

Winter 2011

A Publication of the



ISWM

INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT

ISWM

NEWS

ISWM 2012 Conference and Exposition

January 24–27

Sam's Town Hotel, Las Vegas, NV

The Trail To Success



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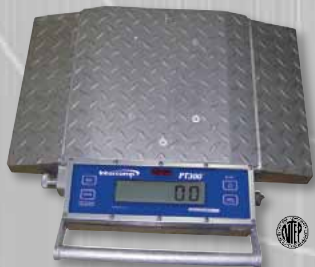
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Upcoming Events



INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT

International Society of
Weighing & Measurement
9707 Key West Avenue, Suite 100
Rockville, MD 20850 USA

+1 (301) 258-1115
Fax +1 (301) 990-9771
staff@iswm.org
www.iswm.org



Calendar of Events

2011

December

31 ISWM Membership Dues Deadline

2012

January

24-27 ISWM Meeting and Expo
Sam's Town, Las Vegas, NV

March

2 *ISWM News* (Spring 2012) Article/News Deadline

8-10 Central/NW Division Annual Meeting
Ho-Chunk Casino
Wisconsin Dells, Baraboo, WI

July

6 *ISWM News* (Summer 2012) Article/News Deadline

November

2 *ISWM News* (Winter 2012) Article/News Deadline

Congratulations to the following
who passed the Handbook 44 test and training:

October 13, 2011—Anchorage, AK

Rotating Services dba Phillips Scales

Christopher Browning	Michael Lagg
Bret Burroughs	Jason Moorman
Kurt Burroughs	David Noland
Jeff Clements	Dylan Robertson
Bradley Davis	Nicholas Turner
Chris Gunter	Chuck van Ormer
Christian Humphrey	Larry Warner
Brian Kirby	

October 25, 2011—Lancaster, PA

Bitterman Scales, LLC

C.J. Bitterman
William Neff
S. Roger Bailey
Curt Bitterman
Jon Bitterman
Grant Bitterman
Craig Bitterman

Garber Metrology

Tim Bernot



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Executive Committee

President 2010-2012

John Hughes
Rice Lake Weighing Systems

Vice President 2010-2012

C. Steve Dishon
CAS Scales, Inc.

Past President 2010-2012

Robert S. Woodward
Pennsylvania Scale Company

Executive Committee Member 2009-2011

Brian Brown
The Alpha-Liberty Company

Executive Committee Member 2010-2012

Joseph Martin
A&D Weighing

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Joseph Geisser
Jerry Gunn
Stephen Hofius
Bruce Johnson
Rudy Kolaci
John Lawn
Robert Luna
Frank Marrone
Richard Sharpe
Scott Schumacker
Mike Williams
Robert S. Woodward

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Member Services Manager

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Meeting Planner

Julie Burgess

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President's Message



Already 2011 is rolling to a close, moving faster than any year I have experienced! The economy has held in the industrial segments and that has definitely been good for the scale business. October was the best stock market month in the last nine years so things are looking up! Of course there are always issues—Greek debt

(along with Italian, Spanish, Irish and Portuguese and ours as a nation), the deficits, too much regulation and closer to home—all the issues faced by small business owners. What an interesting and challenging environment we live in today!

Change is constant and this year those changes seem to have been more fun than in the last several years. It is always more fun to have to adapt to more orders and more business than it is to try to cut costs and make ends meet. Of the many dealers I have spoken with this year there has been a constant thread of satisfaction with the improved business climate and relief that now plans can be made and they can move forward with more enjoyable issues!

At the ISWM we have been changing as well—as we approach the year end we have an excellent business conference planned in Las Vegas, we have a change in our management structure planned for January 1st and are looking forward to some new initiatives that should bring our membership more value.

- More value—a dealer survey that can be used for benchmarking your business—this will be presented at the Las Vegas conference. (Note that you can still participate in this at the following link: <http://iswm.questionpro.com>. If you do participate you will receive a free copy of the survey results.)
- More value—a project on becoming more involved in the State's W&M issues and actually writing to the legislators about why we need local enforcement of the laws and regulations relating to fair trade. (I have had the privilege of meeting with several W&M officials around the country and frankly they are very enthused about having a national organization bring some focus to the lack

of enforcement that is taking place in their areas of responsibility!)

- More value—an organized manufacturing division that can interface with NIST and the NCWM about industry issues.
- More value—Las Vegas in January—what fun! The thinking that took place about this location and time of year is that business is slower during January and that the location makes a great follow on vacation location for those who want to mix business and pleasure. (Thanks to Steve Dishon for being the advocate of this!)

And last—an announcement that many of you will enjoy!

Announcement

The ISWM is pleased to announce that Karen Hutchison will be returning as our Executive Director on January 1, 2012. Karen served as ISWM Executive Director from 2003 to 2009 and is very familiar with the ISWM's operations and programs. She brings with her more than 15 years experience working with trade associations and professional societies and earned her CAE (Certified Association Executive) designation in 2006. "I'm delighted to be working with the ISWM again," Hutchison said. "The best part of association work is having the opportunity to work with so many terrific people to move an organization forward. The ISWM is fortunate to have a great group of committed leaders, and I'm looking forward to being a part of the ISWM team again."

Beginning November 1st Karen will be working on the transition of the ISWM management functions assuming her full new duties on January 1st, 2012.

I look forward to seeing you all in Las Vegas—we have a great line up of speakers and topics for this conference and it will be a great way to start 2012! ♦

A handwritten signature in black ink that reads "John Hughes". The signature is written in a cursive, flowing style.

John Hughes
ISWM President, 2010–2012



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Making the Most of your ISWM Membership

The ISWM is unique among weighing industry associations in the way it provides value to so many different groups.

For dealer/distributor companies, ISWM membership helps members stay updated on the most current information from manufacturers (have you looked at the “Company News” section of this newsletter?) and it gives them the opportunity to build strong relationships with manufacturer reps. They can stay on the radar screen of the manufacturers, and show their employees they are committed to higher standards and technical excellence in the field.

But individuals within those dealer distributor companies also get value. They can become certified in Handbook 44 or become a Certified Weighing Technician or Certified Weighing Salesperson. It’s a classic win-win: the company looks good by highlighting the expertise of its employees, and the employees benefit by enhancing their own skill sets and careers.

For manufacturer companies, active involvement in ISWM gives manufacturing members unparalleled access to the dealers and distributors in this industry who will be selling their product. Our meetings, both at the National level and the Division level, are a great place to do that important face-to-face networking, where business gets done. And



manufacturers can expand their brand awareness with a presence both online (web site and e-newsletters) and in print (*ISWM News*).

And no matter what company you work for, ISWM membership

helps you build important business relationships—the kind that stay with you your whole career. “ISWM is the premier networking organization in the weighing business,” says Rob Woodward of Pennsylvania Scale.

[continued on page 9](#)

We've had a great response from readers and advertisers to our new, full-color format. Now is the time to consider advertising in *ISWM News*. Next year, our three issues of *ISWM News* will once again be in full color, with exceptional content, so members will get access to the information they need to succeed. Get your contract in today so you can benefit from the buzz that is generated by our Member Newsletter.

We also expanded online sponsorship opportunities on both our website and our new electronic newsletter—a complement to *ISWM News* that goes out to both members and prospects. *ISWM News* advertisers will get a discount on these opportunities.

Ad Agency Information NOTE: No agency discounts

Company

Contact

Title

Address

City State Zip

Phone Fax

Email

Ad Information

If you advertise in all three issues, you will get logo placement (with link) on the *ISWM News* web page as well.

