



Promoting the Value of the SMA Technical Committee





Guiding Principles



Scale Manufacturers Association – Guiding Principles

The SMA was established by scale industry leaders in 1945 to provide a permanent instrumentality for coordinating the efforts of many individuals in the best interest of the public; the owners and users of scales, and scale manufacturers.



To provide for collective action of members of the industry for the improvement of the industry, for the benefit not only of the industry but also of the public.



To advance the science of weighing and the engineering and manufacture of instruments, apparatus, equipment, and facilities for and in connection with ways and means of weighing and force measuring.



To make surveys pertaining to the industry and public needs and requirements with respect to weights and measures.



To promote in a lawful manner the advancement of the industry and of fair and equitable customs, usages, and practices therein.



To encourage proper observance of valid requirements and regulations pertaining to the operations, business, and practices of and within the industry as provided by federal and state laws.



To engage in the collection and dissemination of such accurate statistical information as may serve to enable each manufacturer to conduct his business intelligently and with the knowledge of existing general business conditions in the industry, as determined by the Board of Directors.



SMA Technical Committee Principles

The SMA Technical Committee members review technical issues and offer recommendations. This cooperative endeavor of voluntary members is dedicated to the best interests of the scale industry and to the public, which is dependent upon accurate and dependable weighing equipment.



Each member company is eligible to participate in all membership and technical committee meetings and programs.



Each member company is assured that the collective action of its fellow members is for the improvement and benefit of the industry and public.



Strives to advance the science of weighing and force measurement in technology and manufacturing.



Promotes, in a lawful manner, the advancement of the weighing industry and practices therein.



Encourages the proper observance of requirements and regulations as provided by federal and state laws.



Participation in standards development ensures that you will have immediate access to standards before they are made public.



Networking provides a means of meeting with NCWM leadership and industry peers in an informal setting, promoting the exchange of ideas through open communication.

SMA Technical Committee Principles



Due Process

Operates under established rules and procedures



Consensus

Strives for consensus among its members- near unanimity is the general rule



Openness

all members have access to the process



Balance

Maintains balance among its members by having one vote per member company regardless of company size

NCWM Weighing Regulation HB44 – Change Process



NCWM

How an Idea Becomes a Standard

FORM 15

The submitter sends a form 15 to NCWM executive director by August 15. NCWM sends these proposals to the regions.

SMA may help write Form 15 to ensure validity and improve success rate

PUB 15

By November 15, NCWM publication 15 is posted to the website containing the agendas of the committees.

SMA Fall Meeting provides consensus opinions on each item.

PUB 16

By April 15, NCWM publication 16 is posted to the website containing reports of the committees serving as the agenda for the annual meeting.

SMA Spring Meeting provides consensus opinions on each item.

AUG

SEPT

OCT

NOV

DEC

JAN

FEB

MAR

APR

MAY

JUNE

JULY

REGIONALS

CWMA, NEWMA, SWMA and WWMA meet in the fall to develop recommendations to NCWM on new and carry over proposals.

SMA attends the regional meetings and provides consensus comments

NCWM INTERIM MEETING

NCWM board of directors and committees hold open hearings and determine the status of agenda items.

NCWM ANNUAL MEETING

NCWM board of directors and committees hold open hearings and determine the status of NCWM board of directors and committees hold open hearings on agenda items. Members vote on amendments to standards.

SMA opinions are considered and highly respected with a historic acceptance rate in the +90% range.

Providing Value





SMA Technical Committee – Providing Value



Encourages Networking and Relationship building with Industry, State and Federal Government Leaders – agenda and topics drive interaction with NCWM, NIST, and NTEP leaders on a regular basis at regional and national meetings.



Leverages Extensive Combined Knowledge – member companies leverage the combined knowledge of the Technical Committee to write changes to regulations with a high confidence in acceptance during the first round of discussion and comment.



Prevents Dilution of Regulations - a company may submit a change for new proposed weighing process that may be opposed within the Technical Committee because of accuracy and customer confusion. If not opposed this new process may have been released into the market diluting the current weighing process from an accuracy and repeatability perspective.



