

Coti Global Sensors

Issue No. 1 | First Quarter - 2025

WEIGHS IN



Welcome to the Celebration

Welcome to the premiere issue of **Coti Global Sensors Weighs In**. We're excited to share this edition, packed with exclusive insights and updates you won't find anywhere else. Each quarterly issue will feature columns such as **Featured Products (p. 8)**, showcasing innovations that matter to you; **Industry Highlights (p. 9)**, where we explore key trends and events; and **Coti Global Corner (p. 10)**, offering a behind-the-scenes look at our culture and ideas that may inspire you.

Whether you need expertise on replacement load cells or our new CG-RXR rail scales, we're here to help. Our team is just a call away at 866-762-2684, or visit us at www.cotiglobal.com. Enjoy the read!

02)

Prepared for the Storm

In the fall of 2024, Hurricanes Helene and Milton wreaked havoc on the Gulf Coast, before one turned east and the other barreled north, leaving businesses scrambling for repairs. From wind and floods to tornadoes, these storms tested the preparedness of scale equipment service companies. Stocking up and having a plan is vital.

05)

New NTEP Canisters

Coti Global Sensors has expanded its NTEP-certified Compression Canister line with seven additional models, ranging from 20K to 200K pounds. Designed to meet rigorous legal-for-trade standards, these canisters provide reliable and precise weighing solutions for industries like transportation and manufacturing.

07)

Hidden Danger of Static

As kids, static electricity became a game of zapping each other. Today, those tiny shocks can damage modern electronics, particularly sensitive devices like circuit boards. Even a small, unnoticed electrostatic discharge (ESD) can shorten a device's life. This article will help us avoid the zaps, and protect the equipment being serviced.



HURRICANES HELENE & MILTON

BREAK RECORDS AND SUBMERGE SCALE EQUIPMENT

A normal week can quickly turn into an unexpected emergency call of epic proportions.

On September 17, 2024, few could have predicted that the events set in motion over the following weeks would affect a large portion of the United States for years, perhaps even decades, to come.

It was the start of fall and well into hurricane season when the Weather Channel first mentioned a low-pressure system forming in the warm waters near the Gulf of Mexico. The tropical depression was feeding off the perfect condi-

tions for developing a massive storm. By September 25, Helene's winds confirmed its status as a hurricane. And just 24 hours later, the storm escalated to Category 4 strength, with most models predicting it would head toward Tampa Bay, Florida.

For Superior Processing & Weighing, based in Fort Myers, Florida, and a customer of Coti Global Sensors (CGS), the threat of hurricanes is an annual challenge. The company follows its standard proce-

dures to safeguard its facilities and prepare its equipment. Operations Manager, Steve Pribnow, explained their protocol for named storms that become a threat: "We stage our trucks to receive the least amount of damage possible and make sure all our vehicles and portable fuel tanks are fueled up and ready to go, as fuel is hard to come by before and during the hurricane." He continued, "Our hurricane preparations consist of ensuring our spare parts stock

is full, and in some cases, we bring in extra stock ahead of the storm."

Coti Global Sensors has built its reputation on having replacement parts in stock and ready to ship when unexpected disasters occur. As Ashley Thomas, President of CGS, put it, "We want to be there for our customers when natural disasters strike—whether it's fire, earthquakes, tornadoes, hundred-year floods, or hurricanes—it doesn't matter, we've got them covered."

For this reason, Coti Global Sensors has always prioritized maintaining a large inventory supply. "That foresight ensures we provide exactly what our customers need, when they need it," said Thomas. This rings true both before and after storms or disasters. Thomas added, "We often fulfill customers' orders for load cells and components, helping them stock up on emergency supplies. But we also have inventory available to support them after an event, too."

It's not uncommon, especially in areas prone to flooding or other natural disasters, for scale equipment service dealers to bulk up their inventories of load cells, components, and accessories from CGS, making sure they're prepared when the unexpected happens.

The Unforeseen Track of Disaster

Though initially projected to strike Tampa, Helene veered left, heading north toward the Big Bend region of Florida's

Panhandle. The storm made landfall near Perry, Florida, as a Category 4 hurricane, pushing a 15-foot storm surge

into Keaton Beach. Helene then sped northward, maintaining hurricane strength halfway across Georgia—an anomaly, as hurricanes typically weaken rapidly after making landfall.