Member

Full color	1 Issue	2 Issues	3 Issues
Full	<input type="checkbox"/> \$450	<input type="checkbox"/> \$700	<input type="checkbox"/> \$1100
1/2 (Horizontal)	<input type="checkbox"/> \$300	<input type="checkbox"/> \$500	<input type="checkbox"/> \$700
1/2 (Vertical)	<input type="checkbox"/> \$300	<input type="checkbox"/> \$500	<input type="checkbox"/> \$700
1/3 (Vertical)	<input type="checkbox"/> \$200	<input type="checkbox"/> N/A	<input type="checkbox"/> N/A
Business Card (1/12)	<input type="checkbox"/> \$100	<input type="checkbox"/> N/A	<input type="checkbox"/> N/A
Issue	<input type="checkbox"/> Issue 1	<input type="checkbox"/> Issue 2	<input type="checkbox"/> Issue 3

Advertiser Information

Date

Company

Contact

Title

Address

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Email

Website

Authorized Signature

Payment Information

Please complete and return this contract with your payment to ISWM, 9707 Key West Avenue, Suite 100, Rockville, MD 20850

We agree that this order is subject to the terms and provisions of the Rate Card. Rates for space do not include production costs.

Total Amount Due\$_____

Method of Payment

Check enclosed made payable to ISWM (US funds only) or
 Visa MasterCard American Express

Card # Security Code Expiration Date

Name on Card

Authorizing Signature

Questions?

Contact Linda Bernetich, Member Services Manager
 P (301) 258-1115 E staff@iswm.org

“There is no better opportunity to develop friends and associations within the weighing business.” Steve Hofius, owner of Northern Balance Scales, has a similar perspective, although he represents the Dealer/Distributor view: “I’ve gained far more than I’ve invested—both in regards to income earned through contacts made and in relationships made, and that are still being made all the time through ISWM.”

But there’s an important “secret” to extracting the real value of ISWM Membership:

You have to show up.

Do you attend your division meetings? These are great places to

network and stay current with the manufacturers who are often there with a tabletop display. The online calendar posts division meetings, and you can go onto our online directory to search for the contact information of the people you meet there.

Are you coming to Las Vegas in January? This is our big conference, and it’s only once every two years. We’ve got quality education sessions, a Handbook 44 training and testing session, a Golf Tournament, and an expo floor with dozens of manufacturers exhibiting. This is your best opportunity in 2012 to make things happen in this industry, but only if you show up.

And are you showing up online? Are you participating in discussions on the ISWM LinkedIn Group? Have you posted a discussion on the members-only side of the ISWM web site? Showing up virtually can be almost as important as face to face interactions these days, and ISWM gives you the opportunity to interact on online spaces as well.

Woody Allen said “Eighty percent of success in life is showing up.” We challenge you to make 2012 the year you start generating more success through your ISWM membership. Start showing up and we’ll show you what real success in the weighing industry looks like. ♦

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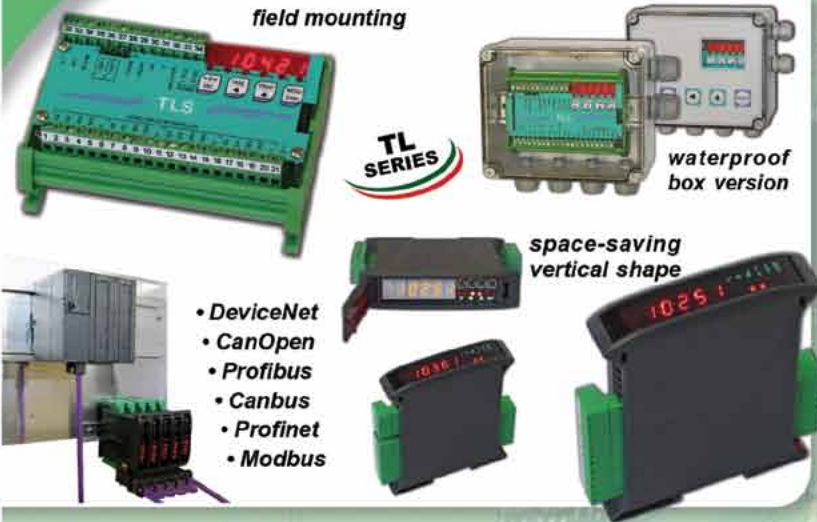
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How to Avoid a Tax Audit

One of taxpayers' biggest fears is being audited by the IRS (Internal Revenue Service). Even if you're confident that you've filed your taxes correctly, in the back of your mind, you wonder when you're going to receive a phone call or letter from an IRS representative. You can worry a little less this tax season. Here are some ways you can avoid a tax audit.

Certain types of taxpayers are more likely to be audited than others. These include taxpayers who make more than \$200,000, small business owners and self-employed taxpayers, and taxpayers who could be hiding taxable income overseas.

One of the biggest triggers for a tax audit is having high deductions compared to other taxpayers within your same tax bracket. You can account for high deductions by attaching a receipt or other documentation to your tax return. While above average deductions can trigger an audit, being proactive and providing proof will reduce your chances of being audited. Don't be afraid to deduct expenses that are legally deductible. Instead, make sure you can justify the amount of your deduction. Write checks whenever possible and keep a copy of the cancelled check in your records.

Double check your math. Addition and subtraction errors are common reasons for tax audits. They're also easy to fix and avoid. Check and double check your numbers to make sure you've included the right ones.

Use tax preparation software. Tax

prep software like TurboTax or H&R Block eliminates math errors that can lead to an audit. They can also do an analysis of your tax return to let you know any items that could trigger an audit. Be aware that even tax software can't completely eliminate your chances at being audited since the IRS computers audit a number random taxpayers every year.

Make sure you report income and interest from any 1099s you receive. The IRS software does a check to make sure the income reports on the 1099s it received for your social security number matches what you reported. Discrepancies could trigger an audit. If you believe the amount on your 1099 is an error, contact the issuer to have it corrected. If that is unsuccessful, you should contact the IRS by calling 1-800-829-1040 for assistance.

Use a reputable tax preparer. You never know what type of reputation a certain tax preparer has built with the IRS. Your tax preparer should be experienced with filing the type of return you need. Find out that preparer's audit record. Be wary of choosing tax preparers with high audit rates. Ask that your tax preparer not make assumptions or conclusions about your records. Instead, request the preparer call you with any questions.

File at the last minute. The IRS receives numerous returns on April 15 and can't scrutinize them the same way returns filed on February 1 may be. That's not to say you can avoid an audit all together by filing later. You

just reduce the risk.

Report all sources of income including child support, alimony, and cash receipts. Child support and alimony received will be tied to your social security number, so the IRS will already know about it. Though you might think getting paid under the table will keep you from paying taxes, the IRS can find out about cash receipts. For example, if you deposit cash into your checking account, an audit will raise the question of where the deposits came from.

File your income taxes. No matter what you think or feel about paying taxes, you're legally required to do so. Avoiding paying taxes is a crime and if you're caught, you'll face criminal charges and monetary penalties. On top of that, you'll have to repay the taxes you should have paid during the time you avoided paying taxes. A good example of this was the singer Willie Nelson, who in 1993 had to pay \$16 million to the IRS for evading taxes. ♦

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ISWM 2012 Elections— Candidate Profile: Bert Baxter



It wasn't long after graduating from the University of South Carolina in 1989 with a BS degree in Business

Administration that I found myself in my first position in the Scale Industry. I started by working in a remote location for a local scale dealer in South Carolina as a sales representative.

After two-and-a-half years running the remote office and building the business, I found an opportunity with Greenville Scale Co., Inc. The company was expanding and needed an additional sales representative. This was at a time when ISO9000 was becoming a hot item, and one of the attractions I had to come to work at Greenville Scale Co., Inc. was their commitment to achieve certification to this quality standard.

My first year at Greenville Scale Co., Inc., I spent much of my time building my territory; but the company had made only baby steps in its progression toward ISO9000. Around this time, I headed up a group at the company to organize our quality program to conform to ISO9000 and to gain certification to this standard.

Over the next couple of years, not only did the company double overall sales, but Greenville Scale Co.,

Inc. was one of the first two dealers in the Southeast—both achieving certification on the same day. As our quality system grew and industry's needs changed, Greenville Scale Co., Inc. also became the first dealer in the Southeast to become accredited by A2LA to ISO/IEC 17025.

