



WEIGHLOG

SCALE MANUFACTURERS ASSOCIATION, INC.
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<http://www.scalemanufacturers.org>

Summer, 2001

DAVID R. CASTLE RE-ELECTED SMA PRESIDENT

David R. Castle, President, Weigh-Tronix, Inc., Fairmont, Minnesota, was re-elected president of the Scale Manufacturers Association at the Association's 56th Annual Meeting in San Diego, California.

Founded in 1945, SMA currently has 23 member companies.

Vice-President, Wayne W. Johnson, previously President, Chairman & CEO, Pennsylvania Scale Company, Leola, Pennsylvania stepped down due to the sale of his company and his departure from active involvement in the business. The entire Board expressed its sincere appreciation for Wayne's support in the past and the best wishes that he will soon find an opportunity to rejoin the association.

Robert J. Schuller, General Manager, Hobart Corporation Weigh Wrap Division, was elected as Vice-President.

Elected to three-year terms on the SMA Board of Directors were:

Joseph Antkowiak, President, HBM, Inc.

Todd Manifold, General Manager, Industrial Business Unit, Mettler-Toledo, Inc.

Continuing on the Board as carryover members are:

F. A. Norden, Chairman and CEO, Fairbanks Scales, Inc., Kansas City, Missouri.

Paul E. Huber, President and CEO, A&D Weighing.

Completing a term as Director was Tom Lent, of John Chatillon & Sons.



Re-elected to a second term, SMA President, David R. Castle (Weigh-Tronix), center, and his wife, Susan, center left, join SMA Vice President, Wayne Johnson (Pennsylvania Scale Co.), left, in congratulating Joseph Antkowiak (HBM, Inc.) right, and his wife, Norma on the occasion of Mr. Antkowiak's election to the SMA Board of Directors.

TECHNICAL COMMITTEE APPOINTMENTS

Three members of the SMA Technical Committee were reappointed to new three-year terms. The reappointments were as follows: Darrell Flocken, Mettler-Toledo, Inc.; Leon Lammers, Weigh-Tronix, Inc.; and Jerry Wang, A&D Weighing. Carryover members are: Stephen Langford, Cardinal Scale Mfg. Company; David W. Quinn, Fairbanks Scales Inc.; Jeff Robidoux, Flintec, Inc.; Mark Knowles, HBM, Inc.; Nigel Mills, Hobart Corporation; and Quenton Olson, Tedeo-Huntleigh.

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Standards Work Moves to a Second Phase

At the Technical Committee meeting in San Diego the Committee heard several reports on the status of the SMA standards development effort. A meeting of the interest work groups was convened on February 27-28, 2001 in Columbus, Ohio. The working groups are: Communications Standards (Larry Hicks, Cardinal Detecto and George Brazis, Weigh-Tronix co-chairmen); Load Cells (Tom Leahy, Mettler-Toledo, chairman); Environmental Design Standards (Jerry Broski, Mettler-Toledo, Chairman); Human Interface (John Moorman, Mettler-Toledo, Chairman) Vehicle Scale Characterization (Leon Lammers, Weigh-Tronix, chairman (Kevin Fruechte, Weigh-Tronix, chaired the meeting in Columbus); and Software Sealing Methods for Audit Trail Access (Gary Lameris, Hobart, Chairman).

A detailed report of the status of this work is contained in the SMA Technical Committee minutes from San Diego. Working drafts of the documents can be downloaded by SMA members only from the SMA web site using special instructions available from Phil Hannigan, SMA Technical Assistant.

Grain Inspection, Packers and Stockyards Administration Reorganized

The Grain Inspection, Packers and Stockyards Administration (GIPSA) Field Management Division was recently reorganized. The Weighing and Equipment Branch was abolished and the Branch Chief position was reassigned to Dick Pforr as an Assistant to the Director, Field Management Division. All former function of the Weighing and Equipment Branch were reassigned to the new Policies and Procedures Branch headed by John C. Giler.

NEWMA Hosts 30TH Annual Conference in Albany, NY

The Northeastern Weights & Measures Association convened its 30th Annual Conference in Albany, New York from May 7th to May 10, 2001. The New York State Department of Agriculture and Markets hosted the meeting. Michael Sikula, Assistant Director, New York State Bureau of Weights and Measures and Chairman, NEWMA and his staff very ably handled the program events. Standing Committee Chairmen for 2000-2001 are: Pat D'Errico, New Jersey, Laws and Regulations; Mark Coyne, Brockton, Massachusetts, Specifications and Tolerances; Mike Sikula, New York, Administration and Public Affairs; Ross Andersen, New York, Executive Committee; and Allan Nelson, NW Associates, Associate Member Committee.

