



TensileCore Engineered Concrete

Compromise much?

So, you are busy selecting a new or replacement truck scale for your business. Surely you have considered your environment and how it will tax the strength of the scale you select. You have likely considered traffic cycles, the material you are weighing and even how much maintenance cost you will see over the scales life. You have done your homework and understand how all of these things impact your long-term cost of ownership. But, have you found that other demands are leading you to compromise between what is best for your process and what works today? Have you found that your organization's immediate needs are taking priority over the best decision?

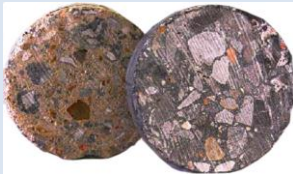
Some find unavoidable challenges force a compromise between the best scale and what your organization demands right now. The best example is when a steel deck scale is purchased because there is no time to wait for a concrete deck to cure. It becomes more important today to get a scale in place than choosing the best long-term solution. Anyone who has purchased capital equipment knows that compromising is a real part of evaluating new equipment.

In just about any application, a concrete deck truck scale is a better long-term solution than a steel deck scale. When was the last time you drove across a steel bridge on the highway? Chances are every bridge you see is made of concrete. Strength, surface wear, maintenance needs and cost make concrete the best material for bridges. A truck scale no different, it is simply a bridge. With scale deck slab thicknesses of 4" to 8", there is no comparison to ¼" or even ½" steel plate. Concrete doesn't rust, bend, warp, dimple or otherwise wear out. Steel decks have a fixed lifespan. Once used up, a steel deck will need replacement. However, a concrete deck scale can last many, many years beyond a steel decks lifespan. Steel deck scales are usually sold when deadlines are looming, or buyers are unwilling to take on risks common with field installed concrete. If you think about it, it's much easier to sell a steel deck than a concrete one. With traditional field pour concrete, the seller must manage two steps in the installation process rather than one. With concrete, the seller must manage the installation process and the concrete pour, finish and cure. What can happen is that steel deck scales are sold based on seller convenience rather than what the buyer really needs.



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For truck scale buyers, this is no longer the case. You don't have to compromise. Advancements in engineered concrete technology now mean you have another option. You don't have to wait on concrete cure times. You don't have to take on unnecessary risks. You don't have to manage a team of subcontractors. If you are evaluating a new, or replacement truck scale, be sure that you consider a factory poured concrete deck scale. You no longer have to compromise to get the best solution for your business. Your options shouldn't be limited to one type over another simply because of time constraints, project management issues or even finished product quality. Most of all a factory poured scale will deliver what is best for your company.



TensileCore Engineered
Concrete (right) and
regular concrete (left)

Meet TensileCore Engineered Concrete

Fairbanks now offers factory poured engineered concrete—TensileCore concrete. TensileCore was developed so scale buyers would no longer find themselves compromising between getting the best scale and time to service. A TensileCore scale can be installed and ready for use in the same day – 1 day installation. Selecting TensileCore eliminates any risks of traditional field pour concrete. Finally, TensileCore features technology that makes it the most durable scale regardless of your unique challenges.

1-day installation

Your business needs to be operational to be profitable. Every day spent waiting on a scale means an interruption to the revenue stream. As a result, you probably want the shortest construction time-frame possible. Installing a field pour scale gives you a better deck than steel but, it may not be realistic with your construction schedule. Since adding time for concrete to cure adds to the construction time, you might find it attractive to just install a steel deck scale instead. Eliminating a concrete deck from consideration may help you meet your time-frame deadlines but, you give up all the benefits of a concrete deck truck scale as a result. Scale buyers no longer have to make this decision because Fairbanks has developed a better option. Fairbanks can deliver a fully cured, concrete deck scale, eliminating any time delays. That means you can purchase and install your truck scale without interrupting your business. TensileCore concrete is poured, finished and cured under factory controlled conditions. With this new option, you can have all the benefits of a concrete deck without adding time to your construction schedule.



TensileCore Engineered Concrete

No-risk concrete

A properly poured, finished and cured concrete deck truck scale will provide you years of trouble free service. The key word though is properly. Some buyers will prefer a steel deck because there is less risk as compared to a field poured scale. Again, a compromise is made. The benefits of concrete are sacrificed to prevent concrete quality issues from becoming a problem later, for the owner. With TensileCore engineered concrete, this is no longer a compromise you have to make. When you select TensileCore, you are selecting a properly built concrete deck. The mix is engineered with steel fibers and silica fume to add reinforcement and density – something field pour concrete commonly doesn't offer. The pour and finish is supervised and done under ACI (American Concrete Institute) guidelines – something that may or may not happen in the field. The slump, temperature and air entrainment are all controlled and documented at the factory based on ACI guidelines – something that may or may not happen in the field. All of this factory control leads to a properly finished concrete deck. Using these technologies and methods eliminates any potential for sub-standard quality concrete. TensileCore engineered concrete is properly made and offers you an option to steel and confidence that it is done right.



Engineered concrete mix, factory poured and cured

The most durable scale

With traditional field poured concrete scales, the quality of the cure isn't realized until after a 28-day cure time. Typical compressive strength testing is done by evaluating sample cores that require the same 28-day cure. So, what is a buyer to do when after 28-days the compressive strength does not meet the minimum specification? The buyer has two choices, neither of which are attractive. Buyers can reject the pour and demand a new scale. Busting concrete out and re-pouring is just not realistic and shouldn't be an option. In this case, the buyer will have additional time-delays getting a replacement scale into service. Imagine the time and headache involved with this choice. The second choice is to accept the scale as poured. The problem with this choice is that compressive strength is critical to the scales longevity. A sub-standard compressive strength will equate to a premature failure of the concrete down the line. In the past, scale buyers have compromised and selected a steel deck scale just to avoid this type of situation. However, you no longer have to compromise based on questionable durability. With TensileCore concrete, the compressive strength is documented before the scale arrives ready for duty.



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Demand what you need—don't compromise

Fairbanks has years of experience in developing the best technology for even the most rugged applications. We understand the challenges of your scale weighing needs. That's why we developed the TensileCore engineered concrete. Fairbanks hybrid approach to providing a factory poured and cured concrete deck truck scale means that you can get all of the benefits of a concrete deck without the added construction delays, risk and most of all, a better long-term scale.

For more information about the Fairbanks Scales products that have TensileCore Engineered concrete, please visit www.fairbanks.com.



Fairbanks Scales
Weighing the World
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