During this time, I came to realize that this industry was not only a career path I had landed upon, but a home in which I saw many more years of service. I started to become active in the ISWM on a local level. In 1996, I became Sergeant at Arms of the Southeastern Division and continued on to become Chairman in 1999–2000. Following this, I became Secretary Treasurer and served the division in that capacity from 2001–2004. In 2004, I was honored to be asked to serve as Governor of the Southeastern Division representing the division on the National ISWM's Board of Directors.

During these years, as Greenville Scale Co., Inc. continued to grow, I found a lot of satisfaction in the efforts put in both the company and the ISWM and in the accomplishments made for both organizations.

In 2005, I became general manager of Greenville Scale Co., Inc. and saw my efforts help the company achieve its greatest success. The economy has been rough over the last couple of years, but Greenville Scale Co., Inc. continues to move forward and to grow.

The ISWM has also moved forward into a new world. The way business is done is changing for everyone in our industry as in all industries. Technology, ease of communication, the internet, and the opening of world markets have made all organizations rethink their respective place in the market. The ISWM is as relevant to our industry as it ever has been even though it is taking on the new challenges of the ever changing market place. The roll of the ISWM may change, but our focus on serving as well as being the voice for our industry will never waiver.

Now in 2011, after serving as Governor of the Southeastern Division for the past eight years, I am asking for your vote as I run for Vice President of the ISWM. I promise to give everything I have to make the ISWM an organization that not only our industry will be proud to call its own, but also an organization that will move our industry forward.

Having a dealer/distributor background I feel I can bring a new perspective to the ISWM. In my personal endeavors, I have served several non-profit and activity-based organizations in leadership positions which also gives me unique experience to better serve the ISWM in achieving its goals.

It will be an honor serving the ISWM as Vice President, and I hope I can count on your support this January in Las Vegas. ♦

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INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT

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Two Sessions from Keynote Speaker Barry Maher

Wednesday—Filling the Glass: Real World Tactics and Motivation for Increasing Productivity AND Job Satisfaction. This is the antidote to sessions that are entertaining but full of “let's all think happy thoughts and everything will be wonderful” fluff. It's chock full of nuts and bolts content. Yet it's real-world motivational, even inspirational. Perfect for the most cynical veteran AND the most starry-eyed (or the most discouraged) novice.

Thursday—Slicing through the Noise: Powerful Communication for Leadership and Professional Success. Diplomacy has been called the art of telling people to go to hell in a way that they'll actually look forward to the trip. We don't advocate telling anyone to go anywhere like that, but this outstanding session from Barry Maher shows you how to communicate with people of all types: to diplomatically, tactfully get what you want and get people to look forward to whatever trip you'd like them to take.

Plus a bonus Wednesday Keynote presentation from former NFL star Russ Francis

on Accomplishing Goals Against Strong Odds. Join Russ as he leads us on a journey to discover what it takes to be a contributing, responsible member of a successful team.

Start yourself off on the
Trail to Success by registering today!

The Trail to Fun!

ISWM Golf Tournament

Designed by PGA Tour legend Jim Colbert and golf course architect Jeff Brauer, enjoy golf on Tuesday at Stallion Mountain Golf Club—with its decorated history in the Las Vegas golf scape as a host venue for Golf Channel's Big Break II and also part of the Frank Sinatra Celebrity Classic and the PGA Tour's Las Vegas event.

President's Icebreaker Reception

Join ISWM President John Hughes on Tuesday evening for light hors d'oeuvres and a cash bar while networking with old friends and making new ones, at Willy and Jose's Cantina.

ISWM Bowling Tournament

The fun continues on Wednesday evening, as you team up and play in ISWM's very own Bowling Tournament! Taking place at Sam's Town Bowling Center, it is sure to be a night of fun and a great way to meet your ISWM colleagues.



Hotel Information

Make your hotel reservation by December 23, 2011 to ensure that you get the ISWM group rate! Hotel group rates: \$45 single/double plus 12% tax.

Note: ISWM cannot guarantee the group rate if rooms are still available in the ISWM block after Friday, December 23.

Sam's Town Hotel (702) 456-7777 (direct)
5111 Boulder Highway (877) 593-5993
Las Vegas, Nevada 89122 (to make reservations)

Please contact the hotel directly for room reservations and specify that you are attending the "ISWM Conference and Expo."



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Excell Precision Co., Ltd.	Totalcomp Scales & Components
Heusser Neweigh	
Intelligent Weighing Technology, Inc.	
Intercomp Company, Inc.	

Sponsorships

Platinum: \$2,500

- Recognized sponsor of the 2012 Conference and Expo's Icebreaker Opening Reception. Sponsorship acknowledgment and appropriate signage at the Opening Reception of ISWM's 2012 Conference and Expo.
- Platinum sponsors will have their company logo displayed on ISWM's online Membership Directory.
- Half-page ad in the 2012 ISWM Conference and Expo Program.
- Prominence on all sponsorship listing/signage.
- Distinctive identification badges for all company employees attending the 2012 Conference and Expo.

Gold: \$1,750

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- Gold sponsors will have their company logo displayed on ISWM's online Membership Directory.
- Third-page ad in the 2012 ISWM Conference and Expo Program.
- Prominence on all sponsorship listings/signage.
- Distinctive identification badges for all company employees attending the 2012 Conference and Expo.

Silver: \$1,000

- Recognized sponsor of the 2012 ISWM Conference and Expo.
- Quarter-page ad in the 2012 Conference and Expo Program.
- Listing on all sponsorship rosters/signage.
- Distinctive identification badges for all company employees attending the 2012 Conference and Expo.

International Division Hospitality Suite Morning Coffee

\$500 sponsorship for one day. Three sponsorships available. Extend a warm welcome to the ISWM's International Members at the 2012 Conference and Expo by sponsoring the International Division's morning Coffee Break. The International Division Hospitality Suite is open to all ISWM International members and their guests from 7:00 am to 9:00 am each morning for breakfast, conversation and a chance to connect and make new friends. You will be identified in the International Division Hospitality Suite as the Coffee Break sponsor with signage bearing your company name and logo, and you may set up a tabletop display in the Suite on the day of your sponsorship. Also, your company will be acknowledged in the ISWM 2012 Conference and Expo Program for its sponsorship.

2012 Conference Education Session Coffee Break

\$500 sponsorship for one day. Three sponsorships available. Who wouldn't love the company that brought them a hot cup of coffee to combat the morning slump! Make your company the hero of the ISWM 2012 Conference as a Coffee Break sponsor at the 2012 Education sessions. You will be identified as the Coffee Break sponsor with signage bearing your company name and logo, and you will also be entitled to set up a tabletop display in the education session hallway at the time of your sponsored Coffee Break. Also, your company will be acknowledged in the ISWM 2012 Conference and Expo Program for its sponsorship.

If you are interested in sponsoring, go to iswm.org under Events and download the full exhibit and sponsorship prospectus.

Schedule of Events (as of November 22, 2011, subject to change)

Monday, January 23

7:00 am – 9:00 pm	International Division Hospitality Suite
9:00 am – 10:30 am	ISWM Executive Committee Meeting
10:30 am – 4:00 pm	ISWM Board of Directors Meeting
4:00 pm – 5:30 pm	Southern California Division Business Meeting

Tuesday, January 24

7:00 am – 9:00 am	International Division Hospitality Suite
7:00 am – 2:30 pm	ISWM Golf Tournament
8:00 am – 7:30 pm	Registration Opens
9:00 am – 3:00 pm	Handbook 44 Training and Testing
9:00 am – 5:00 pm	Exhibitor Move In
3:00 pm – 4:00 pm	Woody Woodland Meeting
7:00 pm – 9:00 pm	Icebreaker Reception

Wednesday, January 25

7:00 am – 9:00 am	International Division Hospitality Suite
7:30 am – 8:30 am	International Division Business Meeting
7:30 am – 8:30 am	A & PB Division Meeting
8:00 am – 5:30 pm	Registration Opens
8:30 am – 9:00 am	Invocation and Welcome
9:00 am – 10:20 am	Accomplishing Goals Against Strong Odds — Russ Francis
10:20 am – 10:40 am	Break
10:40 am – 11:30 am	Filling the Glass: Real World Tactics and Motivation for Increasing Productivity AND Job Satisfaction — Barry Maher
11:30 am – 12:00 pm	Introduction of Candidates for Elected Positions
12:00 pm	EXPO Ribbon Cutting and Opening
1:00 pm – 2:30 pm	ISWM Luncheon
2:00 pm – 3:00 pm	Manufacturers Division Meeting
3:00 pm – 4:30 pm	Exhibitor Demonstration Showcase
5:00 pm	Expo Closes
6:00 pm – 8:00 pm	Past Presidents' Dinner
8:30 pm – 11:00 pm	Bowling Event at AMF Showcase Bowling Center