The SMA Directors' Breakfast was held on Tuesday morning with good attendance for the region. The responses to the 2001 questions have been compiled and may be found, along with the CWMA responses, on the SMA web site: www.scalemanufacturers.org.

The program was somewhat weighted toward measuring equipment subjects. However, there were enough weighing presentations to keep the attention of the non-measuring systems audience. There was a scale training block Tuesday morning. This consisted of a presentation on the SMA Conformity Assessment program by David Quinn, Fairbanks and Chairman of the SMA Business Practices Working Group and a presentation by Daryl Tonini, SMA, on NTEP Uniformity. Tonini's presentation was a recap of the responses to the Directors' Breakfast from 1997-2000. The NEWMA responses for that period were broken out and shown against all the responses from the four regional associations. There was an excellent tutorial by Joe Brino, New York on Audit Trails-Examples. Also, Ross Andersen made an outstanding presentation on Vehicle Scale Testing, Substitution and Strain Load. Copies of Joe's and Ross' PowerPoint presentations are available upon request from SMA.

SMA ANNUAL MEETING - SAN DIEGO, CALIFORNIA



Left, Darrell Flocken (Mettler Toledo, Inc.) and his wife, Monica welcome prospective new member, Ron Kriegl (DIGI Americas) and his wife, Carol to the Annual Meeting.



Left, Paul Huber (A&D Weighing) and his wife, Nicki, join Susan Reinfried in welcoming Scale Dealer, Finn Jenssen (Jenssen Scales, Inc.) to the Annual Meeting. Both Mr. Jenssen and Mr. Huber participated in the Dealer-Manufacturer Round Table discussion held during the Saturday session.



Left, newly appointed NTEP Director, Steve Patoray and his wife, Sonja, are welcomed to the Annual Meeting by Shirley and Dave Quinn (Fairbanks Scales, Inc.) as well as Cindy and Tom Luna (Scales Unlimited). Mr. Patoray participated in many discussions and updated the attendees on NTEP issues and programs.



Center, NCWM Chairman, Louis Straub, is welcomed to the Annual Meeting by Jeff Robidoux, Left, (Flintec, Inc.) and Emory Farr, Right, (Sensortronics, Inc.). Mr. Straub shared his vision of where the NCWM is heading and the issues which they are confronting which will have a direct or indirect effect on SMA members.



Left, Michael Katz (Tedeo-Huntleigh) and his wife, Yael, are welcomed to their first Annual Meeting by Jerry Wang, Center (A&D Weighing) and Uwe Ross, Right (Sartorius North America, Inc.).



Right, Leon Lammers (Weigh-Tronix, Inc.) and his wife, Rose Marie congratulate Robert Schuller (Hobart Corporation) and his wife Tam, on Bob's election as the SMA Vice-President.

SMA Membership Adopts Conformity Assessment Program

At the SMA Annual Meeting in San Diego, Ray Bales, Weigh-Tronix, Chairman of SMA's Compliance Committee, reported on the latest developments of the SMA Conformity Assessment (Production Meets Type) Program. A total of three beta tests were conducted at Mettler-Toledo, Inc. (Columbus, Ohio), A&D Weighing (Tokyo, Japan) and Weigh-Tronix, Inc. (Fairmont, Minnesota). The purpose of the beta tests was to evaluate the procedures developed in the Compliance Committee under field audit conditions.

The tests provided an opportunity for SMA's auditors, BVQi, to be trained and for them to provide audit feedback to the Compliance Committee. A member of the Compliance Committee was present at each of the audit sites. In addition, Steve Patoray, NTEP Director, was present as an observer at the Mettler-Toledo audit. At the conclusion of the beta audits, the Compliance Committee met with Mike Taylor, BVQi lead auditor and Steve Patoray to incorporate the "lessons learned" into the procedures.

The Compliance Committee's most significant recommended change to the policy and procedures was requiring the audited production facility to demonstrate compliance, not mere capability, in conducting the production testing. This recommendation was developed and evaluated during the beta tests and was found by all parties to be a significant improvement to the procedures.

