

## Information on Scales:

After looking at your current scale, we discovered that the checking system has been severely damaged and we are unable to get parts to repair it. That scale is very old and they no longer make the parts for it. Even if we attempted to fix to it, you are looking in the \$20,000-\$30,000 range just repair it and there is no guarantee that the repairs will allow the scale to function as it was designed.

The currently scale that you have operates on analog load cells which is 1960's technology. We have the capability to sell you guys another scale that operates on the analog load cells or we can sell you the newest technology which has tremendous advantages over the analog.

### **Analog Scale:**

Pros – Lower up front cost

Cons – Outdated technology, very susceptible to lightning and power surges (load cells and junction boxes fail often), high maintenance cost to repair and maintain scale, load cells start to drift out of calibration more frequently after about a year of use, only have about 90 day manufactures warranty.

### **Mettler Toledo PDX System:**

Pros – The most technologically advanced load cell in the world, can take a direct hit from lightning and not be damaged, can go underwater and not be damaged, there are less parts on the PDX scale system than an analog system (less parts that can break), ***10 YEAR FULL COVERAGE WARRANTY (100% covers labor and parts if anything breaks or quits working on the scale, ZERO cost to you)***, very low maintenance cost after warranty expires, the system communicates when something is wrong with the scale and tells you on the indicator what the problem is.

Cons – Slightly higher up front cost than analog (Maybe \$5,000 - \$8,000 difference from an analog truck scale)

### **\*Quote for Mettler Toledo Truck Scale (Turn Key Price):**

- New MT 70x11 PDX Steel Deck
- Side rails
- MT Terminal
- New foundation (above ground 25' ramps each end)
- Installation and calibration
- Freight

**:Total \$105,000**

4-6 week lead. Possibly quicker...

### **\*Rental Truck Scale Price:**

-70x11 Portable Truck Scale

***1<sup>st</sup> & 2<sup>nd</sup> Month - \$4,000 each month***

***3<sup>rd</sup> month and after - \$3,300 each month (If needed)***

- Labor to setup/calibrate and then break down and load up the scale when finished - ***\$5,000***

- Freight – ***TBD***

- Crane Rental to off load and load scale - ***\$6,000***

(I'm working with 2 different companies to see how quickly we can get a portable truck scale to you)