Thursday, January 26

7:00 am – 9:00 am	International Division Hospitality Suite	
8:00 am – 5:00 pm	Registration Opens	
	Track 1	Track 2
8:30 am – 9:50 am	Slicing through the Noise: Powerful Communication for Leadership and Professional Success — Barry Maher	Documentary Standards Pertaining to Non-Automatic Weighing Instrument Calibration & Uncertainty — Mark Ruefenacht
10:00 am – 10:50 am	Using Today's Web Technology to Gain Business — Austin Helton	
11:00 am – 11:50 am	Using Tablets in the Field for Technicians, Invoicing and Scheduling — Don Cook	Update on the Work of the ISWM Wireless Load Cell Standards Committee — Rudy Kolaci
12:00 pm – 5:00 pm	EXPO Open	
12:30 pm – 1:30 pm	ISWM Luncheon	
6:00 pm – 8:00 pm	ISWM President's Reception	

Friday, January 27

7:00 am – 9:00 am	International Division Hospitality Suite	
8:00 am – 1:00 pm	Registration	
9:00 am – 1:00 pm	EXPO Open	
8:30 am – 9:20 am	Dealer/Distributor Research Survey Results on Key Operational Trends and Benchmarks	
9:30 am – 10:15 am	Dealer Roundtable Steve Shelton will moderate this panel of dealers/distributors, who will share their insights on how they've adapted to meet the new challenges and opportunities offered by changing technology and a world-wide marketplace.	
10:15 am – 11:00 am	Manufacturer Roundtable Steve Shelton will moderate this panel of manufacturers who will discuss how changes in the global economy have impacted business practices in the last few years.	
11:00 am – 12:00 pm	ISWM Business Meeting and Elections	
12:00 pm – 1:00 pm	2012 EXPO Awards Presentation	
1:00 pm – 7:00 pm	Exhibitor Teardown	
1:30 pm – 2:30 pm	Exhibitor Talk	

Handbook 44 Training and Testing *Tuesday, January 24, 2012 • 9:00 am – 3:00 pm • Cost: \$70*

This six-hour session will be led by Otto Warnlof and include training on Handbook 44 followed by an open book test. All participants in Handbook 44 training and testing will receive a copy of the Scale Code Field Manual (a direct copy of NIST Handbook 44). Successful completion of an ISWM-recognized Handbook 44 course is a prerequisite for taking either the Certified Weighing Technician or Certified Weighing Salesperson test and will also satisfy the recertification requirements for currently certified CWTs, CWSs and CWP.

ISWM 2012 Conference and Exposition

January 24–27 ▪ Sam's Town Hotel ▪ Las Vegas, NV
The Trail To Success

Conference Registration Form

Register by Friday, December 23 to receive the Early Bird discount.

By Mail International Society of Weighing and Measurement
 9707 Key West Avenue, Suite 100 • Rockville, MD 20850

By Fax (301) 990-9771

1. Conference Registrant *Only ONE Registrant Per Form*

Name _____

Nickname or First Name (as to appear on badge) _____

Firm _____

Address _____

City _____ State _____ Zip _____ Country _____

Phone _____

Fax _____

Email _____

Guest

Name of Guest registering _____

Employee Classification

Please check the category that best describes your business:

- W&M Industry Manufacturer Retired Regulatory Official
 W&M Industry Dealer/Distributor Consumer Importer/Exporter

2. Registration Packages

Full Conference Registration

Includes admission to the President's Icebreaker Reception, three days of educational programs and Expo.

Spouse/Guest Registration

Includes admission to the President's Icebreaker Reception and Expo.

One-Day Registration

Wednesday Includes admission to opening General Session, Wednesday's educational program and Wednesday Expo.

Thursday Includes admission to Thursday's educational program and Thursday Expo.

Friday Includes admission to Friday's educational program and Friday Expo.

3. Registration Fees

	Register by December 23		Register after December 23		
	Member	Non-Mem	Member	Non-Mem	
Full Conference Registration	<input type="checkbox"/> \$200	<input type="checkbox"/> \$350	<input type="checkbox"/> \$300	<input type="checkbox"/> \$450	\$
Spouse/Guest Registration	<input type="checkbox"/> \$50	<input type="checkbox"/> \$50	<input type="checkbox"/> \$65	<input type="checkbox"/> \$65	\$
One-Day Registration /Wednesday	<input type="checkbox"/> \$150	<input type="checkbox"/> \$225	<input type="checkbox"/> \$175	<input type="checkbox"/> \$250	\$
One-Day Registration /Thursday	<input type="checkbox"/> \$150	<input type="checkbox"/> \$225	<input type="checkbox"/> \$175	<input type="checkbox"/> \$250	\$
One-Day Registration /Friday	<input type="checkbox"/> \$75	<input type="checkbox"/> \$150	<input type="checkbox"/> \$100	<input type="checkbox"/> \$200	\$

Optional Event

Golf Tournament	<input type="checkbox"/> Handicap _____	<input type="checkbox"/> \$85	\$
Bowling Tournament		<input type="checkbox"/> \$20	\$
Handbook 44 Training and Testing		<input type="checkbox"/> \$70	\$
Total Amount Due			\$

4. Payment

Check enclosed. (U.S. funds only, payable to ISWM)

Credit card Visa MasterCard American Express

Credit Card Number _____

Exp. Date _____ Security Code _____

Name on Card _____

Signature _____

I authorize ISWM to charge my credit card for the amount indicated above.

Accommodations

To make your reservation call the hotel directly and indicate that you are an ISWM Conference attendee. You will receive a discounted rate for rooms held in the ISWM block through Friday, December 23, 2011.

Please reserve early as the room block may fill quickly.

Rate: \$45 Single/Double plus 12% tax.

To make reservations call: (877) 593-5993

Questions

Telephone: (301) 258-1115 **Email:** staff@iswm.org

Confirmations: All registrations received by Friday, December 23, 2011 will receive a confirmation notice by email within two weeks of receipt.

Cancellation Policy: Written cancellation notice is required and must be received in writing by Friday, December 23, 2011. A 25% service fee will be retained on all cancellations. No refunds will be given after Friday, December 23, 2011.

Special Services: The International Society of Weighing and Measurement supports the Americans with Disabilities Act, which promotes public accessibility for the disabled. 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.



Play in the 2011 Season!



Our exclusive "Get In The Game With OHAUS" dealer promotion is back for another exciting season of play!

As an authorized OHAUS dealer, each purchase of select OHAUS product gets you closer to Single, Double or Triple prizes throughout the season, leading up to the Home Run Grand Prize delivered in time for the World Series!

Thank you to all the dealers that participated in our 2010 GITGWO promotion and congratulations to all the winners! We would also like to congratulate the Grand Prize winner – Memphis Scale!