During the membership executive session, the following was approved:

The title was changed to "SMA Conformity Assessment Program, Production Meets Type (PMT)"

The outcome of a successful audit is a "Declaration of Conformance to the SMA Standard"

Printing in black and white and shades of gray was authorized for the PMT logo, i.e. for nameplates

Wording for the PMT CC Maintenance Fees billing policy was adopted: "The first maintenance fee billing date will be January 1, 2003 and annually thereafter for those who have audits completed by January 1, 2002. For audits completed after January 1, 2002, the maintenance fee billing date will be on the anniversary of issuance of the SMA Declaration of Conformance to the SMA Standard".

In May the SMA commenced sending letters of announcement of the program and invitations to apply for audits.

These announcements were sent to all current and past SMA members and as many non-members as can be identified via relevant NTEP Certificates of Conformance. A copy of the program document will be attached for the non-member mailing. A non-member will have to pay \$500 in order to receive an application and the procedures documents. The membership mailing contained an application and the policy and procedures. Applications are now being accepted. They will be queued in date order (members and non-members) and the audits scheduled by order of the date the application is received.

The Application Fee is \$1,000 (non-members will receive a credit for the \$500 they paid to receive the application form). The BVQi audit fee is \$10,000 discounted 45% to SMA members. In addition, applicants will be invoiced for actual travel expenses of the BVQi auditor. This is expected to be approximately \$2,000 per production facility audited.

An Annual Maintenance Fee will be charged to users of the PMT logos. This will be \$50 per CC discounted 50% to SMA members.

Members of the SMA Compliance Committee are: Ray Bales, Chairman, Weigh-Tronix; Carla Nagel, Weigh-Tronix; Robert Hamilton, Mettler-Toledo; Raymond Bittkofer, Hobart Corporation; Mark Knowles, HBM; and Jerry Wang, A&D Weighing.



Beta Test Audits at Mettler-Toledo, A&D Weighing, and Weigh-Tronix validated the program and procedures.



Central W&M Association Meets

Following immediately on the heels of the SMA Annual Meeting in San Diego, the Central Weights and Measures Association met in Cedar Rapids, Iowa April 29 to May 2. The meeting was most capably organized and chaired by Darryl Brown, Iowa Department of Agriculture and Land Stewardship. Vice-Chairman was Rich Philmon, Illinois Department of Agriculture and Secretary is Renee Osterkamp, South Dakota.

An announcement of interest to manufacturers and dealers with service activities in the CWMA region was that under a collaborative arrangement involving Iowa, Minnesota, Michigan, Ohio, Illinois and Nebraska, registered serviceperson test drafts have been circulated and agreed to among the states in the agreement. Participating jurisdictions have received the test questions/answers on CD ROM. Other states can become a participant by providing a set of their questions on individual state laws and signing up. This will allow a serviceman to sit one test from multiple states under the arrangement. It appears that registrations and fees will be continue to be handled by the individual states.

The meeting was well attended and the discussions were focused on the issues before the various jurisdictions. The focal point of these discussions was the Director's Roundtable. There are major budget concerns with virtually all of the state programs. A straw poll showed 4 jurisdictions to be 100% dependent on general funds: 4 have fee money in addition to general fund dollars. However, there were several bright spots including a new metrology laboratory in Indiana. Ohio is in their new building with a new NTEP chamber. Wisconsin also has a new metrology laboratory. Eileen Pierce is no longer Wisconsin's W&M director. Michigan has attained NAVLAP accreditation and the laboratory is well manned. Their W&M act is under review. Michigan is dealing with consumer and governmental apathy toward the W&M program. Due to budget constraints, routine device inspections are on hold. Only complaints are being investigated.

There was a lot of discussion about the implications of hoof and mouth disease. The economic impact of such a situation would be enormous in the CWMA. Some states are taking very aggressive action to reduce cross-contamination of feed and auction activities. This includes invoking sterile procedures for any scale testing equipment brought into livestock areas. Others have temporarily ceased testing livestock scales at all. Other jurisdictions

have not developed any policies but are in a wait-and-see mode.

Generally, CWMA budgets, at best, are flat for the next fiscal year. Several states reported being faced with the prospect of closing or curtailing their metrology laboratories. A lively discussion ensued over whether circumstances may force the CWMA to consider a regional metrology laboratory operation. W&M Budgets are generally tight although they may be better than the people situation with hiring freezes in effect and affecting program delivery. Several states commented on restricted space testing in scale pits. In general, most jurisdictions do not appear to be aggressive in testing devices in scale pits. Minnesota reported high rejection rates for vehicle scales. They are seeing span changes in bulk weighers subjected to wide temperature swings. Nebraska is evaluating streamlined testing procedures in an effort to work smarter with fewer resources. They are also planning to increase laboratory fees to \$135-140/hour.

