

WINTER 2024

# ISWM NEWS

International Society of Weighing & Measurement

## WEIGHING IN ON SOCIAL IMPACT AND CORPORATE RESPONSIBILITY!

ISWM 2025 ANNUAL  
CONFERENCE  
February 18-20, 2025



**Coti Global  
Sensors**

**QUALITY**

CERTIFIED

**CUSTOMER SERVICE**

We are dedicated to providing excellent customer service in a timely manner so you can get back to the job at hand. Our sales team is always ready to help you find what you need and get it to you quickly.

**QUALITY**

Backed by numerous quality assurance certifications, we provide our valued customers with accurate, reliable weighing equipment and hardware.

**THE  
Coti Global  
Sensors  
DIFFERENCE**

**SELECTION**

We are proud to provide a wide variety of weighing equipment including hard to find load cells, interchangeable products, and the hardware and accessories you need to get the job done.



**SEVEN Canister Models**

joined our list of NTEP-Certified Load Cells.

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### International Society of Weighing & Measurement (or ISWM)

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

Ann Crowley  
*Executive Director*

Work: 715-651-9123

Email: [Ann@iswm.org](mailto:Ann@iswm.org)



# COMING EVENTS

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

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

## February 18, 2025

### ISWM National Convention

Embassy Suites by Hilton  
7610 S. New Braunfels  
San Antonio, TX 78235

## Magazine Submittal Deadlines:

- Winter:**  
**Editorial/Ads: November 1, 2024**
- Spring:**  
**Editorial/Ads: April 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](https://iswm.memberclicks.net/advertising_contract)

### NEW THIS YEAR:

#### Classified Ads

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

For more information please contact:  
[staff@iswm.org](mailto: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](http://www.lifeandsafety.com)

# ISWM 2024/2025 Board of Directors

## Executive Director

Ann Crowley

## Administrative Assistant/Controller

Jennifer Fox

## Executive Committee

### President

Tammy Schmidtz  
*NBS Calibrations*

### Past President

George Williamson  
*Greenville Scale Company, Inc.*

### Vice President

Lloyd Holleman  
*Anyload, LLC*

## At-Large Members

Bill Ramey  
*Coti Global Sensors, Inc.*

Tom Boughter  
*Maine Scale*

## Governors

Steve Hofius ..... AP&B

Jim Perry ..... Central Northwest

Alison Weiss ..... Greater New York

Carlos Lares Ponce ..... International

Jim O'Brien ..... New England

Steve Dishon ..... Potomac

Todd Fowler ..... South Atlantic

John Hallak ..... Western

Rob Woodward ..... Manufacturing

## International Society of Weighing & Measurement

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Mail goes to P.O. Box 148474 • Nashville, TN 37214 • United States.  
To contact Ann Crowley, call 715-651-9123 or email [Ann@iswm.org](mailto:Ann@iswm.org).



## PRESIDENT'S LETTER

By Tammy Schmitz

*ISWM President 2024*

July 1, 2024

Dear ISWM Members,

Summers is now over, and Fall has begun. Such a beautiful time of year as the Leaves change colors and it reminds you that Winter and the Holidays are just around the corner. Hopefully, the wild weather is behind us now. As we come into the Holiday season, my hope is that everyone stays safe and enjoys this time of year.

The 2025 Conference planning is about completed with only a few details to finalize, the theme this year will be: Weighing in on Social Impact & Corporate Responsibility. Conference is being held at the Embassy Suites in San Antonio, TX February 18th-20th 2025, with the Board Meeting Monday Feb 17th and Vendor Setup and Division meetings Tuesday Feb 18. Please see the registration in this Fall issue of the ISWM News as well as on the Website for all the details.

As the planning of the 2025 Conference is coming to an end the 2026 Conference is already started. If you have any suggestions for the 2026 Conference contact [staff@iswm.org](mailto:staff@iswm.org).

I hope to see everyone in San Antonio TX for the Conference. I know it will be a great time. Thanks for the honor of being your President of the ISWM!

NBS Calibrations/Coast 2 Coast Calibration

**Jeffrey Owen**

Caribbean Controls Group  
Carr. #2 Km 121.6 Villa Linda Ave.  
Interamericana #116  
Aguadilla 00603  
Puerto Rico  
Phone: 787-882-0494  
jeff@ccgweighing.com

**Louis Waterhouse**

Law Calibration  
41 Spring Hill Road  
Suite 106  
Saco, ME 04072  
207-494-7538  
waterhouse@lawcalibration.com

**Keith Thomas**

Active Scale  
6 York Road  
Brantford, ON Canada N3T 5Y6  
647.968.8897  
kthomas@activescale.com

**Company Type**

**New\_Member Name**

Company Name  
Street Address  
City/Town, State Zip  
Phone Number  
newmemberemail@server.com  
Chosen Division

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City/Town, State Zip  
Phone Number  
newmemberemail@server.com  
Chosen Division

**NOTE:**

*We have plenty of room for new members!  
And you know who they should be -  
so please encourage them to join today!*

*Point them to our website:  
www.ISDMM.org or have them contact  
Ann Crowley at: Ann@isum.org*

# MK6-106TS

Retrofit Kit for PDX & MTX

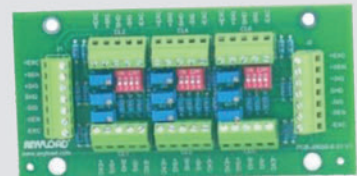
## 6 TO 12 MOUNT KIT

**106TS + Mounts + PCB and Cable**  
Capacity: 50Klb, 100Klb and 30t, 50t



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Analog Summing Board



6-Wire 100ft Cable

# NCWM

National Council on Weights and Measures

## RSA TECHNICAL EXAMS

1

Contact your state authorities to find out if your state is participating.

2

Agents will take proctored RSA exams and apply with participating states for registration.

3

Agents will spend more time servicing clients with the freedom to cross state lines. States will get exclusive access to our online database to confirm test results.

LEARN MORE:



[NCWM.COM/RSA-EXAMS](https://www.ncwm.com/rsa-exams)



# Weighing in on Social Impact and Corporate Responsibility!

## COME JOIN THE ISWM FOR UPDATES ON THE WEIGHING AND MEASUREMENT INDUSTRY

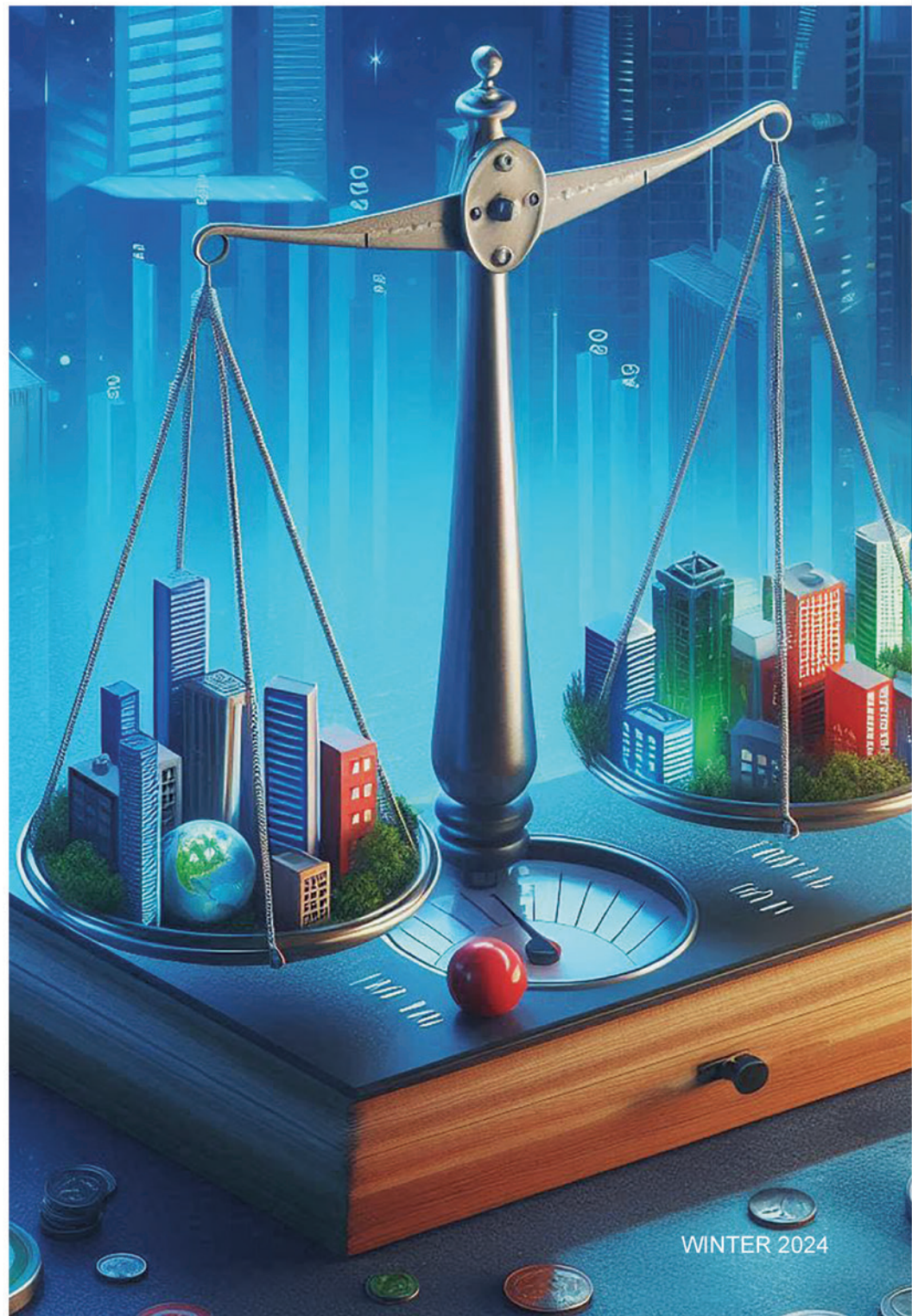
Please join us to share ideas and hear the latest in the industry. The speakers are ready. Our industry is ready to continue evolving as technology and products change.