Go to www.ohausez.com for further details and keep an eye out for promotional emails from OHAUS!

www.ohausez.com

800.672.7722

Ingeniously Practical

Division News

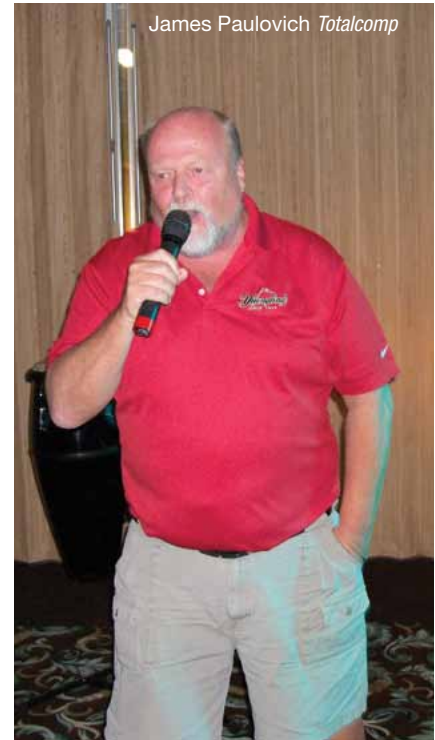
Central/Northwest Division Announces Spring Meeting

Central/Northwest ISWM division will hold its meeting on March 8-10, 2012 at the Ho-Chunk Casino in the Wisconsin Dells area. Topics included are safety, presentation by the Wisconsin Department of Agriculture, a workshop on bench scale calibration or checking, a workshop on measurement uncertainty in industrial weighing and measurement assurance. *Contact Ann Crowley, (715) 434-5466 for more information.*

Southeast Division Fall Meeting Highlights



Chris Trevey *Carlton Scale*



James Paulovich *Totalcomp*



Mike Lanza and Karl Robertson *Security Scale Service, Inc.*
Steve Dishon (center) *CAS Scales, Inc.*



Jerry Finnegan *Brecknell*, on bongos



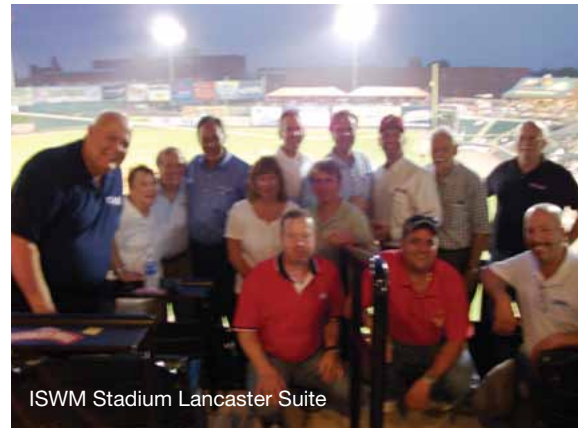
Speaker NC2

Potomac Division Fall Meeting Highlights

The Potomac Division held its Meeting at the Lancaster Barnstormer's Baseball Stadium in PA on September 9th. They had a great time and the Barnstormers won the game!



ISWM Stadium Lancaster Suite
Steve Dishon *CAS Scales*,
Rob Woodward *Pennsylvania Scale Co.*,
John Hughes *Rice Lake Weighing*



ISWM Stadium Lancaster Suite

Jay Garber *Garber Metrology*, Bill Neff *Bitterman Scales*, Rudy Kolaci *Totalcomp*, Tom Bender



ISWM Stadium Lancaster Suite
Rob Woodward *Pennsylvania Scale Co.*,
Dean Ely

RETAIL WEIGHING SOLUTION™

SW-1W Washdown Portion Control Scale

The new SW-1W Washdown Portion Control Scale is available in 10, 20, & 50 lb capacities. This legal for trade scale is protected up to IP 66 standards. For complete specifications, visit www.cas-usa.com.

CAS www.cas-usa.com
(800) 223-4227

Manufacturer of Commercial & Industrial Scales

Company News

Coti Global Sensors Harvest, AL USA

Coti Global Sensors Introduces Seven New Products



Coti Global Sensors expands its product line to include seven new products. These products are in stock and available for purchase.

Joining the Single Point load cell line are the CG-SPL, CG-SPLM, and CG-60610. The CG-SPL and CG-SPLM are designed for use in light weight bench and counting scales. The design allows for direct mounting which eliminates the need for pivot, bearings and fixtures. The CG-60610 is designed for high speed check weighing. It includes an overload/underload stop.

The CG-BE40M and CG-5223M are new to the Truck Mount lineup. Both are used in heavy capacity applications. There are no check rods to install and they are completely self-centering.

The CG-HMT joins the Single-Ended Beam load cell line. It is best used in light to medium weighing. It is very resistant to eccentric loads and has a low profile design.

The last of our new products is the CG-26S7. This canister cell is NTEP approved. It is designed for heavy capacity weighing and the rocker column design provides reliable performance.

For more information about these products, contact Amy Allen, Mike Bisanti, or Donnie Hawkins at Coti Global Sensors, 866.762.2684 or visit www.cotiglobal.com.

Kilotech, Inc.
Lachine, Quebec
Canada

KRS3000 from Kilotech—High End Features—Economical Price. Our Top of the Line Network Price Computing / Label Printing Scale

The KRS 3000 was designed with the retail professional in mind. It is economical, durable, user-friendly and incorporates all the essential features of the high end network price computing scales/ bar code & label printing scales.

This retail scale is as intuitive to set up as it is to use, simplifying both management and employees

tasks. A centralized management communication hub allows you to set up or make changes to your scale(s) to ensure consistency amongst up to a maximum of 32 terminals as well as centrally collect data for reporting. The built in TCP/IP, USB ports and wireless options speeds up the process.

Customized reporting features provide you with all the information you require to make your business decisions. Time saving features such as 126 Speed keys and quick and easy loading of receipt or label, make this scale extremely operator friendly.

Today's savvy customers want information at their fingertips for their purchasing choices. Labels are available in a variety of styles, sizes and printed information: bar codes, ingredients, weight, dates, nutritional facts, discounts, logos and more. The LED dual display allows for easy viewing for both the operator and the customer providing product and pricing information.

Take advantage of over 30 years of product development. Kilotech is known for its superior service and product reliability. We continuously receive high praise for our customer service and our first rate technical experience and support. Our Sales reps are information providers as we do not sell direct. We are there to assist our distributors with our product and application knowledge.

Contact us for more details either at Kilotech@kilotech.com, call us at 1 (877) 328-5988 (USA) or 1 (800) 694-4445 (Canada) or visit our website at www.kilotech.com

Measurement Systems International (MSI)
Seattle, WA USA

A New Generation of Industrial Electronic Crane Scales with Enhanced Electronics is now available from Measurement Systems International (MSI)



Measurement Systems International (MSI) announces a new generation “MSI-3460 Challenger 3” Digital Crane Scale with an enhanced electronics package and larger display readout, complementing their line of crane scales and other weighing products.

“The MSI Challenger series was first introduced to the industrial marketplace in 1985 and has since become a world-renown standard for digital crane scales,” according to MSI National Sales Manager, Tim Carroll. Now in its third generation, the Challenger 3 crane scale incorporates a newly developed and highly integrated MSI “ScaleCore” measurement module. The integrated ScaleCore electronics provide the latest instrumentation technology, enhancing the product’s operating feature set and continuing the product’s life cycle through another decade. Challenger 3 is easily

recognizable by its predecessor’s original signature packaging with NEMA 4/ IP65 integrity and low application headroom loss.

The Challenger 3 features a larger (1.5 inch / 38 mm) LED display for user-friendly interface and extended viewing distance. Through improved 24 bit A/D processing power and lower energy consumption, continuous product operating time is extended to over 100 plus hours with a single 6-volt rechargeable battery. An inclusive rapid charge universal (115/230 VAC) battery charger minimizes battery-charging time in less than 3 hours.

The Challenger 3 maintains precision 0.1% loading accuracy across an available capacity range of 250 to 15,000 lb (125 to 7500 kg). Both simple and advanced crane weighing applications are supported through standard programmable controls including Net/Gross, Tare, Auto-Off, Peak Hold, Set Points and Load Totalizing. Available options also provide application versatility where RF remote and/or audible alarms on set point activation. Challenger 3 is manufactured in the USA and in strict compliance with National Safety Standards ensuring 200% safe and 500% ultimate loading ratings.

For over three decades, MSI has pioneered the design and manufacture of industrial weighing and force measurement equipment for material weighing and handling applications. Products include: wireless network weighing systems, crane scales, tension dynamometers, digital weight indicators, lift truck scales, portable vehicle scales, over/under bench and packaging scales, and application specific weighing and handling systems. MSI products are sold and serviced by factory trained worldwide distribution network.