Millions of people were affected by the storms—some were left without power, and others faced even worse damage, like flooding or wind destruction. The full extent of Helene's devastation was felt more than 550 miles from its landfall. While the storm caused damage



RESTOCKING Coti Global Warehouse

across Florida, Georgia, the Carolinas, and Tennessee, its lingering effects were most catastrophic in the mountainous areas of Western North Carolina.

In Asheville, a popular tourist destination with a population of approximately 97,000, Helene's remnants unleashed over two feet of rain, flooding much of the town. Though weakened, the storm's former eyewall still generated wind gusts of 50 to 70 mph. Some towns, such as Chimney Rock, were entirely wiped out, including their underground infrastructure, leaving no chance for recovery. The flash flooding was so severe that entire communities were submerged—an unprecedented disaster. Roads and bridges leading into Asheville were swept away, including large sections of Interstate 40.

Here Comes Milton

Just 10 days after Helene passed through the Gulf, Hurricane Milton intensified into a Category 5 storm on October 7, with wind speeds reaching up to 180 mph. Once again, hurricane prediction models forecasted Milton to follow in Helene's wake toward the Tampa Bay area. However, by some stroke of luck and perhaps divine intervention, Milton made landfall as a Category 3 hurricane. Although it caused major damage through storm surge and wind, things could have been far worse. St. Petersburg experienced a 1-in-1000-year rainfall event, with 19 inches of rain (including 5 inches in

one hour), which led to severe flooding.

Most of the fatalities linked to Milton occurred before the storm made landfall, due to a series of tornado outbreaks. A total of 40 tornadoes and 126 warnings were issued in a single day. Floridians were caught off guard by the outbreak of long-tracking tornadoes, one of which was rated EF-3. Sixteen people died as a result of the twisters, which wreaked havoc before Milton even made landfall.

These tornadoes inflicted widespread damage to businesses, including grocery stores, gas stations, and facilities using industrial weighing equipment, such as checkweighers and floor scales.

Sweeping in After the Storms

Depending on location and the type of natural disaster, it may take some time before scale equipment service providers can move in to repair damaged equipment. The repair timeline depends on first responders, rescue, recovery teams, and power restoration. As Pribnow noted,

ALWAYS BE
PREPARED-
LOAD CELLS
STOCKED

CRYSTAL MINING HALTED BY STORM



Tropical Storm Helene Shuts Down Quartz Mines

The small town of Spruce Pine, nestled in the mountains of North Carolina, has been a hub for gemstone mining for hundreds of years. For much of its history, miners extracted crystals and other gems, often overlooking the quartz they encountered as a byproduct—considered too common and worthless to bother with. However, with the rise of the digital age, Spruce Pine's quartz found an unexpected new value. Today, it is known for producing some of the purest quartz in the world, a critical component in the manufacture of semiconductor chips.

Tropical Storm Helene recently struck the region, causing flooding and temporarily shutting down several of Spruce Pine's mining operations. This has raised concerns about potential disruptions to the global computer chip supply chain. As of this writing, only one of the mines has returned to operation, leaving a significant gap in production.

The quartz mined from Spruce Pine consistently boasts a purity of 99.9 percent—a prerequisite for semiconductor manufacturing. Quartz of such high purity is indispensable for producing the crucibles used in melting silicon (metalloid) at extremely high temperatures. These crucibles must endure heat exceeding 1,700 degrees Fahrenheit, as silicon is melted into ingots, which are later sliced into wafers that form the foundation for computer chips.

Crucibles, however, don't last forever (typically 30-50 pours) as they gradually degrade due to the extreme temperatures. The need for replacement supply is crucial, making Spruce Pine Quartz a vital link in the global semiconductor supply chain.

The shutdowns caused by Tropical Storm Helene, coupled with an already strained supply chain, have raised concerns about potential delays or increased costs in semiconductor production. As the mining operations and the town of Spruce Pine work to return to full production, the effects on the global tech industry—ranging from consumer electronics to AI research—remain to be seen.

