

**Article from the Finnish magazine Metsätrans (issue 05/2021) page 49-51 translated\* in English:**

## **Weighing accuracy determines the choice of scale**

**Timber crane scales have been the talk of the industry over the last few years, and even more so this winter. Compared to the price of the whole truck, this is a relatively inexpensive, but even crucially important piece of equipment in terms of profitability.**

Within Finland, the industry is small, so user experiences spread quickly, especially negative ones. The importance of the reliability and weighing accuracy of crane scales has steadily increased as the stricter application of the law on customer liability has led to increasingly severe penalties for overloading by sawmills towards forestry companies.

If the weighing result is wrong, it is always the driver who pays the price. Driving with a light load is unprofitable, driving with an overload doesn't mean more money but there is the risk of a driving ban. The balance between the two is a real challenge if you can't trust the measurements of your scale. This also causes stress for drivers.

### **Accurate measurements are also a road safety issue**

Närhi Oy has been an importer of Steelyard-Peson products for five years. According to Managing Director Mr. Tomi Haring, more than 50 scales have been sold in Finland. Initially for Kesla timber cranes, but later also for Epsilon and Loglift cranes.

Steelyard-Peson is an accurate scale. With all the penalties, accuracy is of course the most important feature of a scale, but it is also a matter of road safety. The load has to weigh what it is supposed to weigh," Mr. Haring points out.

Recent upgrades to the product have also improved usability. According to Mr. Haring, customer focus is important, as customers have different needs. Although the manufacturer is French, through Närhi customers can get support from Finland and in Finnish.

As an importer, we will of course handle any warranty repairs in good cooperation with the factory, and also within a reasonable timeframe. So far, there have been no complaints from customers. It is of the utmost importance that if something needs to be fixed, it is done quickly," says Mr. Haring, thanking the manufacturer.

According to Mr. Haring, the Steelyard-Peson scale is not the cheapest on the market, but the most accurate.

What becomes expensive for the customer is if the weight of the load is not correct.

### **The customer decides**

VTA Tekniikka is the Finnish importer of Epsilon cranes, and they also often install wireless scales on cranes in Pirkkala in connection with crane installation.

I have always tried to keep a set on the shelf for possible emergency installation needs, but thanks to the importer they can also be obtained quickly if needed," says Mr. Jari Kossi from VTA Tekniikka.

According to Mr. Kossi, they are neutral in terms of scales.

When we order a crane, we always discuss with the customer which scale he wants to install. If the customer chooses a Steelyard scale, then this is installed on the crane.

According to Mr. Jari Kossi, for Epsilon cranes, the choice is concentrated around three scale manufacturers: Tamtron, Intermercato and Steelyard-Peson. The latter is a slightly more recent alternative, having been installed on Epsilon for a couple of years.

The customer's own previous experience is, of course, a key factor behind the choice of the scale. A brand that has worked well will not be replaced lightly, and vice versa. Weighing accuracy is of course the most important factor when choosing a scale. In addition to reliability, operating costs are also a factor, and the third factor is the experience of other users," Mr. Kossi sums up.

Mrs. Janna Wolin, who sells Loglift and Jonsered timber cranes, agrees.

Steelyard-Peson has now become one of the options alongside the others. Their products may not be as well known yet, but they are a very valid alternative and we have sold several of them," says Mrs. Wolin.

### **Weighing accuracy is an issue**

Over the past year in particular, weighing accuracy has also been a huge issue for Mr. Kossi's customers, and he says he understands very well the anxiety of the drivers..

Yes, lately almost every conversation seems to turn to scales. With stricter penalties for trucks and even driving bans on the horizon, incorrect weights are naturally stressful.

At Steelyard-Peson, the margin of error in weighing has been in the order of 1%, and even customers think that's a very good level. Accuracy and reliability give peace of mind, but of course there must always be a small margin in the loads, especially in winter (weight of snow)," says Mr. Kossi.

Mr. Jari Kossi says that he has also provided some support to customers, for example with Steelyard-Peson updates.

New software versions have been coming in steadily, and Finnish was added to the system some time ago, which I think is a good indication that the manufacturer is interested in Finland as a market," Mr. Kossi concludes.

## Satisfied drivers

This magazine published an article about Mr. Mika Iso-Pellinen, who was the first in Finland to try out Steelyard-Peson scales, back in the summer of 2016. In the early days, the challenges were caused by the harsher frosts, but since then Mr. Iso-Pellinen has been pleased with the accuracy.

Mr. Jarkko Vesala's first Steelyard-Peson scales came a couple of years ago on Epsilon's Q17 crane.

At the time I was looking for an alternative and had heard positive comments about the weighing accuracy of this manufacturer. In the first wave we had two Steelyard-Peson scales, and now recently a third, which is probably the best indication that I have been satisfied," says Mr. Vesala.

Vesala Wood Transport (photo green Scania p. 84) uses the scales with great reliability.

There have been no technical problems, and the battery life has been surprisingly good - around four months. Now they promised that the new upgrade package and antenna would improve the battery life even more, time will tell what the reality is, Mr. Vesala says.

For Mr. Jarkko Vesala, the accuracy of the scales is also more important than the price.

I'm happy to pay a little more if I can trust the device to work. Even one driving ban to the factory as a result of an inaccurate weighing result quickly pays off the entire price of the scale. When the price difference between different manufacturers' equipment is at most a few grand, this is certainly not a place where savings are worth seeking. The scale must be a working toy that can be relied on in all circumstances. If there is no trust, it will also cause under-loading, and thus a loss of revenue for the company," concludes Mr. Vesala.

Steelyard Peson :

- French manufacturer of scales, based in Bordeaux (products 100% made in France)
- David Accambray, inventor of the system, founded the company in 2011
- Products used all over the world - more than 2500 units (almost half of them in France)
- The company is present in 22 countries: Europe, North and South America and Australia
- Weighing accuracy of 99% is guaranteed for life.
- The scales are made from one solid bloc of high-strength steel and are designed for intensive use.
- The scales are highly resistant to vibration and pressure,
- The system is completely wireless and maintenance-free, with a battery life of several months due to low power consumption.
- The Steelyard Peson product range covers more than 60 standard models.

*\*translation is subject to confirmation*