Visit the MSI web site at www.msiscales.com or contact the company

direct at info@msiscales.com, (206) 433-0199 or 800-874-4320 (U.S. and Canada only) for further information on product specifications and capabilities for your specific weighing and tension measuring solutions.

New Digital Tension Load Dynamometer from Measurement Systems International



Measurement Systems International (MSI) announces release of new generation MSI-7300 “Dyna-Link 2” digital tension load dynamometer.

According to MSI National Sales Manager, Tim Carroll, “The Dyna-Link series digital dynamometer was first introduced to the industrial marketplace in 1992 and since become a world-renown standard tool for tension load monitoring. Now in its second generation, the MSI-7300 Dyna-Link 2 incorporates a newly developed and highly integrated MSI ‘ScaleCore’ measurement module. The integrated ScaleCore provides the latest in instrumentation technology enhancing the product’s operating feature set and continuing the product’s life cycle throughout another decade”.

The new Dyna-Link 2 employing MSI's ScaleCore technology provides 24-bit A/D conversion and precision 0.1% accuracy with standard 2500 or optional 5000 division resolution. More efficient processing power allows extended continuous operating time to over 200 hours from two alkaline flashlight batteries. A large 5 digit 1.22 inch (31mm) Liquid Crystal Display provides a user-friendlier readout and greater viewing range.

A host of standard programmable application features include; unit selection for displaying in lb, kg, KN, tons and metric tons. Programmable control for two Set Points and a Peak Hold feature provide control and versatility for nearly all tension load-monitoring applications. Product options and accessories include audible set point alarm and portable transport cases.

Dyna-Link 2 features a new packaging design and material

specifications providing a lighter and more portable tension-monitoring tool with an additionally enhanced environmental rating to NEMA 4/ IP 65. The Dyna-Link load sensor is machined from 2024 aircraft quality aluminum and finished with corrosion resistant anodizing across a standard capacity range of 1000 lb (500kg) through 100,000 lb (50,000kg). All capacities maintain a safe overload rating of 200% and ultimate rating of 500%. Optional higher capacity units are also available on request. Each capacity Dyna-Link is designed to interface with industry standard Crosby shackles for easy field rigging.

For over three decades, MSI has pioneered the design and manufacture of industrial weighing and force measurement equipment for material weighing and handling applications. Products include: wireless network weighing systems, crane scales, tension dynamometers, digital weight

indicators, lift truck scales, portable vehicle scales, over/under bench and packaging scales and application specific weighing and handling systems. MSI products are sold and serviced by factory trained worldwide distribution network.

The company manufactures products for virtually every industry; including utility, aerospace, energy, agriculture, aluminum, forestry, manufacturing, marine, material handling, metals, mining, nuclear, petrochemical, rigging, test and measurement.

Measurement Systems International (MSI) is a manufacturer of industrial weighing and force measurement equipment for material weighing and handling applications. Visit the MSI web site at www.msiscales.com or contact the company at (206) 433-0199 for further information on product capabilities for your specific weighing and tension product solutions.

Coti Global Sensors MANUFACTURING

Web: www.CotiGlobal.com | Email: sales@cotiglobal.com | Toll Free: 866-762-2684



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Simplified.
Better.

www.cotiglobal.com



VCAAP



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9001:2008
QMS

Load Cells | Canisters | Double Ended Beams | Single Ended Beams | Single Point Platform | Floor Scales
UBC Seismic Approved Tank Mount Assemblies | Tension Mount Assemblies | Summing Cards | Junction Boxes

Rice Lake Weighing Systems

Rice Lake, WI USA

In a continuing effort to grow market share in their core markets, Rice Lake Weighing Systems announces their purchase of the weighing division of NORAC Systems International, Inc., a Canadian-based manufacturer of weighing equipment for the agricultural industry.



With this acquisition, Rice Lake takes ownership of NORAC's weight-related products including its patented livestock scales, legal-for-trade on-board vehicle systems, truck scales and more, and assumes all manufacturing, distribution and service oversight. "NORAC's products have a solid reputation and will be a nice complement to our current offering," says Rice Lake vice president, Mark Johnson, Jr.

NORAC Systems International, in business since 1974, has amassed an impressive lineup of quality scale products which they currently distribute worldwide. According to NORAC President, Bill Strelhoff, "This was a strategic decision that will enable NORAC to dedicate more resources to managing

the considerable growth of our control systems business."

This acquisition tops an expanding list of recent tactical developments for Rice Lake Weighing Systems, including the expansion of manufacturing to Nevada, the opening of a European service and distribution center, and a joint venture within India. Mark explains, "In order to continue to grow as a business, we want to invest in opportunities and technologies that fit the needs of our customers. Bringing on

NORAC's weighing division is going to be an important part of achieving our goals as a company."

For counting pieces large and small, Counterpart® weighs them all

More than a weight indicator and more than a counting scale, Counterpart from Rice Lake stands alone as a configurable counting indicator,



able to convert almost any scale base into an intelligent piece-counting device—for parts of every shape and size. Unlike traditional counting scales, Counterpart uses Rice Lake's simple configuration method to adjust to the parameters and resolution of any attached scale base, whether a

floor scale, bench scale, or laboratory balance. Counterpart also connects with most bar code scanners, label printers, and inventory management software, making it quite possibly the most versatile piece of equipment in any inventory setting. Rice Lake's new configurable counting indicator does away with equipment learning curve. Users simply follow the keys left to right zero, tare, and sample. View weight, piece weight, description and quantity all at the same time. And a ten-piece default sample is all that Counterpart ever requires. While Counterpart was designed for operator simplicity, it also provides the high-end features necessary for better inventory control and record keeping. Onboard Ethernet allows for connection to a PC where WeighVault® software for Counterpart can take your data storage and reporting capabilities to new heights. Counterpart can be purchased separately for operating one or more scale bases, or as part of a complete scale base and indicator package. For more information, visit www.ricelake.com/counterpartCP or

call (800) 472-6703.

Rice Lake purchases Nevada facility for heavy-capacity expansion

Rice Lake Weighing Systems announces the purchase of a 29,700 square foot manufacturing facility in Fernley, Nevada, where the company plans to

expand truck-scale manufacturing and improve service to its western heavy-capacity customers. This is optimistic news, not only for the state of Nevada, but also for the Wisconsin-based scale manufacturer, who hasn't seen one layoff in its entire 65 year history. Rice Lake firmly believes



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Totalcomp, Inc.
Scales & Components

the weigh you want... *today!*

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Web site: www.totalcomp.com

E-mail: sales@totalcomp.com

that their experienced workforce and an overall commitment to keeping Americans at Work® are key factors in their success. This expansion will create at least 25 new jobs upon opening in November, primarily for welders, painters and other skilled positions, with the potential for additional growth and hiring in the future. Individuals seeking employment opportunities should email fernleyjobs@ricelake.com.

Rice Lake began manufacturing truck scales from its Wisconsin headquarters in 1997, delivering the SURVIVOR® brand throughout North America. In 2005 Rice Lake expanded heavy-capacity manufacturing to include Jasper, Alabama, which better served their southern and eastern sales territories, and allowed for increased production overall. Since that time, demand for the SURVIVOR brand has increased exponentially. Known as “The Toughest Truck Scales on Earth™”, SURVIVOR scales are now the number one selling truck-scale brand in North America.

“We are very conscious about maintaining our standards for delivery and customer service, and it’s become necessary to once again increase our manufacturing capacity,” explains Mark Johnson Jr., Vice President of Rice Lake Weighing Systems. “We wanted this new location to be more central to our customers in the west. The Northern Nevada Development Authority (NND) ultimately helped us decide on Nevada, where we’re very

excited about the business climate and future expansion possibilities.”

Nevada officials are pleased to welcome Rice Lake Weighing Systems to the Lyon County area as well. Nevada Governor, Brian Sandoval, congratulates all parties on a job well done. “I have made it a priority to create a warm and friendly business environment that provides opportunities for businesses,” he says.