HELENE & MILTON

CONTINUED:

"Scale repairs are slow and steady as roads need to be cleared and power needs to be restored. Road clearing usually happens within days, but power restoration can take anywhere from days to weeks."

When entering areas affected by flooding, it's critical to assess whether scale equipment has been submerged and for how long, and to evaluate the extent of any damage. The protocol for truck scales typically involves cleaning debris, mud, and other contaminants first, followed by a thorough inspection of all scale components.

According to Pribnow, "The most common damage to scales we see is water damage. While most load cells today are submersible and water-resistant, the load cell junction boxes and sectional controllers will fill with water. We also see truck scale modules float off the load cells and away from their foundations. Of course, power surges and lightning also affect the electronics of the scale."

Smaller scale equipment, no matter how long it's been submerged, will likely need to be replaced. Even if the equipment appears functional, saltwater corrosion can lead to problems down the line.

Rain, Sleet, Wind, or Snow

Regardless of one's views on climate change, it's clear that we are living in a time where nature seems to be growing more violent and harder to predict. Each year brings more disasters than the last, making preparation critical. Part of that preparation includes stocking your company's warehouse space for the unexpected problems your customers might experience.

Coti Global Sensors maintains an abundant supply of replacement load cells to make sure we're prepared for any challenge our customers may face. Recently, this effort included an expansion of our warehouse at our corporate headquarters in Harvest, Alabama. This expansion will help us stay ready for when you need us most.

Stock up your shelves today so that when the unexpected happens, you'll be ready. For more information, call us at 866-762-2684 or visit our website at www.cotiglobal.com.

COTI GLOBAL SENSORS EXPANDS NTEP-CERTIFIED COMPRESSION CANISTER LINE

UNLOCKING NEW OPPORTUNITIES FOR SUCCESS

Coti Global Sensors, Inc., a leader in precision sensor measurement technology, has expanded its NTEP-certified Compression Canister product line with the addition of seven new models. These models had already received certifications from Factory Mutual Global and European Conformity; however, the NTEP certification opens up entirely new market applications.

Available in 20K to 200K pound capacities, the canisters are designed for a variety of applications, ensuring reliability and accuracy for businesses that require legal-for-trade solutions or simply seek the best canister load cell for their needs. This line of NTEP compression canisters is rated 1:10,000-Class IIIL-Multiple Cell certified for both compression and tension weighing.

The newly acquired NTEP Certificate covers the following models: CG-26S3, CG-26S5, CG-175, CG-SP9, CG-21, CG-92, CG-TC42.

The CG-Canister hermetically sealed models are ideal for a wide range of applications, from transportation and logistics to agriculture and manufacturing. The NTEP certification ensures that these canisters meet rigorous legal-for-trade standards, giving your customers confidence that their scales are accurate and top-of-the-line. Leveraging this certification can be a significant selling point.

Understanding the Path to NTEP

Educating customers about the process manufacturers undergo to obtain NTEP certification for their products enhances the perceived value of those

products. The NTEP (National Type Evaluation Program) is managed by the NCWM (National Council on Weights and Measures), which coordinates the testing and evaluation of products. The Coti Global Sensors canister line was tested by the accredited NMi laboratory in the Netherlands to meet NIST and OIML standards, gaining NCWM approval and subsequent NTEP certification.

Achieving NTEP certification for a weighing product is not an easy process; it requires a significant investment of time and money. Coti Global Sensors has demonstrated, and continues to demonstrate, its commitment to high-quality sensor products, which ultimately help service dealers and end users enhance their profitability.

Coti Global Sensors' Proven Track Record

Purchasing from a reputable manufacturer like Coti Global Sensors provides access to quality products and reliable customer support. For example, before any load cells are shipped, they undergo a thorough visual inspection and a complete bench test to ensure they meet or exceed quality standards. We never pull an order off the shelf without verifying its contents and confirming that everything is in order.

Another aspect of our proven track record is evident in our warehouse operations. Coti Global Sensors maintains one of the largest

inventories of load cells and accessories in the nation, consistently striving to keep a one years' worth of stock at our Harvest, Alabama, location. This inventory strategy is derived from sales averages from the past three to four years, as well as anticipated demand arising from unforeseen events such as hurricanes, wildfires, and tornadoes. We are committed to preparing for the unexpected.

