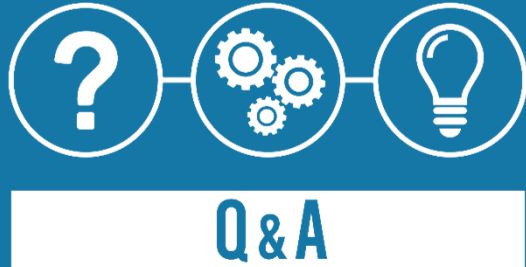


QUESTION TIME



A selection of the best Q&A.

LAUMAS[®]
Innovation in Weighing



LAUMAS-US: WHO WE ARE

Webinar 2021



#LAUMASKNOWHOW



Q&A

The questions of the participants, our answers.

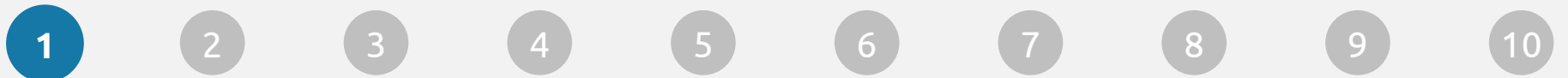
LAUMAS-US:
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LAUMAS®

Q Does LAUMAS U.S., besides the **theoretical calibration** service, also offer a **real calibration** service? Or is this only performed by specialized external companies?

A LAUMAS U.S. performs the **theoretical calibration** of instruments by pre-programming them based on data provided by the customer. We do not do **real calibration** because these operations should be done directly **in the field** once the system is installed. For this service we rely on local **specialized companies**, able to verify the correct functioning of the system with **sample weights**.





Q&A

The questions of the participants, our answers.

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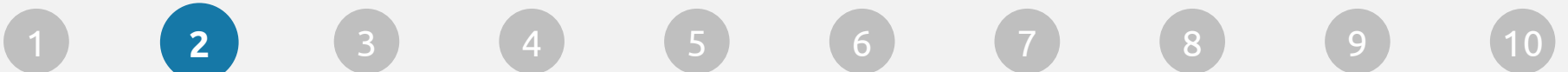
LAUMAS®

Q During the webinar you said that LAUMAS U.S. is looking for **partners** in other states of the **United States** to have a more local support network. Are you already collaborating with other companies?

A **Yes**, we work with **system integrators** and **machine** and **system builders** who use our products in their projects and systems.

We are also building a **network** of **specialized distributors** in the weighing sector that deals with **resale**, **support** and **services** on the territory.

Our project is to create a network as widespread as possible throughout the United States, so we are always looking for new partners.





Q&A

The questions of the participants, our answers.

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LAUMAS®

Q

Are you also present and active in the **Latin American** market?

A

Yes, of course. LAUMAS U.S. deals **directly** with the Latin American market, but we also have a vast network of **distributors** operating directly on the spot. Customers can thus choose the solution that best suits their needs.

To find out if there is a distributor in your area and ask for his contact, you can write an email to sales@laumas.it.

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Q&A

The questions of the participants, our answers.

LAUMAS-US:
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LAUMAS®

Q

Could you give some examples of companies that commercialize **LAUMAS weighing instruments** in their name?

A

We have several customers who buy LAUMAS electronics and apply their trademark.

An example in the United States is **Rice Lake Weighing Systems** which commercializes various models of our **electronic equipment** with its own label.

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Q&A

The questions of the participants, our answers.

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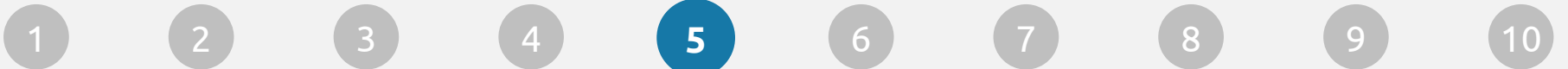
LAUMAS®

Q

How long is the **warranty period** for your standard products?

A

The warranty is for **24 months** and covers the manufacturing defects of our products.





Q&A

The questions of the participants, our answers.

LAUMAS-US:
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LAUMAS®

Q

What is your **NTEP** certified **load cell** with the **highest capacity**?

A

To date, the NTEP certified load cell with the highest capacity we are producing is the [FTKL 5000 kg](#) model.

We decided to apply for NTEP certification starting with our **most popular** load cell models on the US market:

- For **single-point** load cells: [ALL](#), [AM](#), [AZL](#), [AZLI](#) models (20 to 500 kg).
- For **tension** and **compression** load cells: [SL](#) model (100 kg, from 500 to 2500 kg)
- For **shear beam** load cells: **FTKL** model
- For **bending beam** load cells: [FCOL](#) model (50 kg to 500 kg + link)

The project is under development and growth and this is just the beginning

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Q&A

The questions of the participants, our answers.

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Q

Do you make **weight indicators** for **dynamic weighing** applications?

A

Yes, we make them, but we don't sell them directly.

For their **commercialization** we rely on a **partner company** specialized in dynamic weighing that develops the **software** and all the elements necessary for these applications.

For any need and to receive the contacts of the company we work with, please write to us at sales@laumas.it.

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Q&A

The questions of the participants, our answers.

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LAUMAS®

Q How do you manage **earthing systems** and **protection against lightning and electrostatic discharge**?

A In our catalogue we have products with an **integrated** lightning and electrical shock protection device (**surge arrestor**). There are:

- load cells ([CO](#))
- weight transmitters ([CLM8 series](#))
- junction boxes ([CE41INOX](#), [CE81INOX](#))

We have made a [video](#) dedicated entirely to earthing and electrostatic discharge systems and, more generally, others that explain step by step all the [rules to follow to correctly install a weighing system](#).



Q&A

The questions of the participants, our answers.

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LAUMAS®

Q

How do you see your **products** in the **IoT** (Internet of things) industry?

A

Among our **electronic instruments** there are several models of weight transmitters and weight indicators that integrate an IP address and can then be connected to a network.

We are also developing a project that will enable connecting our instruments to a gateway to **save** and **store** weighing **data** on a **cloud-based platform**.

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Q&A

The questions of the participants, our answers.

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LAUMAS®

Q Among your **software** programs is there one that allows **configuring** the instrument **parameters** and, in particular, changing its **IP address**?

A **Yes**, [Instrument Manager](#) is our **supervision software** that allows you to configure your instruments.
Other features include:

- **archiving** the **settings** of each instrument and downloading them onto another device;
- performing **theoretical** and **real calibration**;
- performing **firmware updates**.

The ability to change the IP address via software depends on the instrument model and the fieldbus used and is always indicated in the instrument's **user manual**.