The Fernley facility, just 25 minutes east of Reno, offers direct access to Interstate 80 and main rail lines, an especially attractive feature in transporting heavy-capacity products. Mark Johnson Jr. adds, “I’m very pleased that we so quickly found an existing facility that works for us. It’s a great location and also happens to be very well equipped for our



specific manufacturing needs. Many thanks to the state of Nevada and its officials. They’ve been very helpful and welcoming throughout this entire process.”

Rice Lake Weighing Systems is a family-owned, ISO 9001 certified corporation based in the United States. Headquarters, metrology laboratory and main manufacturing plant are located in Rice Lake, Wisconsin with support facilities throughout the world including North America, South America, India and the Netherlands. ♦

Honor Your Colleagues with an ISWM Award

Every two years the ISWM honors the best of the best in this industry with a series of awards. But we can only give out the awards if YOU nominate people! Nominations for most of the awards come from the Divisions, so make sure you include this in your Division business as 2011 comes to a close. Most nominations need to be made by the end of December. So who in your Division would be worthy of...

Mark Pickell Award—to recognize and honor that member whose outstanding activities and efforts during the proceeding years has contributed greatly to strengthen the effectiveness, benefits, and growth of his/her local Division of ISWM.

Lady of the Year Award—to encourage participation in the society on the part of women in the weighing industry and wives of members and to recognize their valuable contributions to the Society and the industry.

Thomas “Mic” Hendrick Award—to recognize an individual for his/her discovery or successful application of a principle or concept which has benefited the weighing industry.

Miles Fishman Memorial Award—to recognize an outstanding young person in the Weighing industry who most represents the continuation of the high standards set by Miles Fishman.

The Earl Curl Award—recognizing the most outstanding division of ISWM.

Woody Wooldand Memorial Award—to honor a person who, by his/her own efforts and services, has contributed in an outstanding manner in the scale and weighing industry.

Details on all the awards and their nomination procedures are available on the ISWM website, www.iswm.org.

Rapp/Mantes Education Fund Scholarships

The Rapp/Mantes Education Fund awards scholarships to members of the scale industry, their children and grandchildren. The Education Fund is named in honor of Mack Rapp and Ted Mantes, long standing leaders in the scale industry and the primary source of these funds. The number of scholarships awarded and the value of each will vary each year depending on the funds available.

Application forms for the 2012/2013 academic years will be available on January 1, 2012. The due date for completed application forms will be June 1, 2012.

This year the Committee met by conference call. It is extremely rewarding to review each application, as it aids in an assurance that there is a bright future for all of us. This year, scholarships of \$500.00 each were awarded to:

Garrett Cox, *Missouri Southern State University*
Eli Garrett Hicks, *Missouri Southern State University*
Daniel Kendra Jr., *Cornell University*
Abby Mizner Spatz, *Cornell University*

It is the wish of the Committee that each of the applicants continue their education and apply again next year, and that more in our profession encourage their sons, daughters, grandsons, and granddaughters to apply. Make a request for an application form early and one will be mailed on or about January 1, 2012.

Send the request to:

Rapp/Mantes Education Fund
c/o Ohio State Scale
3240 Leesville Way
Dublin, Ohio 43017
Telephone: (614) 459-5152
Fax: (614) 889-0378

Membership Application

Corporate Membership

- Dealer/Distributor.....\$285
 Manufacturer.....\$500

Please select your corporate membership categories.

The first 5 are free. Each additional is \$5.

- | | | | |
|--|---|--|---|
| <input type="checkbox"/> A/D Converters | <input type="checkbox"/> Digital Indicator Repairs | <input type="checkbox"/> Motor Truck – Pit | <input type="checkbox"/> Simulators, Transducers |
| <input type="checkbox"/> Airport Weigh Systems | <input type="checkbox"/> Displays, Electronic Remote | <input type="checkbox"/> Motor Truck – Pitless | <input type="checkbox"/> Software |
| <input type="checkbox"/> Animal | <input type="checkbox"/> Drum Filling | <input type="checkbox"/> Net Weighers | <input type="checkbox"/> Spring Dial |
| <input type="checkbox"/> Bagging | <input type="checkbox"/> Dynamometers | <input type="checkbox"/> Network Data Collection | <input type="checkbox"/> Strain GAuges |
| <input type="checkbox"/> Bar Code Scanners | <input type="checkbox"/> Electronic Weigh Systems | <input type="checkbox"/> OEM | <input type="checkbox"/> Summing Cards |
| <input type="checkbox"/> Bar Code Systems for Scanners | <input type="checkbox"/> Explosion Protection | <input type="checkbox"/> Onboard Weighing | <input type="checkbox"/> Tank Weighing |
| <input type="checkbox"/> Batching | <input type="checkbox"/> Force Gauges | <input type="checkbox"/> Over/Under | <input type="checkbox"/> Tensionmeters |
| <input type="checkbox"/> Batching Control Systems | <input type="checkbox"/> Fork Lift | <input type="checkbox"/> Packing Machine Scales | <input type="checkbox"/> Test Weight Transport |
| <input type="checkbox"/> Bathroom | <input type="checkbox"/> Hopper | <input type="checkbox"/> Pallet Truck Scales | <input type="checkbox"/> Test Weights |
| <input type="checkbox"/> Bench Electronic | <input type="checkbox"/> Hospital | <input type="checkbox"/> Platform – Electronic | <input type="checkbox"/> Testing Vehicles |
| <input type="checkbox"/> Bench Mechanical | <input type="checkbox"/> Household | <input type="checkbox"/> Platform – Mechanical | <input type="checkbox"/> Toploading Balances |
| <input type="checkbox"/> Bulk Weighing Systems | <input type="checkbox"/> Industrial Beam | <input type="checkbox"/> Portable Battery Operated Electronic Scales | <input type="checkbox"/> Torque Measuring Transducers |
| <input type="checkbox"/> Calibration Systems | <input type="checkbox"/> Interfacing | <input type="checkbox"/> Precision Balances | <input type="checkbox"/> Transient Suppressors |
| <input type="checkbox"/> Checkweighers | <input type="checkbox"/> Intrinsic Safety | <input type="checkbox"/> Precision Weights | <input type="checkbox"/> Uninterruptible Power Supplies |
| <input type="checkbox"/> Computer Weighing Systems | <input type="checkbox"/> Inventory Control Software | <input type="checkbox"/> Printers | <input type="checkbox"/> Upc Bar Code Printing Systems |
| <input type="checkbox"/> Conveyor | <input type="checkbox"/> Junction Boxes | <input type="checkbox"/> Printing – Weigh Tickets | <input type="checkbox"/> Vehicle Mounted |
| <input type="checkbox"/> Conveyor Belt | <input type="checkbox"/> Labels For Printers | <input type="checkbox"/> Radio Frequency Data Collection | <input type="checkbox"/> Voltage Regulators |
| <input type="checkbox"/> Counting Electronic | <input type="checkbox"/> Laboratory Balances | <input type="checkbox"/> Radio Frequency Identification Systems | <input type="checkbox"/> Weigh Fillers |
| <input type="checkbox"/> Crane Load Indicators | <input type="checkbox"/> Load Cell Insulators | <input type="checkbox"/> Railroad Scale Calibration Testing Services | <input type="checkbox"/> Weigh/Price/Labeling Cas Usa Corp. |
| <input type="checkbox"/> Crane Scale | <input type="checkbox"/> Load Cell Repairs | <input type="checkbox"/> Railroad Track | <input type="checkbox"/> Weighbeams |
| <input type="checkbox"/> Cubing (Measuring) & Weighing Systems | <input type="checkbox"/> Load Cells | <input type="checkbox"/> Replacement Parts | <input type="checkbox"/> Weighfeeders |
| <input type="checkbox"/> Custom Designed | <input type="checkbox"/> Mailing Systems (Postal & Ups) | <input type="checkbox"/> Retail Computing | <input type="checkbox"/> Weigh-In-Motion |
| <input type="checkbox"/> D/A Converters | <input type="checkbox"/> Mass Standards | <input type="checkbox"/> Retail Non-Computing | <input type="checkbox"/> Weigh Calibration Services |
| <input type="checkbox"/> Data Capture Systems | <input type="checkbox"/> Medical | <input type="checkbox"/> Ribbons, Inked | <input type="checkbox"/> Weight Tickets |
| <input type="checkbox"/> Data Recording Systems | <input type="checkbox"/> Monorail | <input type="checkbox"/> Signal Converters | <input type="checkbox"/> Weightmeters |
| <input type="checkbox"/> Dial Indicators | <input type="checkbox"/> Motor Truck – Axle Load | | <input type="checkbox"/> Wheel Load Weighers |
| <input type="checkbox"/> Digital Display Meters | <input type="checkbox"/> Motor Truck – Low Profile | | |