The keynote speaker for the Conference was Patty Judge, Iowa Secretary of Agriculture, a no-nonsense administrator who appears to be approachable. In view of the malaise in the CWMA region which seems to be affecting higher levels of interest and support for weights and measures, she may be receptive to an approach to serve as an advocate among the other secretaries of agriculture in the mid-west.

The SMA NTEP Directors' Breakfast was again well attended and well received. The questions and responses have been posted on the SMA web site, www.scalemanufacturers.org. In addition, Darrell Flocken made a presentation updating the CWMA on the SMA Conformity Assessment Program. Daryl Tonini presented an NTEP uniformity recap of the Directors' Breakfast questions from 1997 to 2000. A uniformity index was created for the CWMA as measured against responses from all the regional associations. There was a relatively good level of uniformity indicated in the analysis. This may be the consequence of a number of CWMA initiatives to improve communications and practices in and between the CWMA jurisdictions. One which was evident at the Cedar Rapids meeting was the announcement that the uniform test for servicemen in participating jurisdictions is nearing implementation.

The CWMA 2002 annual meeting will be held in Springfield, Illinois April 28-May 2.

Member Company News

Pennsylvania Scale Company of Leola, Pennsylvania, completed a merger with Grupo Epelesa div. of Laen XXI, also an electronic industrial and retail scale manufacturer from Madrid, Spain.

Cardinal Scale Manufacturing Company of Webb City, Missouri announced the opening of a new 15,000 square foot load cell production building. This new facility was constructed of pre-cast concrete panels and is located adjacent to Cardinal's primary production center. By providing additional area and more efficient material flow, this new production facility has allowed Cardinal to double load cell production capacity.

LTS Scale Corporation, manufacturer of the Filing Lift Truck Scale, announced the acquisition of Hydroscale Incorporated. The purchase will expand the LTS product line to now include industrial crane scales ranging in capabilities from 500 - 150,000 lbs.

LTS Scale Corporation has announced appointment of Linda Filing as Purchasing and Inventory Manager and the appointment of Keith Lowe to the position of Distributor Manager.

That is all the news that we received here at SMA Headquarters. If you have any news releases, please include us in them.

Some Out-takes from the Manufacturer - Dealer Panel at the SMA Annual Meeting

In an effort to add value to the SMA Meetings, a panel discussion between scale dealers and manufacturers was organized by SMA vice-president, Wayne Johnson. Participants included Paul van Roon (San Diego Scale Company), Finn Jenssen (Jenssen Scales, Inc.), Tom Luna (Scales Unlimited), Ken Filing (LTS Scale Corp.), Paul Huber (A&D Weighing), and Jim Hynes (Sensortronics, Inc.) as well as the SMA members in attendance.

Several questions were put to the panel and the audience and an open and frank discussion ensued.

One question that got a lot of comment was as follows:

What Changes Do You Perceive in the Scale Industry Over the Next 20 Years? Should We Be Optimistic or Worried?

Insights and comments included the following:

We are in the data acquisition business. We need to stay on the cutting edge of how that data is being gathered. (The Railroads did not realize that they were in the transportation business until it was almost too late. Had they realized that, they would have been the leaders in embracing and creating bus lines and airlines as those transportation support technologies came on line. So must scale manufacturers embrace data acquisition technologies as they emerge).

We are not a mechanical industry any more; We are an electronics industry.

The move from mechanical to electronics has had the unintended consequence of making mergers and acquisitions easier with the scale manufacturer possibly integrated or submerged into a larger multi-technology systems company or conglomerate.

As we incorporate more high technology into our products, there will be more system sales and sales by system companies with scales being a small component of the system.

The dealer in AD 2020 will probably have field salesmen who will operate more like field service engineers or application engineers and will be prepared to provide solutions to customer data acquisition requirements. For example, instead of mass, we may be using density to weigh things and that would be what was offered to the customer to meet that need.

The dealer will probably expect the manufacturer to deliver product directly to the customer. The dealer will meet the product at the customer's place of business if it needs to be set up or installed.

A lot of our equipment will be throw-away.

A lot of dealer inventory will disappear as UPS, FEDEX, and others become the primary distribution system.

Space prohibits presentation of other questions covered. Feel free to suggest round-table topics for our future meetings.