

NEW ELECTRONIC WEIGHING PLATFORM STREAMLINES OPERATIONS AND IMPROVES BOTTOM LINE

SUMMARY: The development of a new weighing platform and instrumentation system improved operational efficiency, reliability, and accuracy for this leading truck weighing service company.

FACTS: CAT Scale Company is the largest truck scale network in the world, with more than 925 locations throughout the United States and Canada.

PROBLEM: CAT Scale led the industry with its truck weighing service performance; however, the company wanted to improve the flexibility of its scales to streamline operations and achieve new areas of growth. CAT Scale sought new ways to improve the scales they used to capture data from the trucks weighed every day by adding an automated billing and accounting process.

In the past, truck weighing service representatives recorded each truck weight and then informed CAT Scale of the transaction count. The weighing service personnel had to complete paperwork, sometimes taking an hour a day to finish, and then submit it to headquarters.

SOLUTION: CAT Scale called on Fairbanks Scales, the industry leader in weighing equipment, to develop an electronic daily report providing the weight of each truck at each weighing service facility. Fairbanks Scales created a new weighing platform featuring an electronic instrument that weighed the trucks and electronically fed the data to CAT Scale headquarters.

According to Fairbanks Scales' Tom Luke, CAT Scale vice president Gary Lafollette told him, "We're going to make each other a better company," and Luke said they did. Fairbanks Scales saw this as an opportunity to showcase their innovative problem-solving abilities and developed an all-new truck scale platform as well as electronic instrumentation system.

"We discussed the challenges of designing a new scale. Then, we put the ideas up on the easel and quickly developed a new truck scale. The solid design of this new truck scale led to an opportunity to develop all-new electronic instrumentation based on Fairbanks Intalogix® Technology."

"We have been very pleased with the relationship we have with Fairbanks Scales," said Gary Lafollette, vice president of CAT Scales. "It is very refreshing when an OEM, such as Fairbanks, asks you, "what do you want?" then, works tirelessly to develop and build the exact product you request. Fairbanks has given us what we believe to be the most innovative and advanced equipment available in the industry. It will help to ensure CAT Scale's leadership position in the certified weighing business."

RESULT: The truck stop weigh station personnel now save at least an hour a day not only by generating accurate reports, but also by seamlessly transmitting them to CAT Scale headquarters. In addition, CAT Scale has a truck scale that meets the demanding requirements, while maximizing up time. For Fairbanks Scales, Luke believes they showcased their innovative problem-solving and technology capabilities and became a better company. "We really pushed past our limits to develop the new instrumentation," he said.