

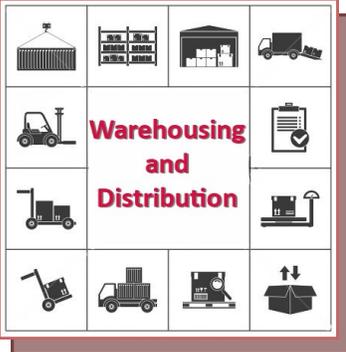


# The American Weigh

American Scale Corporation

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## Warehousing and Distribution

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The accurate measurement of weight plays a vital role in any operation. Weighing is now seen as more than just a 'means to an end'. Established weighing technology is embracing a diverse range of modern communication and data management technologies, benefiting both operators and customers. Although this newsletter edition is focused on the Warehousing and Distribution industry, many products highlighted can be utilized most anywhere.



Warehousing and distribution centers rely on efficient and reliable data to ensure peak performance, without compromising safety. Scales and data management systems can help ensure billing is accurate by monitoring cargo weights, tracking data and ensuring vehicles are filled to the optimum capacity. American Scale represents manufacturers whose products simplify compliance with health and safety regulations, while maintaining efficiency, controlling costs and safeguarding profitability. Regardless the application, correct weighing practices can increase revenue exponentially. Choosing the appropriate system for your facility and operation is the key and American Scale is here to assist.

Across the network, the collection of weight data is carried out via equipment including: weighbridges, in-motion weighing systems, floor and bench scales, pallet scales, belt weighers, crane scales, forklift scales and bulk weighers. Modern weighing instrumentation is designed for optimum connectivity, based on a range of protocols. Suppliers have also taken advantage of the advances in other peripheral technologies such as Wifi interfaces, smart card (RFID) technology, and the world-wide-web. Versatile weighing software packages provide the ability to integrate seamlessly with management systems.

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## GET TO KNOW US...

It's always nice to know a little about the people with whom you do business. To help everyone know just who we are, we will introduce and profile a staff member in each newsletter.

**Todd McCoy**  
*Purchasing/Customer Service*

**Birthplace:**  
*Louisville, KY*

**Currently:**  
*Louisville, KY*

**Education:**  
*Moore High School, Louisville, KY*

**Family:**  
*Todd and his wife, Ruth, have three adult sons; Matthew 27, Michael 24 and Trevor 22*



**When did you become involved with American Scale?** In May 2012, the trucking company for which I was the Operations Manager, closed after 16 years. Danny Coyle offered me a position with his company in purchasing, and here I am.

**What do you like most about your job?** I enjoy the interaction with our vendors, customers, and my co-workers.

**What do you do when you're not working?** Spend time with and cooking for my family and friends; Church; and working on cars with my sons.

**What are some of the other jobs you have had throughout your career?** Owner of local delivery trucks; drove over-the-road trucks; and I was a dispatch and operations manager for two different trucking companies.

**What do you find most challenging about your position?** Keeping up with customer requests.

**If you could visit anywhere in the world, all expenses paid, where would it be and why?** The Holy Land. For the experience. To walk in the places Jesus walked, to see the remains of the early churches and to reflect upon the history of my faith.

**If you could live in any other time, when might that be and why?** Life can only be lived once. I strive to live my life with no regrets, making the most of the time I am given here. Mostly, I embrace the promise that my time on this earth is temporary, but through the Lord Jesus, I have the promise of eternity in heaven with God.

**If you could have dinner with anyone in history (alive or dead), who would that be and why?** Adam. Why????? With all that the Lord gave Adam in the Garden of Eden, why did he feel he had to taste the fruit from the only tree God said was forbidden? God gave him everything he would ever need or want—what made forbidden knowledge so desirable to him?

**In summary, what makes you feel best about your future?** I know who holds it, God.

*"Even to your old age I am He,  
and to gray hairs I will carry you,  
I have made, and I will bear;  
I will carry and will save you."*

*Isaiah 46:4*

# Warehousing & Distribution—Guide to the Puzzle Pieces



**Legal-for-trade (LFT) weighing systems** can prove to be invaluable in the logistics industry where goods are bought and/or sold by weight. The benefits of an LFT system go beyond legality and provide reliable, repeatable weighing that ensures customer satisfaction, precise billing, and accurate inventory records.