Gains Early Visibility to Cutting Edge Technology - new regulations become visible to members of the Technical Committee 24 months before market introduction. Providing ample time for members to react to the change before effecting the marketplace.



Provides Regulations Meeting Coverage without the Cost of Attendance – the Technical Committee Chair and Vice Chair attend 2 National Conference on Weights and Measures (NCWM) national meetings as well as the 4 regional meetings, keeping the entire SMA membership abreast of potential changes to industry regulations without each member needing to send their own representative.



SMA Technical Committee – Networking and Relationships

Encourages Networking and Relationship building with Industry, State and Federal Government Leaders – agenda and topics drive interaction with NCWM, NIST, and NTEP leaders on a regular basis at regional and national meetings.

- Technical Committee members know the names and faces of the key decision makers at all levels.
- Engagement on topics builds relationships across the organization creating a learning and collaborative environment.
- Exposure to topics on a national basis builds a shared understanding and better solution.



Things to Know

A Guide to NCWM Annual Meetings



Publication 16

- Contains agenda items
- Changes to the agenda can and do occur
- Review items prior to arrival
- Be prepared to comment during Open Hearings
- Written testimonies are also accepted to compliment your Open Hearing comments

Agenda Item Designations

(V) – **Voting**: Voted upon at the Annual Meeting
(I) – **Informational**: Open for discussion, cannot be voted upon at the Annual Meeting
(D) – **Developmental**: For review, but still under development by the submitter
(W) – **Withdrawn**: Removed from the agenda

NCWM Standing Committees

Board of Directors (BOD) - Governing body of the corporation which oversees financial and corporate reports; establishes fees and policies.

Laws and Regulations Committee (L&R) - Interprets and develops model laws and regulations as well as standards and testing for checking the net content of packaged goods (i.e. food, drugs, cosmetics, etc.).

Specifications and Tolerances Committee (S&T) - Interprets and develops standards for the design, installation, testing and performance of commercial weighing and measuring devices.

Professional Development Committee (PDC) - Addresses consumer affairs and safety issues while promoting awareness of weights and measures activities to the general public; facilitates training and certification.

National Type Evaluation Program Committee (NTEP) - Sets the goals, objectives, operating policies and procedures published in NCWM Publication 14; sponsors technical subcommittees in various areas to develop technical test procedures and evaluation criteria; authorizes participating NTEP laboratories and issues NTEP certifications.

Meeting Attire

Business attire is appropriate.

Networking

- Breakfasts
- Chairman's Reception
- Special Event
- Meeting App (YAPP)

National Conference on Weights and Measures
1135 M Street, Suite 110 Lincoln, Nebraska 68508
P. 402.434.4880 F. 402.434.4878 E. info@ncwm.com W. www.ncwm.com



SMA Technical Committee – Combined Knowledge

Leverages Extensive Combined Knowledge – member companies leverage the combined knowledge of the Technical Committee to write changes to regulations with a high confidence in acceptance during the first round of discussion and comment.

VPG force sensors
Caltron • Ravera • Sensoronica • Tadeo-Huntleigh



AND
A&D Weighing

ANYLOAD®

RICE LAKE
WEIGHING SYSTEMS

UTILCELL

**Minebea
intec**
The true measure

METTLER TOLEDO

Intercomp
advanced weighing technology... by any means

HOBART

HBK
HOTTINGER BRÜEL & KJÆR



Avery Weigh-Tronix

CARDINAL

**Coti Global Sensors
MANUFACTURING**

DATALOGIC
EMPOWER YOUR VISION

**FAIRBANKS
SCALES**



SMA Technical Committee – Membership

The Technical Committee members have long tenured and in-depth knowledge of weighing standards and regulations along with diverse specializations.