STOCKED: NTEP Certified Canisters

Our new NTEP compression canister models are currently in stock and ready to ship. Businesses should act quickly to secure these high-quality products for their own inventory or for current job site replacement projects by calling our sales team at 866-762-2684.

Our Vow to You

Coti Global Sensors is committed to quality and compliance, making sure our products not only meet industry standards but also enhance customer confidence. For scale equipment service companies and end-users alike, investing in NTEP-certified products is a smart choice that can drive greater success.

Join us at the Annual ISWM Convention from February 18-20, 2025, at Embassy Suites by Hilton, 7610 S New Braunfels, San Antonio, TX 78235. We'll have our canisters on display, along with many other exciting products—and you can always expect surprises when you visit us.

Don't miss out on the fun! For more information, contact the Coti Global Sensors' team at 866-762-2684, or visit us at www.cotiglobal.com. We look forward to seeing you there!



Our **RXR** Line is expanding.

Now offering

Joint Bars & Hardware

Contact our sales team for more information.

sales@cotiglobal.com or 866-762-2684



In Stock

Joint Bars and Hardware

Available Sizes
90, 115, 132, & 136



Zap Crackle Pop

How Winter Static Can Be a Hot Problem!

electricity-Gerd Altmann

“It’s important to make sure these tiny lightning bolts - called static - remain harmless.”

Do you remember, as a kid on a cold winter’s day, running around the house in your stocking feet, building up static just to zap your brother or sister? I sure do. I would slide across that green shag carpeting to charge up my fingertips, ready to shock-and-awe my opponent.

Never in our young minds did we think about the potential damage a static discharge could cause to electronics. Of course, back in my day, we didn’t have such sensitive electronics—our family TV had three channels, powered by vacuum tubes.

Today, electronic devices are an integral part of our daily lives, from smartphones and industrial control systems, to indicators and junction boxes that function alongside your load cells—typically with safeguards in place to minimize the risk of damage from static electricity. Still, under certain conditions, an electrostatic discharge (ESD) could damage your equipment, especially touchscreens, which are more vulnerable. That’s why it’s important to take proactive steps to make sure that, no matter how small the risk, these tiny lightning bolts—called static—remain harmless.

Walking Talking Capacitors

Here’s something you probably didn’t think about while you were zapping your siblings: the human body can carry up to 25,000 volts of static electricity. That’s a lot of potential energy stored up from all that running around on the carpet. However, it only takes about 4,000 volts to fry the delicate circuits inside modern electronics.

Walking on carpet, vinyl, or epoxy-painted concrete (especially in a warehouse with moving forklifts) can build up static, as your body acts like

a capacitor, storing electrical energy. The ground or another object you come into contact with can act as a discharge path, causing a brief, sharp electrical current to flow.

In practical terms, this means that when you’re working on scales or other electronics, you might inadvertently discharge millions of electrons onto a sensitive circuit board, potentially causing failure—often without even noticing the zap.

The risk of immediate damage is low, but over time—especially if it’s an indicator your customer is zapping daily—those small, unnoticed ESDs can accumulate, gradually shortening the device’s lifespan.

Cover’s Off

For a scale technician on a job site, it’s crucial to be extra vigilant when the “cover” is off—whether that’s a junction box, indicator, or another piece of sensitive equipment. A good practice is to always discharge on a nearby grounded area before handling the equipment with your hands or tools. And depending on the sensitivity of the equipment you’re working with, you may want to consider using ESD-safe mats or wrist straps to ensure proper grounding.

Other simple precautions include being mindful of the fabrics you wear. Synthetic materials like polyester generate more static than natural fibers like cotton. It’s also

helpful to be aware of humidity levels in your area, as they can affect the risk of static shocks. When you visit a plant, ask the manager if they control ESD with humidity. Environments with a humidity level between 40 and 50 percent can reduce static in the air. If the manager isn’t sure, assume ESD is definitely a risk unless precautions are taken. If you’re working outdoors in a humid climate, your chances of ESD are dramatically lower.

Electrostatic discharges are more common in the winter months, but they can happen at any time.