San Antonio, Texas has sites to see! Among the possible choices for your free time are Go Rio San Antonio River Cruises, San Antonio Zoo, The Tower of the Americas, Hop-ON-Hop-Off Trolley Tour, San Antonio Botanical Garden, Witte Museum, San Antonio Museum of Art, the Alamo – Exhibit and Church.

.....

**JOIN US FEBRUARY 18  
THROUGH FEBRUARY  
20, 2025, AT  
EMBASSY SUITES BY  
HILTON  
7610 S. NEW  
BRAUNFELS  
SAN ANTONIO, TX**

.....







# Never miss a calibration again!

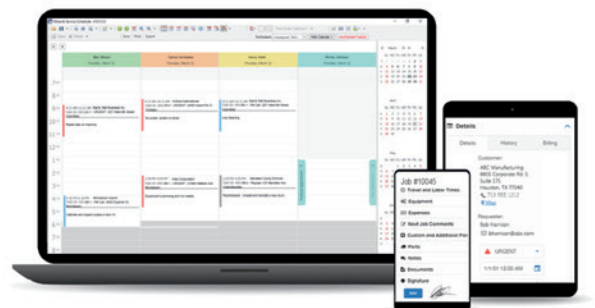
Enjoy peace of mind with software that effortlessly manages every customer and device's calibration schedule, and automatically generates calibration visits for you. Managing your operations can be complex, from tracking upcoming calibrations and scheduling technicians, to overseeing inventory, certificates,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

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**MIRACLESERVICE**  
Weights and Measures Edition



# Conference Location:

Room rates at Embassy Suites by Hilton, 7610 S. New Braunfels, San Antonio, TX are \$199 per night Sunday through Thursday plus taxes and fees. The room rate includes parking and breakfast. The cut-off date for room reservations at the group rate at Embassy Suites is January 17, 2025.

To make reservations guests can call: 210-534-1000 or use booking link (CTRL enter): 2025 International Society of Weigh-

ing and Measurement SRP code- 901, Reservation phone 1-800-774-1500.

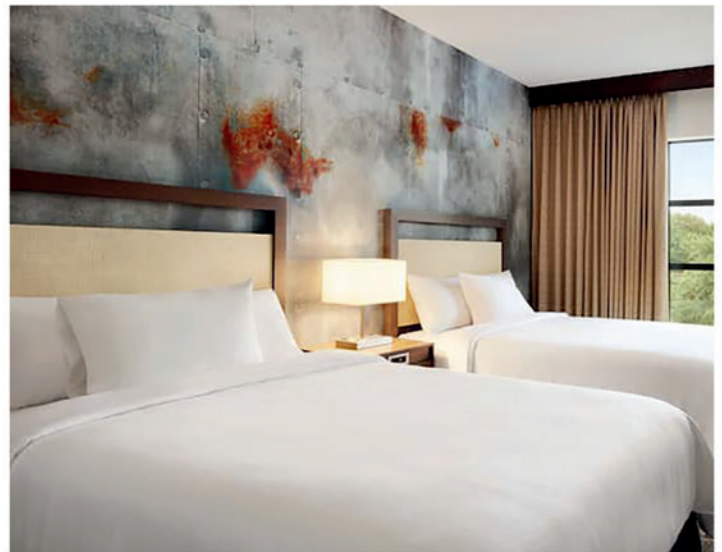
Please use the reservation code to obtain the discount and have your reservation count toward the ISWM's commitment for room reservations.

All ISWM Annual Convention guests will receive basic Wi-Fi in guest rooms and meeting space, complimentary parking, breakfast for hotel guests, and evening

reception for hotel guests. The motel is providing a private breakfast room for our group.

Travel Information: San Antonio, Texas is nearest airport.

Visa Information: Check with your local U.S. Embassy or Consulate about current visa requirements. If you need a letter of invitation, please email Ann Crowley at [ann@iswm.org](mailto:ann@iswm.org).



# MEASURE LIKE NEVER BEFORE

## LTR788™ Dual Platform Scales



- Identify unequal weight distribution in a dual wheel
- Improve vehicle efficiency & tire life
- Save money on tires, fuel & repair costs
- Ensure compliance with FMCSA Tire Pressure & Load Standards

TOGGLE BETWEEN OUTER, INNER, AND COMBINED TIRE WEIGHTS



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advanced weighing technology ... by any measure

# PRESENTATIONS:

The ISWM has great speakers lined up for the annual conference. Check out the following presentations and training available:

## SPECIAL TUESDAY

February 18, 8 a.m. to 12 p.m.

**TIM OSBORNE, A2LA**

### WORKPLACE TRAINING

#### **Easy Applications of Measurement Uncertainty for Calibrations**

The Handbook speaks of measurement values (maximum permissible error) and the tolerance limits, but measurement uncertainty is an unspoken but embedded concept behind the text. Why? Because uncertainty usually causes fear and misperceptions it cannot be managed, but errors can. This tutorial is designed for participants who have little to no experience with the evaluation or estimation of measurement uncertainty and who cringe at the thought of evaluating measurement uncertainty. The participants will be able to use the scientific calculators on their phones for this tutorial. Students will review the fundamental concepts of accuracy, error, maximum permissible error, tolerance, and learn about measurement uncertainty and the relationship between them. Functions like average, mean, range, standard deviation, variance, and process capability will be introduced. At the conclusion, participants will identify the significant contributors to measurement uncertainty as presented in Handbook 44:2024 and, using scientific calculators and data provided, evaluate measurement uncertainty for a typical

weighing system. Using these functions, participants will gain an appreciation of the impact of the measured readings, maximum permissible error, and measurement uncertainty to the tolerance limit on the decision of acceptability (in or out of tolerance).

.....  
*Sign up for this class with your registration for the conference. Class is \$99.00*

## **JAN KONIJNENBURG, NIST**

### **Weigh-in-Motion in Direct Enforcement Applications**



Jan obtained a bachelor's degree in Electronics in 1992 and obtained his master's degree in Control Engineering at Delft University in the Netherlands in 1996.

He entered the world of Legal Metrology in 2004 when I started the position of Type Approval Expert at NMi Certin, one of Europe's leading certification bodies.

In 2016, my family and I moved to the US where I started the position of Compliance Engineer at Rice Lake Weighing Systems in Rice Lake, WI. I am active in OIML project groups for weighing instruments and software.

In 2022, I started my current position as Scientific Engineer at the NIST Office of Weights and Measures.

## **DAN CAINE, WINGFIELD SCALE**

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



Dan's had a career in transportation logistics, managing the needs of a publicly traded fortune 100 company.

Over 21 years he's learned how details significantly influence outcomes. He understands how recognizing and accepting responsibility for 'big picture' progress is a key leadership characteristic. He has developed a knack for communicating and engaging a team with meaningful messages that drive sales and motivate buyers.

For the past 12 years he's been keen to establish and lead a team that offers unique inventory solutions, selling and servicing multiple industry sectors. Founded the survey department / Business Manager / Field experience drives meaningful profitable change.

We will discuss how LiDAR real-time monitoring capabilities for conveyors, trucks, and railcars combined with traditional scales contribute to more efficient and responsible use of resources in various industries, potentially reducing fuel consumption, verifying densities, and optimizing load management.

*Continued on page 14*

**SURVIVOR<sup>®</sup>**

# PROVEN TRUCK SCALE SYSTEMS

**Engineered for Your Business**

SURVIVOR<sup>®</sup> truck scales are manufactured for reliable performance that lasts a generation or more. Pairing these industry-leading scales with software, kiosks, remote displays and more creates a complete solution that allows you to do business your way.



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WEIGHING SYSTEMS

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RICE LAKE  
**SURVIVOR<sup>®</sup>**  
TOUGHEST TRUCK SCALES ON EARTH<sup>™</sup>

Continued from page 12

I have attached an image of a scale and laser scanner system used for instantaneous volumes and weights of products

**BARRY HONIG, TRUCKPAY**  
**Using Cloud and Cloud-Based Truck Scale and POS Systems to comply with Expanding Government Regulatory Reporting Requirements**



TruckPay is a technology company that provides enterprise-class mobile, and cloud based bulk material logistics systems. TruckPay offers a Fleet Management, Dispatch, and Material Data Management platform, as well as an industry-leading NTEP certified contactless truck scale management and point of sale (POS) system, called MyTruckScales. Mr. Honig is responsible for designing the different system architectures and workflows, for providing the business analysis for the company's various products, for fundraising, and for running day-to-day operations. Mr. Honig is a graduate of Columbia University School of Engineering, with a degree in Applied Mathematics and graduate work in Computer Science. He is a member of the Tau Beta Pi Engineering Honor Society. He was the first blind graduate of the world-renowned Bronx High School of Science. Mr. Honig brings 41 years of work experience to the organization. He has worked as a Senior Technology Manager for firms like Morgan Stanley, where he ran the Foreign Exchange, Commodity, and Global Credit Risk Technology groups. Mr. Honig has also served as a Risk Management Consultant, Commodity Trader, and as an Adjunct Professor at New York University. He is a former owner of an earth-moving logistics business and has an insider's view of the needs of this industry.

Mr. Honig holds six patents, for his work in contactless truck scale management and in mobile and cloud-based fleet

management logistics. Mr. Honig is very active in his local community, having directed the Tenafly Chabad's "Free Loan Association". He is also a past member of the New Jersey State Israel Commission, appointed by Governor Chris Christie and has served as an elected Councilman in Tenafly, New Jersey

Mr. Honig is very dedicated to helping the disabled and those with other special needs, as he currently serves as a member of the Board of Directors of Freedom Guide Dogs and as a board member of the Lighthouse Guild International (LGI) and Road Recovery. LGI is dedicated to eye care services, providing the latest technology and job training for the visually impaired. Road Recovery is focused on helping at risk teens and young adults through music and a variety of other programs. He also serves on JNF's National Task Force for the Disabled and is National Co-Chair of JNF's Special in Uniform project. Mr. Honig has also served on the National Board of Directors of "Recordings for the Blind & Dyslexic (RFBD)" and is a past board member of Alphapointe. Alphapointe is an organization dedicated to providing hundreds of manufacturing and technology jobs, as well as technology training and vision care, to visually impaired individuals.

