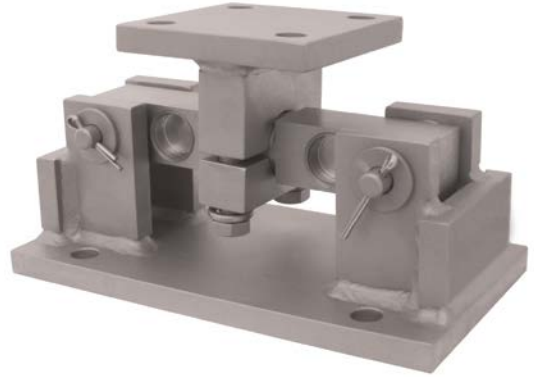




## Beginning a Beautiful Relationship — 9104FB Omnicells

Fairbanks has a solid and successful track record in tank weighing assemblies, and the word is spreading. Many industrial processes need and demand weight integration in the inventory holding tanks these processes depend on. This trend is expected to continue as more and more tank users demand integrated weighing systems on their above-ground tanks. With our expertise, Fairbanks is perfectly positioned to deliver on these demands. In fact, an original equipment tank manufacturer recently approached Fairbanks to solidify a partnership related to tank weighing assemblies.



An experienced tank manufacturer contacted a local Fairbanks Area Sales Manager (ASM) looking for a weighing solution for their tank manufacturing business. This manufacturer looked to Fairbanks for expertise and products capable of being integrated into their manufactured tank equipment.

End users regularly demand a total weighing vessel solution from this OEM. In an effort to provide one stop shopping to their customers, the tank manufacturer utilized a Fairbanks Omnicell weighing assembly to provide a true weighing vessel. By partnering with Fairbanks, the OEM was able to step outside the typical noise of competitive tank manufacturers to provide a more valuable weighing solution.

Fairbanks' ASM recognized the opportunity to leverage the 9104FB stocking program in order to secure a long term business relationship with this tank manufacturer. After the initial qualifying discussions with this customer, our ASM contacted the Omnicell Product Manager for support in seizing a long term relationship with the tank manufacturer. Fairbanks currently maintains a large inventory of 9104FB Omnicells at the St Johnsbury manufacturing facility. In order to support this specific account, additional inventory has been added—and earmarked for this unique account—which guarantees availability. This approach helped solidify the beginnings of what will surely be a long-term relationship.

Additionally, Fairbanks connected our new partner with our nationwide service team to provide national service programs. As a result of this partnership, Fairbanks offers a unique and dynamic capability of calibration and service for new and existing tanks throughout the United States.

This is just one example of how the Fairbanks Scales Sales, Service and Product Management teams worked together to satisfy and exceed our customers' needs with solutions beyond their expectations.

Do you have a similar need? Contact Fairbanks Scales' Product Management team today!

**For more information about Fairbanks Omnicells, visit our [Omnicell web page](#).**