Stay Grounded

In the end, while the winter static we experienced as kids was just a harmless bit of fun, the dangers of electrostatic discharge can be serious, especially in industrial and high-tech settings. Being proactive about minimizing the risks of ESD—whether through grounding techniques, environmental controls, or simply choosing the right clothes—can make all the difference in preserving the longevity and functionality of sensitive electronics. Just remember: static may be invisible, but its impact is very real. So, take a moment to prepare and protect your equipment—and your peace of mind.

ACCESSORIES YOU ASK —
COTI GLOBAL STOCKS MORE THAN LOAD CELLS

If you are familiar with Coti Global Sensors (CGS), you likely already know about our extensive line of load cells that serve a wide range of applications. From process weighing in dog food production facilities to operations in harsh environments like chemical manufacturing, and even in the precision manufacturing of pharmaceutical drugs, we have you covered. Our load cells are used in laboratories, food processing plants, and logistics operations around the world. You know this because you have been in those processing and manufacturing plants—keeping their scale equipment calibrated and operating smoothly.

At Coti Global Sensors, we are best known for offering replacement load cells, truck mount assemblies, tank weighing modules, rail scales, and other related products. However, for this article we are going to focus on the CG-WB-SS Mount series accessories.

Currently, the top three WB Mount series accessories being purchased and shipped are Threaded Support Caps, Support Posts, and Locking Plates. According to Bill Ramey, Senior Sales Manager at Coti Global, “Our customers are thrilled when they discover we sell these mount accessories separately and that they can buy just the parts they need. Often, the threaded cap is the only part they need, and now they can purchase it without having to buy the entire assembly.”

Although these parts are available for individual purchase, they are also included in Coti Global Sensors’ mounting assembly kits when customers require the complete mount.

In addition to these accessories, Coti Global Sensors offers many other parts that can be shipped either with your ordered load cells or separately. Ramey emphasized, “Our decision to sell these mount accessory parts, as well as other accessories, was almost entirely based on customer requests. We do our best to listen to our customers, and when they have a need, we work hard to fulfill it.”

Provided is a list of accessories available from Coti Global Sensors for the WB Mount series. For a complete list of all our accessory parts, please consult the CGS 2025 Catalog. If you do not have a catalog, you may request one, and we will include it with your order.

We understand that you rely on quick replacements for load cells, mounts, and accessories to minimize downtime. That is why we are committed to having what you need readily available in our inventory for immediate shipping. Coti Global is here to provide efficient, timely service to keep your operations running smoothly. So, the next time your customer calls, you can be the superhero.

For more information, contact the Coti Global Sensors team at 866-762-2684 or visit us at www.cotiglobal.com.

CG-WB-SS Mount series
Accessory Part Numbers:

Threaded Support Cap, Part No. 671



Support Post, Part No. 672



Locking Plate, Part No. 673



Anti-Rotation Plate, Part No. 674



Load Pin, Part No. 675



Checking Plate, Part No. 676



Load Pin Retainer Clip, Part No. 677



Link, Part No. 678



Your Guide to San Antonio’s Best Eats

The ISWM Annual Conference will be held at the Embassy Suites by Hilton, 7610 S. New Braunfels, San Antonio, Texas, from February 18–20. The hotel is located in a suburban area, but we’re taking you on a 10-minute trip to where all the action is: the San Antonio River Walk.

Before we get to our list, here are three places worth mentioning, the first being the **1917 Restaurant and Bar**, 7-Star (Best rated) which earns top marks for its convenience. Guest can dine in the lounge seating or on the patio, which features a fire pit and waterfall. The other recommendations in the area are as follows:

- **BJ’s Restaurant & Brewhouse** – 7 stars (Best rated). Location: 2818 SE Military Drive. With great food, a lively atmosphere, and a recommendation from Ashley Thomas, president of Coti Global, this spot earns top marks.
- **Dave’s Hot Chicken** – 6 stars (If you like hot). Location: 7511 S New Braunfels Ave. A fast-casual spot, Dave’s Hot Chicken offers bold flavors and a fun atmosphere that will make you smile.

All three restaurants are within half a mile of the hotel.