**DON ONWILER, NATIONAL COUNCIL OF WEIGHTS AND MEASURES**

**Executive Director at National Conference on Weights & Measures Update**



Don was previously the Nebraska Division of Weights and Measures Program Manager. He served seven years on the NCWM Board of Directors and as Chairman in 2006. Don became the NCWM Executive Director in 2008.

**STACY MOORE, MICHELLI WEIGHING**

**"It's a Balancing Act – How to take care of your employees beyond the paycheck."**



Stacy graduated Summa Cum Laude from Southern Polytechnic State University with an MBA in Operations Management. She has worked in the scale industry for the past 11 years in various roles - A/P, Payroll, Office Manager, Business Manager, Quality Manager, Internal Auditor and is currently the Assistant Controller of the South Atlantic Region of G.T. Michelli Co., LLC. Stacy is a member of ISWM, the current Program Chair of the South Atlantic Region of ISWM, a member of SHRM (Society of Human Resources) as well as the local chapter (CSRA SHRM), member of NCWM and NISA. She was honored in the Augusta, GA area by being one of the "Women to Know in the CSRA in 2024." In her spare time, she enjoys spending time with her husband, two dogs and seven chickens.

**TIM OSBORNE, A2LA WORKPLACE TRAINING**  
**The Introduction of Metrological Traceability in the Latest Edition of Handbook 44 and its Impact on Calibrations"**



In this session, the participants will improve their knowledge of key terms and concepts presented in the latest edition of Handbook 44 Appendix A. The participant will visually observe the impact of traceability when verifying weighing instruments against tolerances in the Handbook and gain an appreciation for reviewing and evaluating various class weights for purchase as standards and certificates of calibration received from

vendors and the value of accreditation for demonstrating traceability.

Tim serves as the Vice President of A2LA WorkPlace Training where he leads the training and consulting program. His experience includes training and consulting on ISO/IEC 17025, quality management system processes, metrology, and measurement uncertainty. He served on A2LA's Board of Directors for 3 years and NCSL International's Board of Directors for six years. Previ-

ously, he functioned as the US Director of Quality for the world's largest third party ISO/IEC 17025 accredited calibration service provider. In this capacity he also provided consulting services to manufacturers and tier-one suppliers and hosted private and public training on management systems, quality control and metrology. Tim also served as a US technical expert to ISO WG 44 for ISO/IEC 17025:2017 revision and has been training accrediting bodies, assessors,

executives, and technicians. Tim served as an accreditation officer for A2LA for 4 years where he performed assessments to ISO/IEC 17025 of testing and calibration laboratories. Tim's experience also includes 15 years of calibration in several disciplines and 10 years of EPA wet and dry radiochemical analytical methods for environmental matrices. Tim has a bachelor's degree in Nuclear Engineering with an emphasis in Materials Engineering and Chemistry.

## CALL FOR NOMINATIONS:

Nominations may be sent to the [staff@iswm.org](mailto:staff@iswm.org) prior to January 1, 2025. Do you know someone deserving of recognition?

### MARK PICKELL AWARD:

Recognizing and honoring that 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. In memory of Mark W. Pickell, who was associated with the weighing industry and NSMA from the early publication days of Scale Journal (now Weighing and Measurement Magazine). Mr. Pickell served as Secretary-Treasurer of NSMA for years.

**PURPOSE** - The Mark Pickell award was created to recognize and honor that member whose outstanding activities and efforts during the preceding year or years has contributed greatly to strengthen the effectiveness, benefits, and growth of his/her local Division of ISWM.

### THOMAS "MIC" HENDRICK AWARD:

Recognizing an individual for his/her discovery or successful application of a principle or concept which has benefited the weighing industry (formerly known as the Technical Excellence Award).

Established in 1979, the Thomas "Mic" Hendrick memorial Award for Technical Excellence (formerly known as the Technical Excellence Award) is sponsored and funded by the ISWM.

**PURPOSE** - To recognize an individual for his/her discovery or successful application of a principle or concept which has benefited the weighing industry.

### LADY OF THE YEAR AWARD:

To encourage active participation in the Society on the part of wives of members and the women in the weighing industry, and to recognize their valuable contributions to the Society and the industry. Sponsored by a trust fund in care of ISWM set up in 1979 by Raymond C. and Charlotte M. Canfield, Pittsburgh, PA.

**PURPOSE** - To encourage active participation in the Society on the part of wives of members and the women in the weighing industry and to recognize their valuable contributions to the Society and the industry.

### EARL CURL AWARD:

Recognizing the outstanding Division of ISWM. The Earl Curl Award was estab-

lished in 1961 and is donated each year by Nicol Scales, LP, Dallas, Texas. In Memory of Earl Curl, General Manager of the Western Weighing and Inspection Bureau, Chicago, Illinois, who served as President of National Scale Men's Association in 1949-50.

**PURPOSE** - Originally intended as a membership incentive award to be won by the local Division which had the largest percentage of increase in membership from one annual meeting to the next, the award has evolved into one which recognizes the outstanding division of ISWM.

### WOODY WOODLAND MEMORIAL AWARD:

This award is intended to honor a person who, by his/her own efforts and services, has contributed in an outstanding manner to the scale and weighing industry. In Memory of J.E. "Woody" Woodland, who dedicated his entire life to the weighing industry and to the people in it, and who passed away in 1948 on the day he was elected President of National Scale Men's Association.

**PURPOSE** - The award is intended to honor a person who, by his/her own ef-

forts and services, has contributed in an outstanding manner in the scale and weighing industry.

### ISWM OUTSTANDING YOUNG PROFESSIONAL AWARD:

**PURPOSE** - The purpose of this award is to recognize an ISWM member, 45 years or younger, who has contributed in a meaningful way to the ISWM and the weighing industry.

### OUTSTANDING NEW PRODUCT AWARD (KARDUX CUP)

Recognizing 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.

**PURPOSE** - To recognize a company, group or individual for the most outstanding new technical achievement in the last year that positively impacts the weighing and measurement industry.

### MOST OUTSTANDING EXHIBIT AWARD

Recognizing a company that exhibits at the Society Conference for having the most outstanding exhibit.

**PURPOSE** -To recognize a company that exhibits at the Society Conference for having the Most Outstanding Exhibit.

**ELIGIBILITY REQUIREMENTS** - The recipient must be exhibiting at the current Society Conference. The exhibit will be judged on overall quality, product presentation, booth staffing, personal appearance, helpfulness to attendees, and assistance with technical and application questions.

INTRODUCING THE NEWEST MEMBER OF THE LUNA FAMILY OF BALANCES

# LUNA LBL

HEAVY DUTY PRECISION BALANCES



From materials and conformance testing to quality control and pilot production, Luna LBL offers high-precision results for larger samples with smart, effortless communication.



Luna LAB  
Analytical Balances



sales@adamequipment.com  
(203) 790-4774  
[adamequipment.com](http://adamequipment.com)



Luna LPB/LTB/LBB  
Precision Balances



# Industrial Washdown Protection on a Laboratory Precision Balance

**AND**  
A&D Weighing



## Why is IP65 Important?

Corrosion of the internal boards is a common cause of equipment failure. Most balances are not rated to prevent moisture from getting inside the unit. With an IP65 balance you don't have to worry about accidental spills, high humidity environments or cleaning procedures causing damage to boards or critical electronics. Additionally, 100% dust ingress protection means that they are perfect for use in laboratory environments!

*The World's Only  
0.001 g, IP65 Balance*



[andweighing.com](http://andweighing.com)

# EXHIBIT/SPONSORSHIP APPLICATION AND CONTRACT

Location for 2025 ISWM Annual Conference:  
**Embassy Suites by Hilton**  
 7610 S. New Braunfels  
 San Antonio, TX


**EXHIBITOR:**

Company Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

**OTHER REGISTRANT OR ATTENDEES:** (one with 10' x 10')

Name registering: \_\_\_\_\_

Extra Registration (use extra forms) - \$300 each.

**FEES:**

The exhibit space will be rented according to the following fee structure (check one): <b>10% discount if register by January 15, 2025</b>			
		Members	Non-Members
10' x 10'	Includes one (1) full Conference and Exposition registration	<input type="checkbox"/> \$1,800	<input type="checkbox"/> \$2,500
20' x 10'	Includes two (2) full Conference and Exposition registrations	<input type="checkbox"/> \$3,000	<input type="checkbox"/> \$3,500
<b>TOTAL FEE \$</b>			

**SELECTION:**

Select space as shown on the Expo Floor Plan (Contact Ann at ann@iswm.org for available space). List only one number per choice.

1st choice \_\_\_\_\_ 2nd choice \_\_\_\_\_

**PROMOTIONS:**

Describe in 50 words or less (exactly as you want it to appear in the official promotions) the products, or the services you will be exhibiting. Attach a description to this application or email Ann Crowley at ann@iswm.org.

**SPONSORSHIP:** Please indicate your sponsorship level:

<b>Premier Sponsor:</b>	<input type="checkbox"/> Platinum - \$2,000	<input type="checkbox"/> Gold - \$1,500	<input type="checkbox"/> Silver - \$1,000
<b>Coffee Break Sponsor:</b>	<input type="checkbox"/> One Day - \$1,000 (2 available)		
<b>Wednesday Social Event Sponsor:</b>	<input type="checkbox"/> \$1,200		
<b>SPONSORSHIP TOTAL:</b>			

# ISWM 2025 ANNUAL CONFERENCE

February 18-20, 2025

## DOOR PRIZE:

Will you donate a door prize for the ISWM All Expo Card drawings? \_\_\_ Yes \_\_\_ No

## PAYMENT:

Booth Fees Total: \_\_\_\_\_

Sponsorship Total: \_\_\_\_\_

Extra Attendees: \$ \_\_\_\_\_

**TOTAL AMOUNT DUE \$** \_\_\_\_\_

Check enclosed (payable to ISWM, US funds only) Check # \_\_\_\_\_

Credit Card:  VISA  Master Card  American Express

Account No: \_\_\_\_\_ Exp Date: \_\_\_\_\_ CCV: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Signature: \_\_\_\_\_

I authorize ISWM to charge my credit card for the amount indicated above. Credit card fee of 3.5% will be charged.