Name	Company	Name	Company
Evan Foisy	A&D Weighing	Kraig Wooddell	Hobart
Cory Hainy	Avery Weigh-Tronix	Constantine Pilapil	Hottinger Bruel Kjaer (HBK)
Thomas Schuller	Cardinal Scale	Scott Davidson	Mettler Toledo
Ray Johnson	Fairbanks Scales	Sebastian Pedroß	Mineabea Intec
Andrew Smith	Flintec	Brandi Harder	Rice Like Weighing Systems
Douglas Bohlin	Group 4 Transducers	Nick Marck	Utilcell
		Joe Crawford	VPG Force Sensors



SMA Technical Committee – Membership

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- **Cory Hainy - Technical Committee Chairman for 3 years** — Senior R&D Manager for Avery Weigh-Tronix – 29 years in the scale industry, 17 years managing R&D which includes agency approvals. Compliance. Cory brings strong background of organization and leadership to the group.



- **Raymond Johnson is the Regulatory Affairs Consultant for Fairbanks Scales, Inc.** He has been at this position since May 2022. He is also a member of the Scale Manufacturers Association (SMA) and the Vice Chair for SMA's Technical Committee. He has been serving as Vice Chair on the committee and has been with SMA since being hired at Fairbanks Scales. Raymond Johnson previously served as Treasurer for the National Conference on Weights and Measures (NCWM) Board of Directors. Mr. Johnson has served on the NCWM Credentials Committee (chaired) and the Laws and Regulations Committee, acting as Chair in 2013 and 2014. He also served on the Natural Gas Steering Committee. Before his retirement in July 2021, he spent 2 years as a Division Director for the Standards and Consumer Division of the New Mexico Department of Agriculture which oversees the inspection and testing of scales, liquid measuring devices, fuel quality, packages, price verification, eggs, dairy open dating and green chile. Prior to that he was an Assistant Division Director for 18 years and for 6.5 years prior to that, he was an Inspector in the Consumer Services Bureau in Albuquerque conducting inspections of the same.



SMA Technical Committee – Member Sample Biographies

The Technical Committee members have long tenured and indepth knowledge of weighing standards and regulations along with diverse specializations.



- **Scott Davidson – Head of Compliance for Mettler Toledo- 40 years** of experience in the scale industry and 20 years inf Weights and Measures. Over the years Scott has developed a vast knowledge in the NTEP approval process.

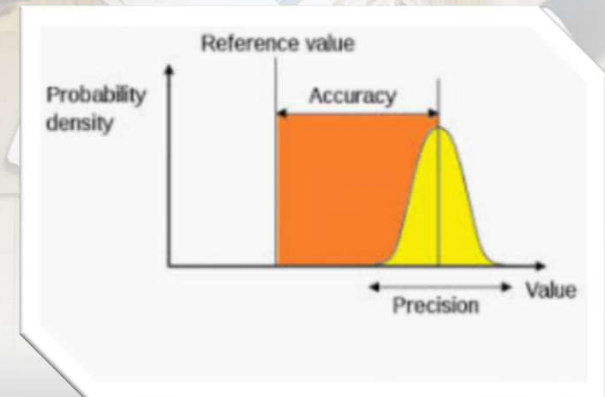




SMA Technical Committee – Preventing Dilution

Prevents Dilution of Regulations - a company may submit a change for new proposed weighing process that may be opposed within the Technical Committee because of accuracy and customer confusion. If not opposed this new process may have been released into the market diluting the current weighing process from an accuracy and repeatability perspective.

- The SMA Technical Committee engagement along the NCWM standard writing process ensures accuracy is maintained.
- In some cases, the Technical Committee provides additional guidance to the submitting company in support of their proposal.
- In approximately 100 cases over the last 40 years the SMA Technical Committee position was adopted over 95% of the time.

