



The American Weigh

American Scale Corporation

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In this issue:

Custom Projects	1
Staff Profile	1
River Metals Recycling	2
Domtar Paper Company	3
Kobe Aluminum Automobile Products	3
Count on our Service	3
Cert-Star	4

CUSTOM PROJECTS & SYSTEMS DEVELOPMENT

A trusted and reliable industrial weighing equipment supplier is absolutely necessary to keep your business moving. In addition to servicing the standard bench, floor and lab scales, we also sell, install and service truck and rail scales. Our service department consists of a knowledgeable and professional staff of state-certified, highly-skilled technicians trained in all areas of installation, calibration, diagnostics and repair.

You can count on American Scale to keep your weighing equipment running smoothly and efficiently. We install and service scales that weigh anything from a **“fly’s wing to a moving freight train.”** For those special applications that demand unique solutions, our staff offers expertise you can rely on. Our Systems Department designs custom applications according to your specifications. We provide assistance throughout the acquisition process, from initial evaluation to installation and maintenance.



We can help you design a system for in-motion checkweighing, tank/hopper systems, high impact platform scales, truck scales and railroad track scales. You can be confident that your application specifications will be met and/or exceeded. We also train your employees on the use of the equipment and answer any questions that may arise.

American Scale Corp

3540 Bashford Ave
Louisville KY 40218
Ph: 502.451.5040
Fax: 502.451.5535

Toll Free: 800.928.5005

2102-A Kotter Ave
Evansville IN 47715
Ph: 812.471.9037
Fax: 812.471.9361

www.american-scale.com

Designed and written by
Janet Conway
Manager, Finance & Administration

GET TO KNOW US...

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

Mark Thompson

**Operations Manager—
Louisville**

Birthplace: Louisville, KY
Currently: Louisville, KY

Education:
Butler High School, Louisville, KY
Cleveland Institute of Electronics, Cleveland, OH
Numerous programing, repair and sales trainings from various manufacturers.

Family:
Mark and his wife, Karen have two sons. Both are married and have blessed Mark and Karen with three grandchildren (1 boy and 2 girls).



What are some of the other jobs you have had throughout your career?

I delivered newspapers in the neighborhood as a boy. I also worked at Thelmal Lanes Bowling Alley in Louisville during high school.

How did you first become involved in the scale industry?

My parents bowled with someone who owned his own scale company and was looking for a dependable, hard-working person to whom he could teach the business. So in 1975, I became a scaleman-in-training. The rest is history.

What do you like most about your job?

In short, the people. Every day brings new challenges. No two days are alike, which keeps you on your toes.

What do you find most challenging about your position/ the industry?

Handling the ever-changing schedule—dealing with emergencies and service calls that come in everyday. Most challenging is finding enough qualified and dedicated technicians.

If you weren’t selling/servicing scales, what would you be doing instead?

I have not idea—This is all I have done for the last 39 years.

*“We are what we repeatedly do.
Excellence then, is not a single act,
but a habit.” Aristotle*

Avery Weigh-Tronix Weighline Rail Scale Helps River Metals Recycling Control Overload Fines

The scrap metal industry relies heavily on accurate weighing to determine material pricing and transportation weights. **River Metals Recycling**, the largest scrap metal recycler in Kentucky, teamed with **General Electric** Appliance Park in Louisville KY, to recycle their scrap metal. Rail cars are filled with scrap and transported to River Metals' recycling facility. Each rail car was being filled to capacity to maximize usage of each car. By doing so, RMR substantially increased the weight of the rail cars and was penalized with overload fines from the railroad. These fees cut into their bottom line, so they contacted American Scale for suggestions. An **Avery Weigh-Tronix Weighline Rail Scale** was the perfect solution for this situation.



The Two Draft system, which uses four Weighline sections, weighs the truck (axle) on one end of the car and then the other. An **Avery Weigh-Tronix ZM201 indicator** installed trackside sends an RF signal to an **Avery Weigh-Tronix I310 indicator** at the scale house. Using **American Scale customized programming**, the I310 indicator prompts the operator through a sequence of questions to combine the weight of each rail car axle, the type of scrap, date and time to assure all information is gathered correctly.



and time to assure all information is gathered correctly. **ticket printer**.



