



PDQ Scale

An area Sales manager (ASM) had developed a relationship with a local pipe company and uncovered an opportunity to help them with a scale solution. The pipe manufacturer had no means to confirm product / shipping weight. They were purchasing steel coils based on weight so they needed a scale to confirm the weight of the coils. This was not going to be a simple solution as it required an unusual nonstandard capacity coil scale and their need was extremely urgent—coils were already ordered and on their way! If the customer could not find a solution, and fast, this pipe manufacturer would be left with two unattractive options:

- They could take the steel coil manufacturer's word for the weight of each coil—a 1% error would cost approximately \$121,000, or
- They could pay a port holding fee for these coils until a scale was installed—up to \$12,000 a day.

The ASM worked with the pipe manufacturer to identify their exact needs. The scale usage would be extremely fast paced (400 coils in two days) and then idle until the next ocean shipment arrives, weeks or months later. The customer needed the scale delivered, installed, and operating within six weeks.

A Heavy Capacity Solutions request was entered for a custom Aegis Coil Scale to weigh coils 72" wide, 86" in diameter and weighing up to 95,000 pounds each. The ASM secured the order.



The Meridian facility, from engineering to drafting to manufacturing, pulled out all the stops and shipped the scale three days ahead of the original forecast ship date. The local Fairbanks Service team was ready and did an incredible job installing the scale quickly and professionally.



The customer was able to begin the two-day process of weighing their incoming coils on time, with no port holding penalties—and they paid only for the steel they received, **thanks to the Fairbanks Scales Team!**

To learn more, contact Fairbanks Scales at 816-451-4107 or visit us on the Web at www.Fairbanks.com.