## AUTHORIZATION:

I am an authorized representative of the company with full power and authority to sign and deliver this application. The company listed on this application agrees to comply with all policies, rules, and regulations contained in the Exhibitor Prospectus and all policies, rules, and regulations adopted after publication of the prospects, which we accept as part of the agreement.

Company: \_\_\_\_\_

Auth. Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

## ACCOMMODATIONS:

Room rates at Embassy Suites by Hilton, 7610 S. New Braunfels, San Antonio, TX are \$199 per night Sunday through Thursday plus taxes and fees. The room rate includes parking and breakfast. The cut-off date for room reservations at the group rate at Embassy Suites is January 17, 2025. To make reservations guests can call: 210-534-1000 or use booking link (ctrl enter): 2025 International Society of Weighing and Measurement SRP code- 901, Reservation phone number 1-800-774-1500.

Please use the reservation code to obtain the discount and your reservation count toward the ISWM's commitment for room reservations. All ISWM Annual Convention guests will receive basic Wi-Fi in guest rooms and meeting space, complimentary parking, breakfast for hotel guests, and evening reception for hotel guests. The motel is providing a private breakfast room for our group.



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**CANCELLATION POLICY:**

A written cancellation notice is required and must be received in writing by January 17, 2025. A 25% service fee will be retained on all cancellations. No refunds will be given after Friday, January 17, 2025.

**SPECIAL SERVICES:**

The International Society of Weighing & Measurement supports the Americans with Disabilities Act, which promotes public accessibility for disabled people. If you require special equipment or services, please attach a written description of your needs. We will contact you in advance to ensure your needs are met.

**GOT QUESTIONS?**

Contact Ann Crowley for answers:

Address: P.O. Box 148474

Nashville, TN 37214

Phone: 715-651-9123

Email: [ann@iswm.org](mailto:ann@iswm.org)

**RETURN SIGNED APPLICATION AND PAYMENT TO:**

International Society of Weighing & Measurement

P.O. Box 148474

Nashville, TN 37214

PH: (715) 651-9123

Email: [ann@iswm.org](mailto:ann@iswm.org)





# COMPANY NEWS

## ADAM EQUIPMENT LAUNCHES NEW LINE OF CHECKWEIGHING SCALES & INDICATORS

OXFORD, Conn., July 16, 2024 -- Adam Equipment, a global leader in the manufacturing of professional scales and balances, is adding six great new options to its extensive line of checkweighing scales and indicators: GBK-S bench scales, GBK-Plus bench scales, GFK-S floor scales, GFK-Plus floor scales, GK-S weighing indicator and the GK-Plus weighing indicator. Feature-rich and easy to use, the checkweighing scales and indicators all offer color-coded checkweighing backlit displays with an audible alarm to streamline checkweighing tasks.

The new products are available as a complete package with a scale and indicator or just the indicator, which can then be paired with a variety of Adam platforms, such as PT platform scales, PTM drum and wheelchair platforms and AELP pallet beams.

Each of the new scales and indicators are backed by Adam's industry-leading five-year warranty, offering peace of mind to users that they can count on the indicators for years to come.

### GBK-S & GFK-S BENCH SCALES AND GBK-PLUS & GFK-PLUS FLOOR SCALES

GBK-S bench scales and GFK-S floor scales (which utilize the GK-S indicator) and GBK-Plus bench scales and GFK-Plus floor scales (featuring the GK-Plus indicator) offer capacities from 16lbs/8kg to an impressive 1,320lb/600 kg with readabilities from 0.0002lb/0.1g to 0.1lb/0.05kg.

Ideal for industrial settings, benefits include:

- A durable, removeable Grade 304 stainless steel pan stands

- up to demanding environments and allows for easy cleaning to extend the life of the scale.
- Overload protection prevents damage to components from accidentally placing too heavy a load on the pan.
- A solid ABS plastic housing for the indicators ensures durability for rigorous industrial, manufacturing and food processing use.
- An easy-to-clean splash-proof keypad and backlit LCD display with 1.6" / 40mm-high digits provide clear visibility of results and checkweighing status.
- A wall-mounted bracket gives users the flexibility to place the indicator on a vertical surface, optimizing both benchtop space and the user's view of weighing results.
- Selectable digital filtering helps minimize the effects of vibration and other disturbances for more precise results.
- Enhanced connectivity options, including a standard RS-232 interface (USB is optional), facilitate seamless data transfer and integration with weighing platforms, computers, and printers.
- Multiple power options –including a 12VDC 800mA adapter for continuous use and an internal rechargeable battery with an impressive battery life of up to 120 hours – provide the choice of using the scale in a single location or on-the-go throughout a facility.



### GK-S Checkweighing Indicator & GK-Plus Checkweighing Indicator

The new GK-S and the GK-Plus join Adam's existing indicator lineup, which currently includes the GK indicator and GKaM trade-approved indicator. For improved visibility of weighing results, the new models offer larger displays with color-changing

backlights for checkweighing instead of "traffic signal" LEDs.

Programmable capacity, a readability of 80,000 divisions and a 1:1,600,000 internal counting resolution provide precise results. Users can choose from a variety of weighing units, including g, kg, lb, lb & oz, oz, and N, allowing compliance with a wide range of measurement needs.

GK-S offers a full range of applications, including weighing, checkweighing, optimized parts counting (which automatically refines piece weight as parts are added), check counting and percentage weighing. A simple, intuitive interface with just five buttons makes GK-S easy to learn and easy to operate for streamlined performance of basic weighing tasks.

GK-Plus, in addition to the applications offered by GK-S, also offers total net weight and dynamic/animal weighing. The advanced indicator boasts a full numeric keypad to easily enter checkweighing limits, along with smart features and an advanced user interface for versatile operation.

To learn more about the GBK-S, GBK-Plus, GFK-S, GFK-Plus, GK-S and GK-Plus, visit AdamEquipment.com. Adam Equipment, which celebrated its 50th anniversary in 2022, designs and manufactures precision balances and scales for professionals worldwide. Adam Equipment's global distribution network serves the laboratory, medical, education, industrial, botanicals/CBD, food, and animal/veterinary markets. The company's head office is in Milton Keynes, England and it has extensive operations and holdings in the United States, China, Australia, South Africa, and Germany.

### COTI GLOBAL SENSORS ADDS SEVEN MODELS TO THE NTEP-CERTIFIED CANISTER PRODUCT LINE

Coti Global Sensors expands its NTEP-Certified Canister line to include seven additional models. These models are



# COMPANY NEWS

1:10,000-Class IIIL-Multiple Cell certified for compression or tension weighing.

The newly acquired NTEP Certificate covers the following models in 20K – 200K-lb capacities:

- CG-26S3
- CG-21
- CG-26S5
- CG-92
- CG-175
- CG-TC42
- CG-SP9

Coti Global Sensors is committed to providing high-quality products and exceptional service to our customers and this certification reinforces that commitment.

For more information about this certification or our products, contact Bill Ramey or Ashley Thomas at Coti Global Sensors, 866.762.2684 or visit [www.cotiglobal.com](http://www.cotiglobal.com).

*Coti Global Sensors, Mfg., is a premier worldwide manufacturer of Load Cells, Tank Weighing Assemblies, Floor Scales, and accessories. Our corporate distribution office is located in Harvest, AL. Coti Global Sensors, Mfg., an ISO-9001:2015 QMS certified company, offers one of the largest selections of load cells available from any manufacturer. Product certifications include: NTEP Certified Load Cells, NTEP Approved Floor Scales, VCAP Certification, Factory Mutual Approved Load Cells, and Junction Boxes.*

## Meet the Latest Contributor Joining the Coti Global Team



Coti Global Sensors Manufacturing is happy to announce that Dave Mathieu, former publisher of Weigh & Measure, has been hired as a Content Marketing Specialist. His responsibilities will include developing a quarterly newsletter, white papers, social media copy, and other projects that fall under the marketing umbrella. With his 30-plus years in the publishing business within the scale industry, he

brings a wealth of ideas and knowledge to the team at Coti Global Sensors.

The way Mathieu puts it, “I miss publishing, and I’m not ready to retire, so when this job presented itself to me, it was a definite yes. It’s not publishing per se, but it offers projects I’m familiar with (i.e., technical and creative writing, social media copywriting). And you can’t beat the conscientious team of people at Coti Global Sensors—they’re the best at what they do, providing top-rated replacement load cells for their customers.” Coti Global Sensors’ views are mutual according to the Owner, Amy Allen: “I am so excited that Dave is joining Coti Global Sensors. His knowledge of the weighing industry is a huge asset to our marketing team.” Ashley Thomas, president of the company, concurs, “Coti Global Sensors is grateful for the opportunity to work with Dave in this new role. This will benefit so many in our industry as he is given a new platform for sharing his vast knowledge and stories.”

Note: Coti Global Sensors will be debuting their quarterly newsletter in the first part of January 2025. It will be packed full of columns featuring information that scale equipment dealers will find interesting. Contact information is listed below for dealers who want to be included.

## RAPID GROWTH AT MICHELLI WEIGHING & MEASUREMENT

It’s an exciting time at Michelli Weighing and Measurement as we quickly grow both our team and our footprint! We are excited to share that since May 2024, Michelli has acquired Pioneer Scale, Perry Scale and Scale South. As each of these great companies joined the Michelli team, our footprint expanded from 12 states to 15, which now include Colorado, Georgia and South Carolina.

