote weigh masters. Operational efficiency is also greatly increased, by enabling scale-owner companies to view all trucks on site and to measure load-in and load-out times, in real-time.




technician would configure the scale indicator, set up an IP address and port number, SSID network, and specify the weigh-string. If configured to do so, IP cameras can be used, to take multiple images of the truck on the scale. There are a rich set of APIs and the ability to send scale tickets through a web hook to pull and push data to up and downstream systems, like Net Suite, SAP, Hauler Hero, Routeware, or Sage. Tickets and invoices can also be exported to EXCEL, CSV, and PDF file formats.

The management reports are configurable and customizable. Photos may be used to validate truck loads or when scale tickets are created. There is complete transparency for reporting requirements for agencies.

The application requires an indicator router or to simply be connected via either with native WIFI or a connected an ethernet card to a Wi-Fi network. A


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IP68

RAPP/MANTES EDUCATION FUND

SCHOLARSHIP APPLICATION FORM - 2024 (All applications must be received by June 1, 2024)

The Rapp/Mantes Education Fund awards scholarships to those involved in the scale industry, their children and grandchildren.

The number of scholarships and the amount of each varies from year to year.

To be considered for a scholarship this form must be completed in full and in addition the following items must be submitted.

1. An official copy of your academic transcripts complete with your latest GPA.
2. Two letters of recommendation from people other than your relatives.
3. A type-written/computer generated one page letter, expressing your feelings as to why you should receive this award.

MAIL TO: Rapp/Mantes Education Fund
C/O Ohio State Scale
3240 Leesville Way
Dublin, Ohio 43017
Phone: 614-459-5152

Name: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Telephone No.: _____ Social Security No.: _____

Your relationship to the scale industry:

Name: _____ Relationship: _____

Company Affiliation: _____ Years with Co.: _____

Working or Retired: _____

Name & address of the Institution you will be attending beginning with the fall semester/quarter 2024/2025:

Name of Institution: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Address of Bursar's Office (if different): _____

City: _____ State: _____ Zip: _____

Name & Address of the Institution currently attending (if different):

Name of Institution: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Your work experience. This may be volunteer work or paid employment: _____

Your extra-curricular activities. _____

Your occupational or career goals: _____

THE RAPP/MANTES EDUCATION FUND SCHOLARSHIP COMMITTEE WILL REVIEW ALL APPLICATIONS BY JUNE 15, 2025.
NOTIFICATIONS OF AWARDS WILL BE MADE TO EACH RECIPIENT ON OR BEFORE JULY 1, 2025.

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