An accurate shipping ticket is provided by the networked **TM-295**

An **Avery Weigh-Tronix Remote XR Display** with 6" super bright LED lights provides clear, comfortable viewing of scale information for the conductor. This system is a win-win for all concerned, including the environment.



American Scale services a broad range of products for weighing and measuring.

Below is a summary of the types of equipment American Scale is capable of servicing.

- Agriculture Scales
- Analytical Balances
- Bench Scales
- Checkweighers
- Counting Scales
- Crane Scales
- Conveyor Scales
- Dynamometers
- Explosion Proof Scales
- Floor Scales
- Food Scales
- Force Gages
- Forklift Scales
- Healthcare Scales
- High Precision Scales
- Hopper Scales
- Lab Balances
- Mechanical Balances
- Mechanical Scales
- Micro & Semi-Micro Balances
- Moisture Balances
- Quarry Scales
- Rail Scales
- Reactor Scales
- Shipping Scales
- Tank Scales
- Truck Scales
- Warehouse Scales
- Wash Down Scales
- Wheel Weighers

To inquire about individual equipment or schedule service **contact us** today.

GET TO KNOW US... (Continued) - Mark Thompson

When did you become involved with American Scale and how?

In 1991, Danny Coyle was looking for someone to manage and grow the service department. He contacted me and convinced me that American Scale was where I needed to be.

What do you consider the most significant changes in the industry in the past several years?

Scales used to be mechanical and just weigh product. They are now electronic and have the ability with the use of the new programmable indicators to share information and store data. A one stop shop.

What do you think will change in the scale industry over the next 5 years?

On-board weighing such forklift scales and those on trash and recycling vehicles is becoming more popular and will most definitely increase in the future. There will also be more wireless applications, which will require more IT skills in our service technicians.

What do you do when you are not working?

Golf, golf and more golf. Karen and I both enjoy the sport very much. I also love to spend time enjoying my grandchildren. I see the world quite differently when playing with them. I also follow the University of Louisville Cardinals football and basketball. Tailgating may not be the healthiest pastime, but it sure is fun.

If you could visit anywhere in the world, all expenses paid, where would it be?

There are many places in the world that I'd like to visit, but there is so much I haven't seen in the United States. I would have to say right now that Yellowstone National Park would be my first choice.

If you could live in any other time, when might that be and why?

There is no time like the present. Too many good friends and family.

If you could have dinner with a famous person from history, who would it be and why?

Leonardo diVinci. I have lots of questions to ask.

What are you most proud of?

Without a doubt, my wife, sons and their families..

In summary, what makes you feel best about your future?

I feel the future is bright. People make companies successful and American Scale has an impressive group. Our technicians have bought into our core values and are dedicated, hardworking and knowledgeable individuals who always put the customer first. I am very proud of them.



Domtar Paper Company Installs New Avery Weigh-Tronix Xtreme Duty Truck Scale

Domtar Paper Company in Hawesville KY decided it was time to replace their ageing truck scale. The Hawesville Paper Mill has an annual paper production capacity of 572,000 tons and an annual pulp production capacity of 425,000 tons. An enormous amount of paper and pulp, which needs accurate weighing before shipment.

Domtar had an 18-year-old Avery Weigh-Truck scale truck scale that was showing signs of wear and decided it was time to replace it with updated equipment to reduce repair costs and utilize new technologies available. **American Scale** recommended and they installed an **Avery Weigh-Tronix Steel-Bridge XT 70' x 11' steel deck truck scale**.



This scale is built for one-stop axle weighing by combining multiple independent scales in a common foundation. When the truck pulls onto the scale with an axle positioned on each scale, the system instantly provides axle weights, plus a certified gross weight in a single weighing. The SteelBridge XT was the best choice for their heavy traffic and axle loads. The scale is paired with an **Avery Weigh-Tronix WI-130 indicator** and **Avery Weigh-Tronix Remote XR Display** for reporting and viewing purposes.