We are excited to welcome so many valuable industry experts to the Michelli team, including Jim Perry, Regional Business Development Manager, and board

member at the ISWM, Scott McKillip, Senior Vice President (South Atlantic Area) and board member at NISA, and Brien Crews, National Director of Construction Weighing Products. Scott, Jim and Brien, along with our leadership team, including Bobby Feigler, CEO, Joel McMullen, COO, Bobby McDill, Senior Vice President (South Central Area) and current President of the SDA, and more, are committed to our continued evolution as we strive to provide a comprehensive solution for our customers’ weighing & measurement equipment needs. While we are very excited to continue this growth trajectory, we remain committed to the Michelli Weighing & Measurement mission, vision, and values. Integrity, initiative, teamwork, quality, leadership, and accountability are the guiding principles at Michelli, and always will be.

As we grow, one of our top priorities is the continued investment of resources into the weighing & measurement industry. We are committed to building value in quality equipment and calibration services through our mission, which is to show the world what measurement can do. After all, helping customers understand the value of the services we provide will ultimately help the entire weighing & measurement industry succeed, including each of its equipment and service providers.

## MINEBEA

In the chemical, pharmaceutical, cosmetics and food industries, there is often an invisible danger in the air. Gases and dust are constant companions which, in combination with a single ignition spark, can trigger a catastrophe. Find out in this technical article how the Ex weighing solutions from Minebea Intec, a leading manufacturer of weighing and inspection technologies, ensure safe and at the same time highly efficient work in this hazardous atmosphere.

In industrial production facilities where chemicals are used, conditions often



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prevail where flammable gases such as methane, propane or hydrogen are present in the air. These gases can be ignited by a tiny spark and lead to a catastrophic explosion that can endanger human life and production structures. Dust particles that can accumulate in the air are also extremely dangerous. Powdery substances in particular, such as flour, sugar or wood dust, can spread in the air and react explosively on contact with an ignition source.

Potentially explosive atmospheres are divided into zones depending on the probability of an explosive atmosphere occurring and the explosive substances present. In zone 0 or 20, there is constant danger due to high concentrations of gases, dust, vapors, or mists. Zone 1 or 21 has a probable but not constant hazard in the vicinity of zone 0. In zone 2 or 22, there is a rare and short-term hazard at a greater distance from the source. This classification is based on international standards such as the ATEX directive for Europe and IECEx certification for the rest of the world. Zones 0, 1 and 2 refer to gases and, in contrast, zones 20, 21 and 22 apply to dust. "Given these potentially lethal hazards, it is vital that all equipment and instruments used in these potentially explosive environments meet the strictest safety standards," says Lena-Marie Fornika, Global Product Manager at Minebea Intec. "We offer weighing technologies that are certified for each of these areas."

## **Certified Ex weighing solutions without compromising on precision and efficiency**

Minebea Intec offers a wide range of load cells, industrial scales and weighing indicators that have been specially developed for use in hazardous areas. These products not only offer the highest levels of safety, but also precision and efficiency, which are essential for industrial applications. "In hazardous environments, choosing the right weighing and control technology is crucial to ensure maximum

productivity and accuracy," says Lena-Marie Fornika. "We support our customers throughout the entire planning process and offer them tailor-made solutions that meet their Ex requirements."

## **Industrial scales in focus: Ensuring ATEX compliance for a leading aerospace company**

The floor and bench scales Combics® and Midrics® as well as the IF floor scale from Minebea Intec offer many advantages for hazardous areas. The industrial scales in the Combics® series are robust and versatile. Certified to ATEX, IECEx and FM, these scales ensure compliance with Ex requirements. They offer high accuracy, a user-friendly interface and various weighing units. The industrial scales in the Midrics® series offer similar benefits, but in a more compact design. They are also approved for use in hazardous areas and offer high accuracy and reliability. The IF floor scales are ideal for applications with heavy loads and are even suitable for use in Zone 2/22. Overall, these scales offer the ideal combination of safety, precision, and user-friendliness for use in hazardous areas.

The example of Avio, a leading Italian manufacturer of aerospace fuels, illustrates exactly how customers can benefit from these Ex-certified industrial scales. The company needed to adapt its equipment to the ATEX directives after internal audits revealed that the current instruments no longer complied with the updated regulations. Avio sought quotes from various suppliers and then chose an ATEX Zone 1 weighing solution from Minebea Intec. The company provided a complete solution, including ATEX-certified equipment and customized software. The solution comprised two Combics® weighing platforms with resolutions of 15,000 d and 30,000 d and weighing ranges of 3,000 kg/200 g and 60 kg/2 g, a Maxxis 5 programmable weighing controller and PR 5110 remote displays. Minebea Intec's engineering support team developed a

software solution for recipe management and also installed a control cabinet with intrinsically safe interfaces for secure data transmission. The solution not only complied with health and safety guidelines, but also optimized the efficiency of Avio's dosing system.

## **Weighing indicator Midrics® 1 Ex is the latest addition to the Ex portfolio**

Minebea Intec is constantly expanding its range of Ex solutions. For example, the company recently launched the Midrics® 1 Ex weighing indicator. "With the Midrics® 1 Ex weighing indicator, we offer a state-of-the-art solution for visualizing weighing results in hazardous areas," says Lena-Marie Fornika. "Users benefit not only from the affordable price, but above all from the reliability and intuitive operation of the product."

The intrinsically safe weighing indicator Midrics® 1 Ex is suitable for a wide range of applications such as counting, inspection or pre-packaging control. Thanks to the use of high-quality materials, it is the ideal choice for quality managers, machine builders and technical engineers looking for a durable indicator solution for hazardous areas.

## **Best practice: SABIC and Ex-certified compression load cells**

Another example demonstrates the performance of Minebea Intec's Ex-certified load cells. SABIC, a leading Saudi Arabian petrochemical company, was looking for reliable weighing systems for dosing hoppers and the replacement of defective components in granulate hoppers. Minebea Intec was chosen for its experience, accuracy, and adherence to strict safety standards. Minebea Intec installed three S PR 6241 compression load cells for outdoor use in accordance with the ATEX directive. The load cells enabled a transmission range of 500 m. Minebea Intec supplied also four PR 6201 precision compression load cells and PR 6143 com-



# COMPANY NEWS

compact kits, all ATEX-certified, for the defective granulate containers. This successful partnership established Minebea Intec as an official supplier to SABIC and demonstrates the company's ability to provide customized solutions that meet the highest safety standards.

## Ex solutions when danger is in the air

All Minebea Intec products for potentially explosive atmospheres comply with the strictest international standards such as ATEX, IECEx and FM. In a world where the risk of explosion is in the air, choosing the right technology is crucial. Minebea Intec offers holistic weighing solutions that not only ensure the highest levels of safety, but also precision and efficiency. Lena-Marie Fornika: "Our products are more than just devices - they are partners for safety and success in hazardous areas."

## RICE LAKE:

Rice Lake Weighing Systems has recently announced the newest solution in the Healthweigh® medical scale range: the 150-10-8 digital physician floor-level scale. The Healthweigh 150-10-8 has the same trusted functionality as Rice Lake's existing physician scales with a sleek and compact portable design.



The 150-10-8 has a large, stable scale base, helping to ensure accuracy and safety when in use. It features unit of measure locking or toggling and Motiontrap™ movement compensation technology, which are standard on all Healthweigh scales.

With serial and USB data communication ports, as well as optional Bluetooth® BLE 4.0, the 150-10-8 supports EMR connectivity so medical staff can quickly and securely update patient records. The large push-button display lights up, clearly

showing weights, and an audible beep sounds at the end of each weigh cycle.

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.

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## NCWM:

NCWM members voted to change the association's name from National Conference to National Council on Weights and Measures! The name change reinforces that this deliberative, standard-setting organization is a year-round effort promoting equity and uniformity and denounces a common misconception that the NCWM is only a meeting. This significant update coincides with the completion of our new NCWM headquarters and NTEP lab, which is now open for business! A ribbon-cutting ceremony is to be held in the spring; all are welcome to attend! We hope to see you in historic Charleston, South Carolina in January for our 2025 Interim Meeting.

## TRUCKPAY: TruckPay Announces Partnership with Green Halo - Simplifies Landfill Diversion Reporting Compliance

TruckPay now provides an easy way for contractors, recycling facilities, transfer stations, and landfill operators to comply with ever growing material landfill diversion reporting statistics. TruckPay has partnered with Green Halo to seamlessly integrate MyTruckScales, TruckPay's industry leading NTEP certified mobile and cloud-based scale-house management and point of sale (POS) platform to the Green Halo portal. Green Halo is the waste and recycling industry's leading portal for reporting landfill diversion statistics and for LEED reporting. Green Halo provides their portal to over 500 municipalities, representing over 10,000,000 end-user customers, in California, Illinois, and in Florida. Green Halo enables contractors to report on how well they are recycling materials, like construction and debris, C&D, resulting from new construction, renovation, and demolition projects.

Barry Honig, TruckPay's CEO said, "We are super-excited to partner with Green Halo, as we greatly appreciate all of the work that they are doing to reduce the amount of toxic materials that are being dumped into overly full landfills." Mr. Honig went on to say, "MyTruckScales is the most sophisticated and easy to use scale management and POS platform on the market. It enables both small facilities, as well as multi-site operators to easily comply with their Green Halo reporting requirements, without stressing and stretching their costly technology resources. MyTruckScales takes care of everything for them."

Dean Rodatos, CEO of Green Halo said, "I have worked in the waste and recycling industry for over 20 years and have seen almost every scale management system on the market. Without question, MyTruckScales provides the smoothest, least painful integration to Green Halo of any scale-house system." Mr. Rodatos went on to say, "as more counties and municipalities require that recyclers provide actual certified scale tickets to the Green Halo





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platform, we are very excited to partner with TruckPay to make that requirement as easy as possible for our customers.

For more information about TruckPay and Green Halo, please contact and visit:

Barry Honig, TruckPay, MyTruckScales or Dean Rodatos, Green Halo, dean@greenhalosystems.com

## ANYLOAD RELEASING NEW 102BSM5 COMPACT HEAVY CAPACITY WEIGH MODULE

ANYLOAD is excited to build upon our 102BS Series of double-ended shear beam load cells, introducing the 102BSM5 Compact Heavy Capacity Weigh Module available in 50Klb-75Klb. This module is specifically designed for heavy-capacity applications, perfect for hoppers, tanks, ribbon blenders, reactors, and other bulk containers that require robust weighing solutions. Engineered to handle extreme weight while maintaining precision, accuracy, and repeatability, the 102BSM5 also offers peace of mind with built-in overload protection and low-profile mounting, ideal for height-restricted installations.