Down By the River Walk

The first thing you’ll notice when approaching the River Walk is the Tower of the Americas. Built for the 1968 World’s Fair, it’s similar in design to Seattle’s Space Needle, which was constructed for the 1962 World’s Fair. While both towers share a similar design, the Tower of the Americas stands taller at 750 feet, compared to the Space Needle’s 605 feet. It’s home to the award-winning Chart House restaurant, though it’s pricey—about \$20 just to get up there. While not directly on the River Walk, we’re mentioning it here for context.

We’ve organized our restaurant and bar picks into the most optimized walking route, starting near the Alamo (which you might also want to visit). Most of the venues are located along the River Walk loop, which is about a mile in length. The exception is Ocho at Hotel Havana, which is about a 7-minute walk to the north. In that case, you may want to take a river taxi.

Tip: Enter the addresses for these venues into your Maps app to easily navigate on foot or via river taxi.

Boudro’s on the River Walk
Cuisine: Texas Bistro, Southwestern
Location: 421 E. Commerce St

Start your River Walk journey close to the Alamo at Boudro’s. Enjoy a riverside table, sip a drink, and take in the sights and



sounds of the river boats. A standout feature is the tableside guacamole made fresh by your server. According to their website, Boudro’s transforms a meal into a dining event. They also offer an extensive wine list, carefully curated to complement the bold flavors crafted by their executive chef.

6-Stars (Highly rated)

The Republic of Texas (ROT) Bar
Cuisine: Bar, American
Location: 526 River Walk St

Located right next to Boudro’s, ROT Bar is hard to miss with its ornate, American-themed patio featuring red, white, and blue canopies with stars over the seating area along the riverfront. The historic Clifford Building, built in 1893, provides the perfect backdrop. Known for its big portions and drinks, like the half-pound hamburger and 46-ounce margarita, ROT has been a staple for over 45 years.

5-Stars (Worth a visit)

Paesanos on the River Walk
Cuisine: Modern and Classic Italian
Location: 111 W. Crockett St

Not only does Paesanos offer an elegant restaurant setting, but it also features

cocktail and dinner cruises. It’s recommended to make reservations in advance by calling 210-227-2782. Reviews are glowing, especially from those who love their modern and classic Italian dishes. One reviewer visited three times in two weeks!

7-Stars (Best rated)

The Iron Cactus
Cuisine: Mexican, Tex-Mex
Location: 200 River Walk

The Iron Cactus has a lively, festive atmosphere on its riverside patio or a more intimate feel indoors. Known for its great margaritas and Tex-Mex dishes, this spot has won “Best of the River Walk” six years in a row.

6-Stars (Highly rated)

Ocho at Hotel Havana
Cuisine: Latin/Texan Mix
Location: 1015 Navarro St (North of the River Walk loop)

Ocho is located in a beautiful glass conservatory overlooking the River Walk. The high glass ceilings and large chandeliers provide stunning views of the river. The menu blends pan-Latin influences from Mexico, Cuba, and Texas.

4-Stars (No regrets)

Biga on the Banks
Cuisine: New American
Location: 203 S. St. Mary’s St

Located in the old library along the River Walk, Biga on the Banks offers upscale decor and chef-driven New American cuisine. Of all the spots on the River Walk, this one offers the most high-end options.

4-Stars (No regrets)

Honorable Mention:
Buckhorn Saloon & Museum
Cuisine: American, Bar
Location: 318 E. Houston St

Famous for its fantastic hamburger and fries. The historic venue features Western-style decor, including an impressive collection of mounted animal heads and other memorabilia. There’s also a museum.

ISWM Conference in San Antonio

The ISWM Annual Conference will be held at the Embassy Suites by Hilton, 7610 S. New Braunfels, San Antonio, Texas, from February 18–20. The hotel features clean, spacious rooms, a swimming pool, an outdoor patio with a fire pit, restaurant bar, and a salt cave. The Salt Cave is a great spot to unwind after a long day of travel and can help clear sinuses and lungs. These therapeutic caves are popular in Europe.

For ISWM events, the hotel offers convenient conference rooms



and a large exhibit hall. Outside the exhibit area, a spacious common area provides plenty of seating for relaxation and networking.