Non-Corporate Membership

- Independent.....\$130
 Government.....\$52

New Member Information

Company Name _____

Address _____

City _____ State _____ Zip _____

Country _____

Work Phone _____ Fax _____

Primary Contact Name _____ Title _____

Primary Contact Email _____

Website _____

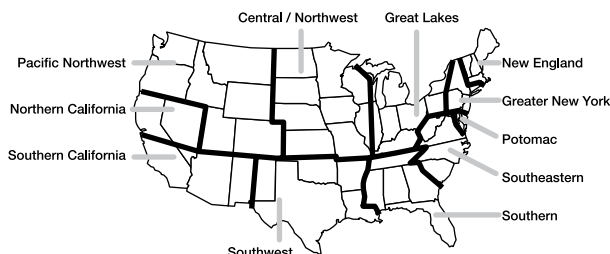
Additional Individuals (\$52 each)

Corporate member may add additional employees (or retired employee) to their membership for \$52 per person per year. Please attach separate sheets with name, title, email, and division selection for each addition.

Divisions

Each member should select one primary division at no charge. Membership in additional divisions is \$15 per division

	Primary Division	Additional Division
Central/Northwest (CE/NW)	<input type="checkbox"/>	<input type="checkbox"/>
Great Lakes (GRLAK)	<input type="checkbox"/>	<input type="checkbox"/>
Greater New York (GRNY)	<input type="checkbox"/>	<input type="checkbox"/>
International (INTL)	<input type="checkbox"/>	<input type="checkbox"/>
Manufacturer (MFR)	<input type="checkbox"/>	<input type="checkbox"/>
New England (NE)	<input type="checkbox"/>	<input type="checkbox"/>
Northern California (NOCA)	<input type="checkbox"/>	<input type="checkbox"/>
Pacific Northwest (PANW)	<input type="checkbox"/>	<input type="checkbox"/>
Potomac (POTOM)	<input type="checkbox"/>	<input type="checkbox"/>
Southeastern (SE)	<input type="checkbox"/>	<input type="checkbox"/>
Southern (SO)	<input type="checkbox"/>	<input type="checkbox"/>
Southern California (SOCA)	<input type="checkbox"/>	<input type="checkbox"/>
Southwest (SW)	<input type="checkbox"/>	<input type="checkbox"/>
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 Fax (301) 990-9771 Web www.iswm.org

Welcome New Members

Ron Adams

Manufacturing
Avery Weigh-Tronix
9521 Flintridge Way
Orangevale, CA 95662
(919) 203-6550
radams@awtxglobal.com

Dave Arnold

Dealer Distributor
Advanced Weighing Systems, Inc.
1433 W Fullerton Street Unit G
Addison, IL 60101
(630) 916-6179
avanti63@sbcglobal.net

Oscar Balderas

Manufacturing
Avery Weigh-Tronix
717 SW Babbitt Drive
Port St. Lucie, FL 34953
(352) 346-3525
obalderas@awtxglobal.com

Karol Barwicki

Manufacturing
RADWAG USA, LLC
19599 NE 10th Avenue. #E-F
North Miami Beach, FL 33179
(305) 651-3522
sales@radwagusa.com

Rodger Beck

Dealer Distributor
Bastrop Scale Co., Inc.
PO Box 2100
Bastrop, TX 78602
(512) 321-3443
sales@bastropyscale.com

Larry Behrens

Manufacturing
Avery Weigh-Tronix
1000 Armstrong Drive
Fairmont, MN 56031
(507) 238-4461
lbehrens@awtxglobal.com

Bret Burroughs

Dealer Distributor
Phillips Scales
PO Box 231713
Anchorage, AK 99523
(907) 770-1850

Chris Burt

Manufacturing
Avery Weigh-Tronix
1000 Armstrong Dr.
Fairmont, MN 56031
(507) 238-4461
cburt@awtxglobal.com

Jeff Clements

Dealer Distributor
Phillips Scales
PO Box 231713
Anchorage, AK 99523
(907) 770-1850

Michael Dailey

Dealer Distributor
Keystone Scale, Inc.
1847 Liberty Drive
Williamsport, PA 17701
(570) 494-0357
keystonescale-mdaily@comcast.net

Brian Darilek

Dealer Distributor
Bastrop Scale Co., Inc.
PO Box 2100
Bastrop, TX 78602
(512) 321-3443
service@bastropyscale.com

Penny Dekan

Manufacturing
Avery Weigh-Tronix
409 East 7th Street
Crooks, SD 57020
(605) 759-1029
pdekanawtxglobal.com

Timothy Donahue

Independent
Measurement Specialists
3411 Hwy. 53
Huntsville, AL 35806
(256) 922-9992
tim.donahue@measurespec.com

Jerry Finnegan

Manufacturing
Avery Weigh-Tronix
112 Moorcroft Way
Greer, SC 29650
(864) 275-4697
jfinnegan@awtxglobal.com

Art Guest

Dealer Distributor
Advanced Weighing Systems, Inc.
PO Box 1951
Lombard, IL 60148
(630) 916-6179
art.guest@sbcglobal.net

David Hall

Dealer Distributor
Northeast Scale Co., Inc.
88 Priscilla Lane
Auburn, NH 03032
(603) 622-0080
dhall@northeastyscale.com

Matt Hall

Dealer Distributor
Northeast Scale Co., Inc.
88 Priscilla Lane
Auburn, NH 03032
(603) 622-0080
mhall@northeastyscale.com

Jim Heaphy

Manufacturing
Avery Weigh-Tronix
13324 Farmington Road
Livonia, MI 48150
(313) 253-1300
jheaphy@awtxglobal.com

Brian Kirby

Dealer Distributor
Phillips Scales
PO Box 231713
Anchorage, AK 99523
(907) 770-1850

Mike LeRaeu

Manufacturing
Avery Weigh-Tronix
409 East 7th Street
Crooks, SD 57020
(815) 922-8734
mlraeu@awtxglobal.com

Tony Lewis

Dealer Distributor
Northeast Scale Co., Inc.
88 Priscilla Lane
Auburn, NH 03032
(603) 622-0080
tlewis@northeastyscale.com

Scott March

Manufacturing
Avery Weigh-Tronix
13324 Farmington Road
Livonia, MI 48150
(248) 760-2467
smarch@awtxglobal.com

Jason Moorman

Dealer Distributor
Phillips Scales
PO Box 231713
Anchorage, AK 99523
(907) 770-1850

Allissea Pan

Manufacturing
Accuweigh
7442 Braidburn Avenue
Newark, CA 94560
(408) 891-9610
accuweigh100@gmail.com

Mark Ruefenacht

Dealer Distributor
Heusser Newweigh
1400 Willow Pass Court
Concord, CA 94520
(925) 798-8900
info@newweigh.com

Ron Teper

Manufacturing
Avery Weigh-Tronix
13324 Farmington Road
Livonia, MI 48150
(313) 253-1313
rteper@awtxglobal.com

Nicholas Turner

Dealer Distributor
Phillips Scales
PO Box 231713
Anchorage, AK 99523
(907) 770-1850

Darren Waplington

Manufacturing
Avery Weigh-Tronix
Foundry Lane
Smethwick, West Midlands B66 2LP
United Kingdom
44-870-90-34-34-3
dwaplington@awtxglobal.com

Travis Will

Independent
Capital Scale
P.O. Box 2021
Bismarck, ND 58502
(701) 255-1556
travis.capscale@midconetwork.com



ISWM

INTERNATIONAL SOCIETY OF WEIGHING & MEASUREMENT

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