Adding to the existing 102BSM1 mount used in truck scale weighbridges, the 102BSM5 module provides enhanced stability and accuracy for static weighing applications. Its stainless steel construction and IP68-rated protection offer superior resistance to harsh environments, including high moisture, dust, and corrosive conditions; ideal for industrial processing facilities in industries such as agriculture, chemical processing, food production, and manufacturing.

The 102BSM5 mount paired with FM/ATEX/IECEX-approved 102BS load cells, represent a complete weighing solution for explosive environments in oil & gas, combustible powder handling, and many other circumstances where safety is an absolute requirement.

Visit our website to explore more weighing solutions: <https://www.anyload.com/>

## DIVISION NEWS: WESTERN DIVISION:

The Western Division Meeting was held at the Majestic Anaheim Hotel in Anaheim, California on September 19 and 20, 2024. The meeting kicked off with a Handbook 44 training class offered by Rice Lake Weighing System on Thursday. The class was full.



On Friday, we had training on several topics and vendor displays. The division meeting was held, and the officers are John Hallak, Governor; Jason Fitzgerald, Sargeant at Arms, and Paul Ditto, Lieutenant Governor.

## SOUTH ATLANTIC DIVISION:

The South-Atlantic Division Meeting was held at Beach Cove Resort in North Myrtle Beach, SC on October 4-5, 2024. I would first like to acknowledge that all those who were affected by the recent Hurricane Helene and the devastation that it has caused, you are in our hearts and prayers. I know

some were unable to make it due to this major weather event and needed to place their priority on repair and rebuilding not only their homes but also their communities. Overall, we had 35 individuals that were in attendance.



The event was launched on the evening of October 4, 2024, with hors d'oeuvres and Vendor tabletop displays. We had 5 exhibitors that were able to show off their latest and greatest products and make sure all the attendees received their stamps for the next day DOOR PRIZE DRAWINGS! Thank you to COTI GLOBAL, TOTALCOMP, RICELAKE, MINEBEA-INTEC, and PENINSULA SCALE for their sponsorship through the tabletops. This event was also great for networking and getting to meet everyone from around the South-Atlantic Division.

The Fall meeting was held in the morning of October 5, 2024, and we had 2 wonderful speakers lined up. The ISWM Executive Director Ann Crowley spoke first with an open discussion on "Best practices for Load Cell Maintenance." At the end of the discussion Ann showed the attendees a PowerPoint presentation that was put together by none other than themselves and the answers they had provided about the topic! Our second speaker was award winning entrepreneur, best-selling author, and a podcast host Jeff Fenster. He had the audience riveted from start to finish discussing the topic titled "Re-





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lationship Capital.” I can remember later that evening; people were still making the statement heard from the discussion “we need to start making some much-needed deposits into our Relationship Capital so that our withdrawal will be greater down the road ahead.” The meeting wrapped up and the Division made the announcement to provide a PLATINUM SPONSORSHIP at the National Convention in Memory of the WONDERFUL Randall Hardin from East Tennessee Scale Works, Inc.

The buffet dinner and dancing followed later that evening and had a cash bar that was fully covered and sponsored by ANYLOAD. The music and dancing provided by DJ TMAC of Greenville Scale Co, Inc. was a blast. I want to recognize our newcomers to the South-Atlantic Division board Stacey Moore (Program Chair) of Michelli and Brad

Brown (Sergeant in Arms) of Atlanta Scales Inc. A big thank you to all who attended, and we look forward to the continued growth of this division!

### GREATER NEW YORK:

The Greater NY Division October 24th meeting was held at the Bistro 107 Restaurant, located in Moonachie NJ.



There was a total of 37 attendees, which

consisted of (5) vendors with tabletop displays: Totalcomp, Rice Lake, A&D, Cas and Ohaus and (5) scale dealers.

We had an amazing magician who appeared in the past on TV and in Las Vegas. There was also a raffle at the end of the meeting with several prizes donated by the vendors.

radio landed him a job with Fairbanks Scales as the first electronics technician on the West Coast where he performed conversions on mechanical equipment and incorporating electronic interfaces.

Donald went on to work for Baldwin-Lima-Hamilton (BLH) in Sales and Engineering, Wolfe and Associates doing machine integration to scale applications, and Parsons-Eagle (Formerly Parsons-Aim) one of the largest manufacturers in this field, creating packaging and inventory solutions.



Later Donald became part owner of Marion Scale located in Concord, CA. In 1982 Donald started Scales Unlimited in Dublin, CA and purchased Murphy Scales in 1989 located in Reno, NV. He acquired Schreder Scale in Yuba City where he built equipment that gained Type Approval within the state of California.

Donald’s interests were woodworking and short-wave radio. His interest in short-wave radio put him in top standing within the short-wave radio community and allowed him to communicate with people all over the world including over 350 nations and territories.

Donald is survived by his sons Troy and Todd, Granddaughter Amber, Great Granddaughter Sophie, wives Sandy and Sandi, sister Donna Meier and nephews, Greg and Jimmy. Donald will be missed by many including employees and folks in the industry who enjoyed his congeniality and sense of humor.

### SAD NEWS:

DONALD HENRY ARTRU (July 19, 1940, to June 6, 2024)

Donald was born in San Francisco, CA and raised on a dairy ranch in Windsor, CA. Donald’s early interests in electronics and

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» Wednesday evening is a fun Trivia Event. Study up on your scale facts by doing the crossword puzzles from recent magazines and this Texas Trivia fact page.

» The capital of Texas is Austin. Located in the heart of Texas, Austin is a live music capital. The city has a strong cultural identity and a love for festivals, electronic music, and contemporary art.

» Texas chose the mockingbird as official state bird in 1927. Mockingbirds can sing up to 200 songs. Texas legislature noted that the “mockingbird is a singer of distinctive type, a fighter for the protection of his home, falling,

if need be, in its defense, like any true Texan...”

» The bluebonnet is the official flower of Texas and was adopted as such in 1901. The blue petals are said to resemble the bonnets worn by pioneer women to shield them from the sun.

» Texas is the second-largest US state by area.

» Texas nickname is Lone Star State. The nickname stands for the Texas spirit in its history of struggle, independence, and resilience. The one star symbolizes the state’s determination to stand alone and chart its own course.

**Michelli**  
WEIGHING & MEASUREMENT

## The Importance of Cooperation Across Lines

In the world of legal metrology, where accuracy, precision and traceability are non-negotiable, strong collaboration between metrology laboratories and service companies is vital. The weights and measures industry is constantly evolving with technological advancements and changes in regulations. To stay ahead, metrology labs need to work closely with industry partners to maintain up-to-date knowledge and technical expertise. Service companies and technicians are at the front lines of testing and calibrating weighing and measuring devices in the field. Their collaboration with state legal metrology labs ensures that the equipment used in commerce complies with legal standards and specifications. In addition, service companies play a pivotal role in ensuring that technicians are well-trained in modern cali-

bration techniques and national handbook standards. Labs that foster strong relationships with these companies can provide guidance on state-specific requirements, while service companies can, in turn, relay important feedback on the practicality of these methods in the field. This reciprocal exchange of information ensures that standards are not only met but are practical and effective in real-world applications.

State legal metrology labs play a vital role in maintaining the accuracy and reliability of the weights and measures equipment used in commerce, ensuring traceability to the International System of Units. This calibrated equipment is critical for ensuring fair transactions across industries that rely on accurate measurements for selling products by weight and volume. However, the efficiency and integ-

riety of these artifacts depend not only on the technical operations of these labs but also on their ability to collaborate with key stakeholders: the weights and measures industry, service companies, and regulatory authorities.

Building strong relationships with these partners enhances the efficiency of metrology operations, improves compliance, and fosters trust among consumers and businesses. Below, we explore how collaboration between state legal metrology labs and these entities supports the broader goal of protecting the public interest.

Creating and maintaining strong working relationships between our lab and industry isn’t just beneficial, it’s essential to ensuring both parties meet their responsibilities, perform high quality measurements in the lab and in the field, and ultimately serve the public with confidence.

Traceability is the cornerstone of legal metrology. It connects every measurement we make back to the International System of Units (SI), ensuring that the results are trustworthy and legally compliant. For this process to work smoothly, however, service companies need to provide accurate, legible, and clean equipment for calibration. This may sound simple, but maintaining the traceable chain of calibrations requires attention to detail and consistency.

When service companies submit weights or volumetric artifacts for calibration, we depend on them to follow proper procedures. For example, a required legible serial number on an artifact ensures that it can be traced back to its calibration history. Clean equipment free of debris or contamination ensures that our lab can deliver precise and reliable calibration results. This is why open communication is so important—it's not just about sending equipment to the lab and receiving a certificate. It's about maintaining the integrity of the entire measurement process, from the field to the calibration laboratory and back again.

The relationship between my metrology lab and your service company should feel like a partnership. When both parties are working together with a shared goal—ensuring the highest possible standard of measurements—everyone benefits. This close collaboration streamlines the calibration process, minimizes potential errors, and fosters trust. Service companies know they can rely on us to provide quick, accurate calibrations, and we rely on them to submit equipment that meets the necessary standards for calibration.

Strong relationships also enable both parties to be more proactive. For instance, if a service company notices an issue with equipment in the field, they can quickly

notify us, allowing us to troubleshoot and resolve the issue before it leads to bigger problems. Likewise, we can offer advice on how to properly maintain equipment between calibrations, ensuring that the service company's operations continue to run smoothly and reducing the likelihood of a metrology lab rejecting the artifact during the calibration process.