Attendees can start their day with a free made-to-order breakfast at the 1917 Restaurant before heading to sessions or visiting the exhibit hall. The 1917 Restaurant serves breakfast, lunch, and

dinner, offering a variety of well-portioned, delicious meals. It's a great place to visit with friends—whether for a meal or drinks at the bar. Dinner is available until 11 p.m.

This year's speaker sessions cover a range of topics, including weigh-in-motion technology, laser and scale advancements, cloud-based truck scale POS systems, NCWM updates, employee care, and A2LA workplace training. For a complete list and descriptions, visit www.iswm.org.

The Dealer & Manufacturers' Roundtable is always a favorite, featuring lively, engaging discussions with like-minded business professionals.

To book your hotel room at the ISWM rate, please call 210-534-1000 by January 17 and mention SRP Code 901.

NISA 2025 Spring Conference Location

Year after year, the National Industrial Scale Association (NISA) delivers excellent conferences in fantastic locations. Whether it's spring or fall, you can count on top-notch venues, comfortable accommodations, and plenty of options just steps away from the conference—whether it's food, drinks, or fun activities.

This year, NISA is excited to announce that the 2025 Spring Conference will be held in Colorado Springs, CO, at the downtown Hilton Garden Inn from April 13-15.

While the full itinerary hasn't been released yet, you can expect a great mix of educational sessions, networking opportunities with fellow NISA members, and of course, plenty of fun. With ski slopes open in nearby areas, attendees can enjoy some winter sports while they're in town.

For more information, please visit www.nisa.org.

Coti Global CORNER

MEET THE LATEST CONTRIBUTOR JOINING THE COTI GLOBAL TEAM

Coti Global Sensors Manufacturing is happy to announce that Dave Mathieu, former publisher of *Weigh & Measure*, has been hired as a Content Marketing Specialist. His responsibilities will include developing a quarterly newsletter, white papers, social media copy, and other projects that fall under the marketing umbrella.

With his 30-plus years in the publishing business within the scale industry, he brings a wealth of ideas and knowledge to the team at Coti Global Sensors.

The way Mathieu puts it, "I miss



Dave Mathieu

publishing, and I'm not ready to retire, so when this job presented itself to me, it was a definite yes. It offers projects I'm familiar with (i.e., technical and creative writing, and copywriting). I especially love the Coti Global Sensors' team—they're the best at what they do, providing top-rated replace-

ment load cells for their customers." Coti Global Sensors' views are mutual according to the Owner, Amy Allen: "I am so excited that Dave is joining Coti Global Sensors. His knowledge of the

weighing industry is a huge asset to our marketing team." Ashley Thomas, president of the company, concurs, "Coti Global Sensors is grateful for the opportunity to work with Dave in this new role. This will benefit so many in our industry as he is given a new platform for sharing his vast knowledge and stories."

Of Special Interests:

- History Channel
- Discovery Channel
- Science Channel
- John Denver Sound Alike
- Songwriting
- Guitar
- Art

New Year Resolution's Paradox

By Dave Mathieu

"I'm going to try and do more of what makes me happy and less of what makes me miserable. So far, this has led to a lot of ice cream and zero exercise,"—

Ellen DeGeneres (2018)

Every year, as the big ball drops in Times Square, we celebrate time moving ahead one click—propelling us forward into a new year with new opportunities. It's a time to be optimistic, to make our New Year's resolutions, even if our past track record isn't great—even if we typically "drop the ball" before February begins.

So, when did this insane tradition begin? There's good precedent to suggest that some form of it goes back many centuries. But when we look in history's mirror, the New Year's Eve celebrations and New Year's resolutions

we recognize today most closely resemble what started in 46 BC with the Roman Emperor Julius Caesar. Caesar is credited with creating the Julian calendar and establishing January 1 as the official start of the new year.

At this time, the Romans would make resolutions—promising to be more virtuous or better citizens in the coming year. They also made offerings to Janus, the god of beginnings and transitions, whose two faces symbolized both looking back at the past year and forward to the new one.

Today, our resolutions tend to be more personal, and our offerings are expressed in the form of goodwill toward our fellow man—raising a toast to future success.

