

TELEPHONE: 410-420-7535
TOLL FREE: 800-753-6696
TELEFAX: 410-420-7537

E-MAIL: JBARNES@LOADOMETER.COM
HTTPS://WWW.LOADOMETER.COM



CORPORATION

PORTABLE WEIGHING DEVICES

9540 DEERECO ROAD
TIMONIUM, MD 21093

1. Do you approve or reject the renewal for the next 12 months under the same terms and conditions? – Yes, as long as you agree to the new price sheet that reflects current tariff's and exchange rates.

Per our usage reporting tools, I believe this is a contract that is getting some sporadic usage. This renewal will be for the final year available on the contract. Please let me know if you have any questions or concerns.

2. Do you understand that a price adjustment may result in the decision to rebid this contract? – Yes, see answer to first question.

3. Are there changes, additions or products that have been discontinued on this contract? If yes, list them here: No.

4. Thank you for your continued timely responses with supplying Quarterly Reports and Administrative Fee payments as per the current contract. Those requirements will continue to be part of any renewal determination. – Yes.

"WEIGH THE LOADS AND SAVE THE ROADS"

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Haenni WL101 Quantity Discount Schedule 2026

UNITS	%Discount	\$Discount	Price
01-19	0%	\$.00	\$5,995.00
20-49	2%	\$119.90	\$5,875.10
50-99	4%	\$239.80	\$5,755.20
100-149	6%	\$359.70	\$5,635.30
150-199	8%	\$479.60	\$5,515.40
200 +	10%	\$599.50	\$5,395.50

"WEIGH THE LOADS AND SAVE THE ROADS"

From: jbarnes@loadometer.com
To: [Hicok, Lara](#)
Subject: RE: State of Iowa Master Agreement #24064 Renewal Inquiry
Date: Wednesday, May 27, 2026 1:24:47 PM

Hi Lara,

Tariff #8423899000 which is currently **12.9%** on all of the scales and parts that we import. (Originally 2.9% then it went to 41.9% then down to 15% and now 12.9%)

USD to Swiss franc is .78 to 1 currently (.22 in favor of swf) This has been the last 5 years.

As far as paperwork. What do you need to see?

Thanks again,

Jeff Barnes
Vice President
Loadometer Corporation
9540 Deereco Road
Timonium, MD 21093
410-420-7535 - Office
410-420-7537 – Fax
1-800-753-6696
www.loadometer.com

From: Hicok, Lara <lara.hicok@das.iowa.gov>
Sent: Wednesday, May 27, 2026 2:02 PM
To: jbarnes@loadometer.com
Subject: RE: State of Iowa Master Agreement #24064 Renewal Inquiry

Do you have any supporting documentation for the tariffs and exchange rate impacts to your pricing?

Thank you,

Lara Hicok
Procurement Specialist

Please note that effective May 4, 2026, my email has changed to
lara.hicok@das.iowa.gov

State of Iowa
Department of Administrative Services

Central Procurement
1305 E. Walnut St
Des Moines, IA 50319

Phone: 515-745-2526

From: jbarnes@loadometer.com <jbarnes@loadometer.com>

Sent: Wednesday, May 27, 2026 12:03 PM

To: Hicok, Lara <lara.hicok@das.iowa.gov>

Subject: RE: State of Iowa Master Agreement #24064 Renewal Inquiry

Hi Lara,

Unfortunately, due to the current Swiss tariffs and exchange rates I am unable to agree to the prices on the contract.

I am attaching a copy of the current price sheet which reflects the current Swiss Tariffs.

If this is something you would be able to consider, please let me know.

Thank you,

Jeff Barnes
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From: Hicok, Lara <lara.hicok@das.iowa.gov>

Sent: Wednesday, May 27, 2026 11:25 AM

To: jbarnes@loadometer.com

Subject: State of Iowa Master Agreement #24064 Renewal Inquiry

Good day,

My name is Lara Hicok and I am reviewing the renewal of the Master Agreement 24064 between Loadometer Corp and the State of Iowa. The current Period of Performance is 9/19/2025-9/18/2026. The current agreement is attached for your review.

1. Do you approve or reject the renewal for the next 12 months under the same terms

and conditions?

Per our usage reporting tools, I believe this is a contract that is getting some sporadic usage. This renewal will be for the final year available on the contract. Please let me know if you have any questions or concerns.

2. Do you understand that a price adjustment may result in the decision to rebid this contract?

3. Are there changes, additions or products that have been discontinued on this contract? If yes, list them here:

4. Thank you for your continued timely responses with supplying Quarterly Reports and Administrative Fee payments as per the current contract. Those requirements will continue to be part of any renewal determination.

Please respond with your questions or concerns with renewal of this contract with the State of Iowa for another year, no later than 6/19/2026. Please provide your responses via Loadometer letterhead addressing the questions above. My contact information can be found in my signature line below.

Thank you,

Lara Hicok
Procurement Specialist

Please note that effective May 4, 2026, my email has changed to
lara.hicok@das.iowa.gov

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Central Procurement
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Phone: 515-745-2526