Ultimately, the success of both metrology labs and private industry hinges on a strong working relationship. Collaboration allows us to maintain high standards of accuracy, precision, ensuring traceability, while also making the calibration process more efficient and responsive. By fostering open communication and mutual respect, we can ensure that every measurement meets the rigorous demands of legal metrology, benefiting not only the companies we serve but also the industries and consumers who depend on accurate measurements every day. And when we work together, everyone wins.

In private industry, reliable and precise measurements are not just beneficial—they are essential for maintaining high standards in production, quality control, and regulatory compliance. Whether in manufacturing, energy, agriculture, or any other sector reliant on accurate measurement, errors in calibration can lead to significant financial losses, safety risks, and even legal consequences. Maintaining a consistent calibration schedule, understanding the complexities of metrology standards, and minimizing costly downtime are critical challenges faced by industries daily, particularly in the realm of legal metrology.

The stakes are high when it comes to legal metrology, where measurements have legal significance in areas such as trade, health, and safety. Industry players need to ensure that their systems meet strin-

gent regulatory standards, which can be complex and difficult to navigate. Failure to comply can result in fines, product recalls, and a loss of consumer trust. However, the cost of frequent downtime for calibrations, combined with the challenge of keeping equipment in peak condition, can be overwhelming without the right support.

This is where collaboration with state regulatory officials and metrologists becomes vital. These experts bring a wealth of knowledge and experience to ensure that measurement systems are accurate, compliant, and efficient. By working closely with regulatory bodies and metrology labs, industries can streamline their operations, ensuring that their equipment remains fully compliant while minimizing operational disruptions.

Not only do industries benefit from these collaborations, but state regulators and metrologists also gain valuable practical knowledge. When they work closely with industry, they develop a broader understanding of how measurement devices are applied in real-world environments, outside of a laboratory or purely regulatory context. This hands-on exposure deepens their insight into the challenges industries face and the specific conditions in which these devices are used.

As regulators and metrologists learn how equipment functions in the field, they are better equipped to tailor their guidance and expand the scope of their expertise. This broader perspective enriches their ability to ensure compliance while fostering more innovative, real-world solutions that benefit both the industry and regulatory framework.

In an increasingly complex regulatory landscape, the benefits of building stronger ties with legal metrology experts are clear: enhanced operational efficiency,

reduced errors, and a more informed approach to compliance that helps all parties involved. Through collaboration, industry and regulators can bridge the gap between theoretical standards and practical application, ensuring smooth operations and more robust measurement systems.

The collaboration between metrology labs, private industry, and state regulatory officials offers numerous tangible benefits that go far beyond ensuring compliance with legal metrology standards. At its core, this partnership enhances accuracy and reliability across measurement systems, which are crucial in any industry that relies on precise measurements for production, quality control, or commerce. However, the benefits of such collaboration extend well beyond measurement accuracy.

1. **Improved Accuracy and Traceability:** Collaborative efforts help maintain the highest standards of accuracy and traceability in measurements. By working together, metrology labs and industry can ensure that every measurement is traceable to national and international standards, which is critical for ensuring compliance with legal and regulatory frameworks. This also builds trust between industries and their customers, knowing that the measurements they rely on are precise and verifiable.
2. **Tailored Solutions for Industry Needs:** When metrology labs and industries collaborate closely, they can develop customized calibration and measurement solutions that are tailored to the specific needs of the industry. This can lead to more efficient calibration processes, better equipment maintenance schedules, and fewer disruptions in operations. For example, industries

may require specific calibration cycles or particular units of measurement, and a close working relationship allows metrology labs to deliver these customized services effectively.

3. **Enhanced Innovation and Problem Solving:** Collaborative relationships foster a two-way exchange of knowledge and expertise. Metrology labs benefit from insights into how devices are used in real-world applications, while industries gain from the technical expertise and precision that labs offer. This exchange drives innovation, leading to new solutions that improve both measurement accuracy and operational efficiency. Additionally, as new technologies and methods are developed, joint research and development efforts can accelerate their adoption and application in the field.
4. **Cost Savings and Efficiency:** A key benefit of collaboration is the potential for cost savings. By optimizing calibration schedules, reducing equipment downtime, and improving the overall reliability of measurement systems, industries can reduce operational costs. Moreover, proactive communication between labs and industries allows for early detection of potential issues, preventing costly errors or equipment failures. This efficient calibration and maintenance process ultimately leads to fewer disruptions and more streamlined operations.
5. **Broader Understanding of Practical Application:** Regulatory officials and metrologists, through close collaboration with industry, gain valuable practical knowledge about how measurement devices are used outside of the laboratory setting. This deeper understanding allows them to better tailor regulations and guidelines to

the realities of field operations. It also ensures that regulatory standards are not only stringent but also practical and aligned with the needs of industry, thereby reducing the potential for miscommunication or misalignment between legal metrology requirements and industrial practices.

In conclusion, the relationship between metrology labs, private industry, and state regulatory officials plays a critical role in ensuring that measurement systems are both accurate and legally compliant. Strong, proactive collaboration helps to bridge the gap between theoretical measurement standards and their practical application in real-world environments. Both labs and industries benefit from these partnerships, as they lead to improved accuracy, efficiency, and operational trust.

To meet the challenges of a rapidly advancing technological landscape, there is a growing need for industries and regulatory bodies to establish more formalized partnerships. Organizations like the National Conference on Weights and Measures (NCWM), the National Conference of Standards Laboratories International (NCSLI), and the International Society of Weighing and Measurement (ISWM) are key players in fostering these relationships and creating frameworks that support legal metrology at every level.

Moving forward, we must encourage more proactive engagement and knowledge exchange between metrology labs, industry stakeholders, and state regulators to ensure that our systems not only meet current demands but are also prepared to adapt to future challenges.

*Co-Written by Jim Perry with Michelli Weighing and Measurement and Lisa Corn*

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888888	11:08:50	05/30/18	Fleet
777777	15:16:26	05/09/18	Fleet
666666	09:39:14	04/27/18	Fleet
555555	13:12:12	03/09/18	Fleet
444444	11:45:36	03/07/18	Fleet
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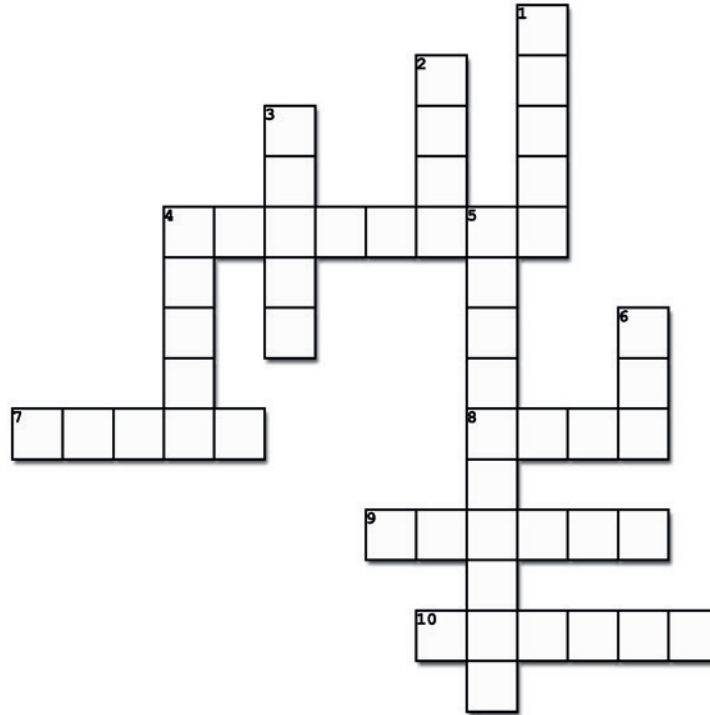


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# ISWM Crossword Puzzle

Complete the crossword puzzle below



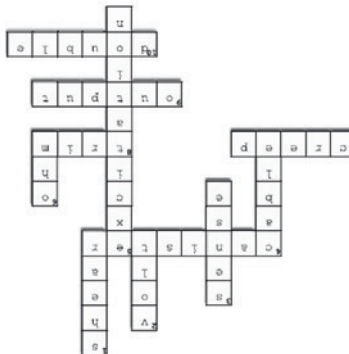
Created using the Crossword Maker on TheTeachersCorner.net

### Across

4. Type of load cells that is cylindrical shape and has a strain gauge inside
7. Change in load cell output occurring with time.
8. To make a fine adjustment, as of load cell outputs in a multicell system
9. Signal produced the load cell where the output is directly proportional to excitation and the load applied.
10. Common load cell in truck scales. \_\_\_ ended beam

### Down

1. Common load cells used in floor scale. \_\_\_ beam
2. Unit of voltage, potential difference and electromotive force.
3. Six wire cables have positive and negative \_\_\_ lines
4. Insulated wire or wires having a protective casing and used to transmit signals
5. \_\_\_ trimming adds series resistance to the excitation circuit of the load cell.
6. Relationship between current, voltage and resistance.



# One of the World's Roundest Objects Is Helping to Build a Better Mass Measurement

NIST Taking Measure  
By: Megan King

Right now, the U.S. and Germany have different approaches to defining, or “realizing” as the researchers call it, the kilogram. Here, NIST researcher Darine Haddad looks on as German researcher Beatrice Rodiek places a sphere on NIST’s highly accurate weighing machine, known as the Kibble balance. The goal of the research is to get closer to the same definition using the different methods.



Credit: B. Hayes/NIST

In 2018, the world agreed to redefine the kilogram. Instead of being pegged to the mass of a physical object in a vault in France, the kilogram is now defined by a few fundamental constants in nature.

This means researchers no longer have to worry about a physical object that can decay or change over time, potentially throwing the world’s measurements into chaos.

Like any unit of measurement, the kilogram needs to be the same for everyone, all the time. Theoretically, it can now be measured in any lab in the world using the Planck constant — which defines how small things can be. That measurement can be shared with anyone who needs to find out the mass of an object.

But in reality, it’s not quite that simple — yet.

The transition from using a physical object as the kilogram definition to a natural constant has meant differing approaches to defining (or “realizing,” as

researchers call it) the kilogram for different countries.