**Vehicle scale systems**, including truck scales, weighbridges and axle scales, help ensure that trucks are loaded to the ideal weight and conform to stringent legal maximum-weight regulations. With the high cost of fuel, bulk carriers must balance the need for optimal loading with safety concerns. Accurate weighing helps avoid costly fines as well as premature vehicle wear due to excessive loading.

**Floor and Platform scales** are capable of weighing goods with very high accuracy and can be placed at a central location within a warehouse. Operators can wheel lighter loads onto the scale for weighing or, for heavier loads, operators can drive forklifts carrying bundled or palletized product directly onto the scale.

**Digital Weight indicators** collect, store and communicate weight data. More advanced indicators use wireless communications to transmit data to back office systems, improving information and control. Additionally, these indicators can be linked to printers, barcode scanners, computers and other peripherals for integration into existing networks.

**Counting scales** efficiently and accurately count a high volume of identical parts for better inventory control. These scales minimize operator error when hand counting.

**Forklift scales** allow drivers to lift and weigh bundled materials on the truck. This expedites operations by enabling drivers to take product directly to storage upon delivery, which results in real-time data capture and time savings. In-cab instruments such as bar code scanners allow operators to instantly capture data and transmit it wirelessly to computer systems.

**Bench, Shipping and Checkweighing scales** are suited to weighing smaller items. These are available in a wide range of sizes, capacities and finishes and have a smaller footprint to maximize workspace. Postal and parcel scales provide the ability to correctly charge by weight, capture data and integrate with existing systems.

**Dimensional weighing** has recently become the standard for shipping. This type of weighing is more time consuming than conventional weighing on a postal/shipping scale, but new technologies have been introduced that calculate the dimensions and weight of a package and transmit it to existing shipping systems.

**Software** innovations help facilitate efficient documentation and management of key weight, product and scale data. Whether you require a simple data capture package or an integrated management system monitoring operations in real-time, American Scale will work with you to provide a solution to suit your specific needs.

**Service, Calibration and Scale Maintenance** are just as important as anything else. Just as your car needs period maintenance, so do your scales. American Scale is committed to providing high quality service support for all types of weighing equipment. We will install and maintain your equipment with regular calibration, servicing and repair.



In conclusion, the correct selection and ongoing maintenance of vital weighing equipment is essential. Cutting corners may initially seem attractive financially, but costs associated with ongoing poor reliability and performance, soon outweigh apparent initial savings. American Scale's main focus is on the growth and well-being of all our customers. Our knowledgeable

technicians and programmers conveniently provide one source for reliable scale repair and calibration on all your weighing equipment. In other words, **we can put the puzzle pieces together** to work efficiently for your particular application.

## The Future of Shipping is Here!



### Introducing the **iDimension 100** 3D Imaging System from Rice Lake Weighing Systems

- The fastest solution for calculating NTEP Certified dimensions of boxes, flats, polybags, tubes and other irregular-shaped packages.
- Designed to ensure freight compliance and deter revenue-loss from miscalculated dimensions in shipping environments.
- Directly attached operator display and no PC interface required.
- Speed and accuracy—in an industry leading 0.2 seconds, NTEP Certified dimensions are calculated within 0.2 inches of accuracy.
- Advanced Data Management—as a network device, take advantage of the simple, open-web service API to interface to third-party software and programs.
- Compatible with several third-party shipping and warehouse management software systems.

Contact [sales@american-scale.com](mailto:sales@american-scale.com) for more information and pricing.

## Intercomp Low Speed Weigh-In-Motion alternative to full size vehicle scale

The LS-WIM uses hermetically sealed, shear beam load cells which are certified for accuracy and performance by US and European government metrology authorities. Provides greater precision for applications which include check-weighing and monitoring compliance or charging by weight. Dynamic accuracy of 1-2% at speeds up to 6 mph. NTEP Certified Class III L, Legal-for-Trade in Static Mode. Installation and maintenance is less expensive than standard truck scales. For more information, please contact [sales@american-scale.com](mailto:sales@american-scale.com) or call 800.928.5005.