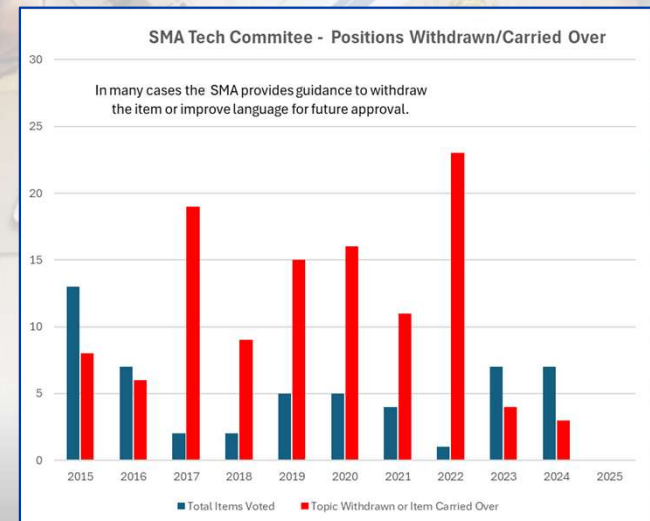
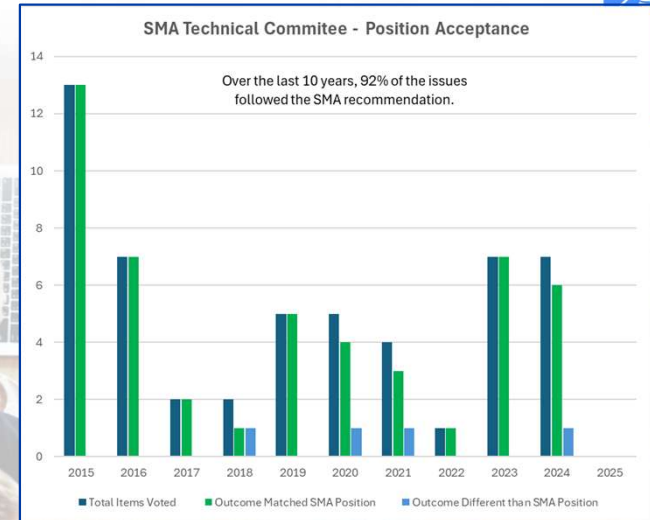




SMA Technical Committee – Driving Results

The Technical Committee drives results in three key areas through strong technical acumen and regulation adherence.

- The SMA Technical Committee opinion and voting position has been **accepted** by the National Council of Weights and Measures at a 92+% level over the last 10 years.
- Over the last 10 year over 70 topics have been **carried over** for additional clarification or consultation using the SMATC as a sound board with the submitting group to ensure accuracy and to prevent redundancy.
- During this same period many items were **withdrawn** after consensus among the groups during the process.





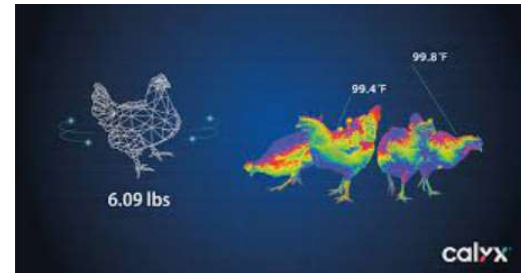
Early Visibility



SMA Technical Committee – Early Visibility

Gains Early Visibility to Cutting Edge Technology - new regulations become visible to members of the Technical Committee 24 months before market introduction. Providing ample time for members to react to the change before effecting the marketplace.

- The SMA Technical Committee gains early insights into new technology as part of the NCWM and NTEP processes.
- These new technologies may include weigh-in motion, camera, and laser imaging solutions which are a significant departure from the historical loadcell based solutions.
- Early knowledge allows member companies to be prepared to these new solutions.