Wondering what happened to the removed scale? It has been set aside to replace their **Toldeo mechanical pit scale**, used for general incoming traffic. The pit scale is older and more worn, and not as heavy duty as needed for their purposes.

One more way **American Scale** and **Avery Weigh-Tronix** work together with you to improve your operations.

Kobe Aluminum Improves Accuracy and Streamlines Operations with Avery Weigh-Tronix Forklift Scales



Kobe Aluminum Automotive Products, located in Bowling Green, Kentucky is a manufacturer of forged aluminum suspension products for the automobile industry. They arrived in the United States in 2005 and are continually seeking ways to be more efficient and cost effective. The Kobe plant had three forklifts all jockeying for the use of one floor scale. Traveling to and from the scale and waiting in turn to use it was wasting a lot of time on the floor. **American Scale** suggested the installation of the **Avery Weigh-Tronix FLSC-II legal-for-trade forklift scale system with the FLI 425 in-cab touchscreen instrument** in each forklift.

The scale's patented design features two metal plates which are coupled with application-designed **Avery Weigh-Tronix Weigh Bar weight sensors**. There are no flexures or springs that can affect weighing while the mast is lifted. The load is measured on the forks and the information is conveyed to embedded summing and angle detection electronics. Compiled digital information is then passed on to the in-cab indicator via wireless connection.



Kobe now uses the wireless in-cab system to print to a central thermal label printer. This system has created a significant time savings for the forklift operators and the facility as a whole. Saving time cuts expenses. In addition, the floor scale that was being used by the forklifts can now be used elsewhere more efficiently.



Count on our Service



We are committed to understanding your particular applications and service requirements. We can assist you with decisions on which maintenance program best suits your needs.

We are proud to offer:

- ⇒ **High quality support** for most makes and models.
- ⇒ Preventative maintenance programs to **maximize efficiency** and reduce costly breakdowns.
- ⇒ **Scheduled test and calibration inspections** to keep you accurate and ISO compliant.
- ⇒ **Scale reports and calibration certificates.**
- ⇒ **11 state-licensed technicians** in KY, IN, IL and TN.
- ⇒ **ISO/IEC 17025 Accreditation services**
- ⇒ **24 / 7 rapid response time for on-site emergency services**
- ⇒ **30 years in business**
- ⇒ **3 certified heavy-capacity test trucks and test carts** equipped to enable us to make immediate repairs.
- ⇒ **RF ID systems**
- ⇒ **Bar-coding systems**
- ⇒ **Crane / Hoist and Dynamometer testing**
- ⇒ **Material Handling**
- ⇒ **Custom Programming**
- ⇒ **Fabrication**
- ⇒ **Short term rentals** of bench scales to truck scales, as well as test weights.



AMERICAN SCALE



Avery Weigh-Tronix

A great team for your weighing needs !

Contact us with any questions about the services mentioned above, or a unique application that needs attention.

American Scale Corporation
3540 Bashford Ave
Louisville KY 40218



Visit us on the web

american-scale.com



Online Calibration Certificates



The **Cert-stor**, an exclusive program for American Scale customers, provides immediate access to your scale calibrations through our website. The past 5+ years are available on our secure server and filed by company, location (if more than one), year, month, and inspection or repair date.

Features / Benefits

- Secure—access to calibration certificates online via password-protected and secure website.
- Cost Savings—eliminates the need to manually create, file, store, retrieve and print scale calibration certificates. Overall efficiency and productivity of your entire business operation is improved.
- ISO audit friendly— ISO-Certified companies have better control of your own calibration data ensuring your ISO audits proceed smoothly, giving you a greater return on your ISO investment.

How it Works:

- Go to www.american-scale.com
- Click on the **Cert-stor** logo (shown above)
- Logon using ID and password
- **OR**
- Click on the **registration form** link. Complete registration form, print, fax to 888-515-6201 or email janet@american-scale.com
- You will receive an email confirmation with viewing and download instructions, along with your personal ID and password.
- When your certificates are ready for viewing, you will be notified by email.