



## W. Gardner, LLC.

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Elliot Jones  
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**Specifications & Tolerances Committee**  
**National Conference on Weights and Measures (NCWM)**  
1135 M Street, Suite 110  
Lincoln, NE 68508

Subject: Request for NTEP Certification for Loadscan Load Volume Scanners

Dear NCWM Specifications & Tolerances Committee,

I am writing on behalf of W. Gardner, LLC, we have been using Loadscan Load Volume Scanners in our operations for almost 5 years now. We strongly support this technology to receive full NTEP Certification and any changes to weights & measures regulations required to enable this.

We initially used the Loadscan LVS system to invoice our clients for the exact volume of dirt they purchased versus by the load (and an assumed volume per load) that had become the historic normality here in Jacksonville, FL. This showed the client a level of transparency they had not received in the past, which they really appreciate. This also put the dirt supplier and transporter of this dirt on notice, as we required them to no longer bill us by the load, but rather by the cubic yard. We instantly saw the volume of dirt per truck load increase, which made the trucking company more efficient and we received more dirt in a less time that lead to reduced project schedules. We are also able to (and our clients) login to a Dashboard via the internet and monitor the loads and volumes live that are being delivered to a particular project. The consistent accuracy and ease of use has improved the operations of all parties involved.

We have grown our company and reputation from 12 employees to 175 employees over the past 7 years on the trust of our customers. Loadscan has been a big part of what we have built because they allow us to provide transparency that backs up our invoicing. The Loadscan system has been instrumental in ensuring that we charge accurately for business-to-business bulk material transfer transactions.

We strongly support the adoption of a legal metrology framework that enables volumetric measurement technology such as the Loadscan Load Volume Scanner to be NTEP certified and verified for trade use. It is proven technology that delivers accurate and reliable volume measurements, and



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certification would greatly benefit businesses like ours that rely on fair and accountable measurement systems and trade in volumetric quantities.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Elliot Jones', with a stylized flourish at the end.

**Elliot Jones**  
**President**  
**W. Gardner, LLC**