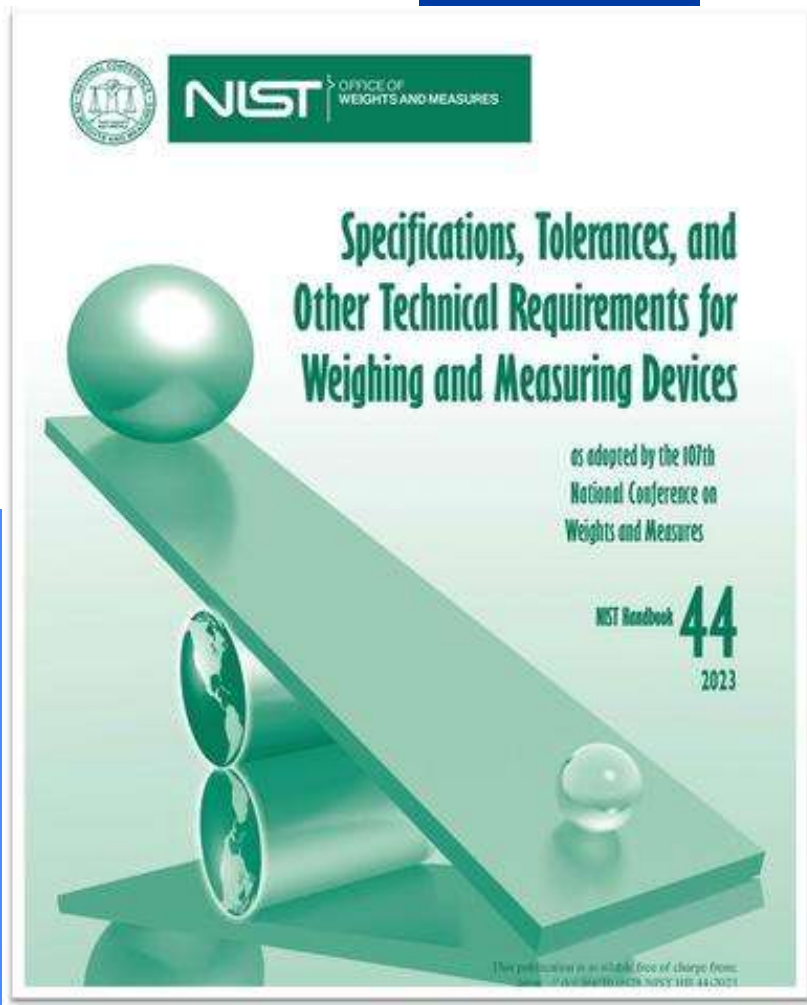




SMA Technical Committee – Meeting Coverage

Provides Regulations Meeting Coverage without the Cost of Attendance – the Technical Committee Chair and Vice Chair attend 2 National Conference on Weights and Measures (NCWM) national meetings as well as the 4 regional meetings, keeping the entire SMA membership abreast of potential changes to industry regulations without each member needing to send their own representative.

SMATC Meeting before NCWM Interim Meeting	January	New Orleans
National Conference on Weights and Measures Interim Meeting	January	New Orleans
SMA Spring Meeting	April	Scottsdale
Northeastern WMA Annual Meeting	May	Cape Cod
Central WMA Annual Meeting	May	Des Moines
SMATC Meeting prior to NCWM Annual Meeting	July	Teams Call
National Conference on Weights and Measures Annual Meeting	July	Cleveland
Western WMA Annual Meeting	August	Las Cruces
Southern WMA Annual Meeting	October	San Antonio
SMA Fall Meeting	November	Kansas City



Glossary of Terms



Glossary of Terms

- **NIST** – National Institute of Standards and Technology - Promote U.S. innovation and industrial competitiveness by advancing measurement science, standards, and technology in ways that enhance economic security and improve our quality of life.
- **NCWM** - National Conference on Weights and Measures is a not-for-profit corporation dedicated to developing the United States technical standards for weights and measures in commerce.
- **Handbook 44** – NIST publishes the Handbook 44 each year after the annual meeting of the National Conference on Weights and Measures (NCWM). Each edition is developed through cooperation of the Committee on Specifications and Tolerances of the NCWM and the Weights and Measures Division (WMD) of the NIST. The purpose of the book is a partial fulfillment of the statutory responsibility for "cooperation with the states in securing uniformity of weights and measures laws and methods of inspection".
- **SMA** – Scale Manufacturers Association - The Association was established by scale industry leaders in 1945 to provide a permanent instrumentality for coordinating the efforts of many individuals in the best interest of the public; the owners and users of scales, and scale manufacturers.

Next Steps

- TBA



**Thank
You**