Many people choose not to share their resolutions because they've been conditioned to think it's a pointless exercise. So, while others are celebrating with confetti and cheers, I hope you're not one of those who ruminate on past failures or tears. My encouragement to you is simple: Don't give up. One day, you will succeed—or, at the very least, when you look back, you'll see progress.

On the next page, you'll find some pretty good (and thoughtful) New Year's resolutions from all of us at Coti Global Sensors. We hope you enjoy!

Coti Global CORNER

Continued



"Cathy Blackwell"

Live life to its fullest.

"Misty Finley"

Determined to be more organized.



"Teesha Colboch"

Desire to be less like Samuel L. Jackson.



"Jaime San Pedro"

This year, my goals are to improve my golf handicap (currently at 21) and win my third golf trophy. I also plan to finish the renovation of our home's downstairs. I can't wait to host family again. Most of all, I'm praying that Delia recovers from sciatica so we can travel again.

"Riley Murphree"

Avoid dealing with the irrelevant.



"Carson Morrow"

Start building a house.

"Trent Beasley"

Get on Misty's good side and finish the home remodeling project.

"Dave Mathieu"

I want to start learning the piano this year. On the business side, focus on improving verbal communication skills.



"Duane Crabb"

Look forward to building a workshop at home.

"Ashley Thomas"

Hope to make more time for friends and family, always striving to keep priorities in the right order. Also, want to venture out to explore new places instead of revisiting favorites.

"Vickie Shephard"

Aim to retire.



"Charlie Crabb"

Save money.



"Richard Varner"

Plan to work less and play more.



"Carson Morrow"

Start building a house.



"Vickie Shephard"

Aim to retire.



ANNOUNCING THE 2025 EDITION OF **Coti Global Sensors** MANUFACTURING

COMPREHENSIVE LOAD CELL PRODUCT CATALOG!

Attention all weighing equipment dealers, technicians, and service professionals: We are thrilled to unveil the latest edition of our industry-leading product catalog. We're ready to put your name on it and ship it out today! This is not just a catalog—it's your ultimate resource for load cells, tank and truck weighing assemblies, floor scales, and accessories—designed with the needs of professionals like you in mind!

What's New in the 2025 Edition, Volume 11?

We're excited to introduce new products in this edition, including our innovative CG-ITCM Clevis mounts and a variety of new hardware options. Additionally, we've updated our pricing for select items (only about 30% of our products will see an increase) making this a perfect time to stock up on the equipment that keeps your business running smoothly. You'll also notice our discount schedule right away, listed as C, D, E, F, and G, with percentage amounts right up front.

A Catalog Designed for You

Because of you—our faithful scale equipment service providers (and your suggestions), the Coti Global Sensors' 2025 Catalog shines as an easy to navigate resource. We've gone to great lengths to ensure that every page is not only informative but visually appealing. The catalog is hefty enough to survive the harshest work desk environment. Yes, we've seen the desks stacked with binders, papers, and even weighing equipment parts, and we know how these things can get thrown around—that's why the Coti Global Sensors catalog is printed on durable glossy cover stock that can handle all the hustle and bustle you can give it. Feel free to rest your coffee cup on it. Go ahead and slosh! It's a resource that holds up.

A Time-Saving Tool Like No Other

One of the standout features of our catalog is the comprehensive cross-referencing section. Easily identify and find the exact Coti Global Sensors load cells, assemblies, or accessories you need to replace those critical parts and get your customers' weighing equipment back online in no time. We understand the search process and have designed the catalog to simplify your search and streamline your operations.

Get Your Copy Today!

Don't miss out on this essential tool for your business. Contact us today at 866-762-2684 to request additional copies of our 2025 catalog. The Coti Global Sensors catalog is an indispensable resource that should be on your desk right next to your customer list. It's that valuable!

Coti Global Sensors
Industrial Load Cells

Providing quality service is what we do.
Backed by numerous quality assurance certifications, we provide our valued customers with accurate, reliable weighing equipment and hardware.

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The Coti Global Sensors team can be reached by calling 866-762-2684, or you can visit our website at www.cotiglobal.com for further information.

Elevate your business today with Coti Global Sensors—where quality meets reliability!