

Productivity means no dead weight

Martin Ambros is firmly convinced that, sooner or later, virtually all heavy trucks will be equipped with onboard weighing capability. Sure, his company, Air-Weigh, Eugene, Ore., stands to do a lot of business if he's right. But I'd still put money on his prediction. Onboard weighing just makes too much sense – has become too affordable – to ignore.

The reason are, or should be, compelling. Onboard weighing can:

- Reduce or eliminate commercial scale fees;
- Reduce time spent weighing and legalizing loads. And if a load or sliders require adjustment, it's done at your facility, where there's quality help available;
- Eliminate the cost of out-of-route miles wasted driving to scales;
- Eliminate overweight fines;
- Improve revenue opportunities – instead of loading light to avoid fines and check-weighing;
- Interface with RFID technology to transmit your legal-load status to weigh-stations, while your truck keeps moving;
- Reduce disputes with shippers over weight and final charges;
- Be used as a driver recruitment/retention feature;
- Be retrofitted on older equipment in a few hours by teeing into air-suspension lines. A microprocessor uses suspension air pressure to determine and display ground weight, accurately, to within a couple of hundred pounds.

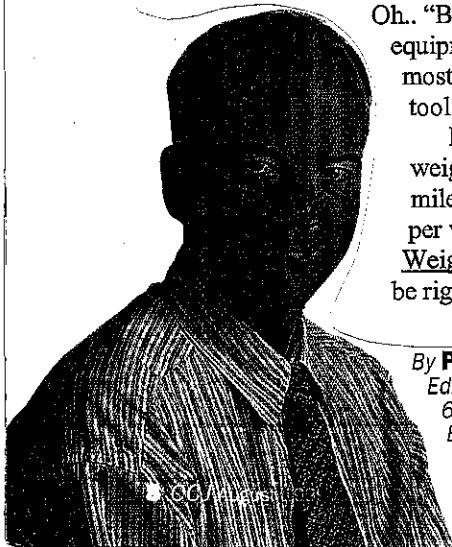
“The minute managers add up the costs of traditional methods of weighing, they realize no other trucking accessory on the market can provide as big of a return on investment as onboard scales,” Ambros maintains.

Taking quantifiable elements into account, he calculates that an AW5700 scale can pay for itself in less than six months (Air-Weigh scales go for \$1,085 for a tractor and \$625 for a trailer and include drop and hook functions).

That return on investment could even be a bit conservative. “The savings on scale fees alone are enough to pay for the onboard scales,” notes Dick Durst, president of Arctic Express, Hilliard, Oh. “But the real gain is in better productivity and equipment utilization, better customer service, and, most importantly, giving our drivers a really great tool to help them better manage their jobs.”

If you know how many loads you pay to have weighed per year, the number of out-of-route miles to scales, and the amount of time invested per weighing, the savings calculator at www.Air-Weigh.com will tell you if onboard scales appear to be right for your operation.

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