Countries have their own approaches to the definition, and there’s a slight variation in their measurements. Ideally, everyone would get the same result within a reasonable range, no matter what method they actually use to take the measurement.

The International Bureau of Weights and Measures (BIPM) currently distributes a consensus value that countries use to define the kilogram. Once we get to the point that various approaches to the definition don’t result in a significant lack of agreement in everyone’s results, BIPM will no longer have to distribute this value of the kilogram.

So NIST researcher Darine Haddad, along with Beatrice Rodiek from Germany’s national measurement science institute, known as the PTB, and their colleagues, are working together to figure out why the approaches are leading to different outcomes.

Right now, the U.S. has an exquisitely accurate weighing system, known as a Kibble balance, that uses quantum mechanics to precisely measure mass to get the official definition of the kilogram. Germany, on the other hand, uses a method that means, in simple terms, “counting atoms,” as Rodiek explains. It’s called the XRCD method.

Each approach gets to a slightly different definition of the kilogram. The variations

in their results are tiny — about 50 micrograms, which is the approximate mass of a grain of salt.

So, a 50-microgram difference in measuring a kilogram is a bit like weighing a pineapple on two scales, and your measurements only being off from each other by about a grain of salt! You’d think that’s close enough, but Haddad and Rodiek are trying to close that tiny gap.

“If you have two completely different approaches measuring the same object, and you get the same results, you can trust them,” Haddad says. “Once we get to that point, everyone can directly measure the unit of mass with the primary definition. These are small gaps we’re talking about here.”

**For more information:** <https://www.nist.gov/blogs/taking-measure/one-worlds-roundest-objects-helping-build-better-mass-measurement>

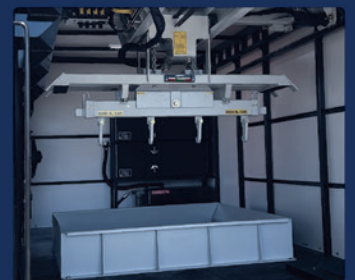




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## Project goal and implementation

The project had a clear goal, namely to provide a highly efficient weighing solution that also covers an exceptionally large weighing range. The manufacturer's weighing process was further complicated by the different properties of the render and paint products, for example the flow rate. As a result, the individual products had to be assigned to certain filling plants and it was not possible simply to group the production lines according to filling amount. A flexible weighing solution was required that covers the ranges from 1–50 kg for the checkweighing required downstream.

The special solution created by Minebea Intec consists of a weighing platform IS (ISEDE-50-OAW), which is defined as a multi-interval scale with a dual range capability, up to 20kg has a resolution of 2g and to 50kg a resolution of 5g readability. This resolution meets the requirement of the German Verpackungsverordnung [Packaging regulation] and it is the only solution on the market with this special weighing range. The connected weight controller Maxxis 5, is a freely programmable terminal and with an "Automatic Checkweigher" project application, carries out the control tasks and communicates with the higher-level control unit directly via digital signals or via the ProfiNet field bus. The data for inspection is transmitted via OPC to the weight controller Maxxis and forwarded to the SPC Enterprise for logging.



The weight controller Maxxis 5 regulates the filling system control unit automatically.

Manufacturer is very happy with the precision and speed.

This combination of weight controller Maxxis 5 and weighing platform IS was granted PTB [German National Metrology Institute] approval as a checkweigher. During this process, the plant runs in start-stop mode, i.e. the Minebea Intec systems stop the belt and weigh at a standstill. The producer completed the initial installation in 2022 and since then has equipped two further plants with the system. The weights and measures authorities tasked with confirming conformity carried out the necessary measurements within the tolerance.

*"We have great confidence in the technologies from Minebea Intec, which have been built up over decades. The weighing solution makes our process more efficient day after day."*

*Customer's production manager*

The manufacturer is very happy with the results from the first year. The earlier concerns that this high-resolution weighing platform IS would not withstand the mechanical strain or that the start-stop operation would slow down the plant have been dispelled. The performance remains very precise and in these applications the stopping took less time than the filling itself – 1 to 5 seconds depending on the container. This means that Minebea Intec has proven once again that no individual challenges are too much for the company's weighing and inspection technologies.



The weighing platform IS (ISEDE-50-OAW) provides highly precise and efficient weighing results.



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# High-precision checkweighing for renowned paint and render manufacturer thanks to innovative special solution from Minebea Intec



The challenges of filling paints and liquid renders mainly relate to the large weighing range of the containers to be weighed. The customer's variations for this Best Practice range from 1–50 kg net per container. Minebea Intec supplied a highly flexible weighing solution for the legal checkweighing.

## Key facts

A German company specialising in renders and paints successfully used a Minebea Intec weighing solution for product filling. New regulations demanded the switch from automatic filling to automatic checkweighing. Four belts handle a multitude of product sizes from small to large. The planned plant needed to offer a large weighing range with high resolution in the small range and high preload via the conveyor belts.

## Application

The individual special solution from Minebea Intec includes a weighing platform IS (ISEDE-50-OAW), which is defined as a multi-interval scale with 20 kg/2 g and 50 kg/5 g and a preload of 25 kg due to the conveyor belts.

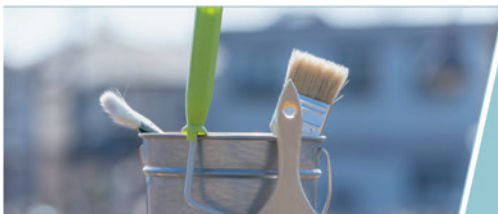
This resolution meets the requirements of the German Verpackungsverordnung [Packaging regulation] and is the only solution on the market in this specific range.

## Products

- Weighing platform IS (ISEDE-50-OAW)
- Weight controller Maxxis 5
- Software SPC Enterprise

## Customer benefits

- Automated checkweighing meets European calibration standards (MID and German FPackV).
- High-performance weighing: 1–5 seconds/container.
- Seamless integration with Maxxis 5 weight controller into control systems via internal relays or field bus.
- Product selection via OPC and data recording with SPC Enterprise.
- Cost-effective solution with expanded weighing range compared to standalone checkweighers.



## The customer

The company is a renowned German manufacturer of renders and paints. They place great importance on consistent excellent product quality and on acting in an ecological and economical manner. Their range includes more than 12,000 items for all painting, varnishing and plastering tasks.

# CONFERENCE & EXPO SCHEDULE OF EVENTS

## MONDAY, FEBRUARY 17

2:00 p.m. - 5:00 p.m. Board of Director's Meeting

## TUESDAY, FEBRUARY 18

8:00 a.m. - 12:00 p.m. Tim Osborne, A2LA WorkPlace Training - Easy Applications of Measurement Uncertainty for Calibrations (Extra fee applies)

1:00 p.m. - 5:00 p.m. Registration

11:00 a.m. - 5:00 p.m. Exhibit area setup

1:00 p.m. to 2:00 p.m. A & PB Division Meeting

2:00 p.m. - 3:00 p.m. Central Division Meeting

3:00 p.m. - 4:00 p.m. International Division Meeting

3:00 p.m. - 5:00 p.m. Certified Weighing Technician and Certified Weighing Sales Test (extra fee)

6:30 p.m. - 8:00 p.m. Ice Breaker Reception (Appetizers and Drinks - 2 drink tickets per pre-registered attendee).

## WEDNESDAY, FEBRUARY 19

8:00 a.m. - 9:00 a.m. - Breakfast Hotel guests - Alamo Room (Break with coffee and food)

8:30 a.m. - 12:00 p.m. Registration

9:00 a.m. - 9:15 a.m. Invocation and welcome

9:15 a.m. - 10:00 a.m. Exhibits open

10:00 - Morning Break & Coffee

10:15 a.m. - 11:00 p.m. Don Onwiler, NCWM - NCWM Update

11:15 a.m. - 12:30 p.m. Stacy Moore, Michelli Weighing - It is a Balancing Act - How to take care of your employees beyond the Paycheck?

12:30 to 1:30 Lunch (Lunch provided for registrants)

1:30 p.m. - 2:00 Exhibits Open

2:00 p.m. - 3:00 p.m. Barry Honig, Truck Pay - Using Cloud and Cloud-Based Truck Scale and POS Systems to comply with Expanding Government Regulatory Reporting Requirements

## WEDNESDAY - CONTINUED

3:00 p.m. Afternoon Break (Cookies & Brownies)

3:00 p.m. - 4:00 p.m. Tim Osborne, A2LA WorkPlace Training - The Introduction of Metrological Traceability in the Latest Edition of Handbook 44 and its Impact on Calibrations

4:00 p.m. - 5:00 p.m. Exhibits open

5:00 p.m. - 6:30 p.m. - Scale & Texas Trivia Hospitality Time (2 drink tickets per registrant and two reception food stations - barbeque and chili)

## THURSDAY, FEBRUARY 20

8:00 a.m. - 8:30 a.m. Breakfast Hotel guests Alamo Room

8:30 a.m. - 10:00 a.m. Registration

8:30 a.m. - 9:45 a.m. ISWM Business Meeting and Association Awards

9:45 a.m. - 4:00 p.m. Exhibition Open

9:45 a.m. Morning Break & Coffee

10:00 a.m. - 12:00 p.m. Dealer & Manufacturer Roundtable Discussion

12:00 p.m. - 1:00 p.m. Lunch (lunch provided for registrants)

1:00 P.M. - 1:45 P.M. Dan Caine, Wingfield Scale - Weighing the Future: How Laser and Scale Technology Promotes Responsible Material Handling & Transportation

2:00 p.m. - 2:45 p.m. Exhibits Open

2:45 p.m. - Afternoon Break (Cookies & Brownies)

3:00 p.m. - 3:45 p.m. Jan Konijnenburg, NIST, Weigh-in-Motion in Direct Enforcement Applications

3:45 - 4:00 p.m. Exhibition Awards (Exhibit Area)

4:00 p.m. Exhibition closed.

4:00 p.m. - 7:00 p.m. Exhibitor Teardown

6:00 p.m. - 8:00 p.m. Past President's Dinner