

DEALER TESTIMONIALS



United Scale, Matt Goddard:

The digital truck scale we helped install was the prototype at a rock quarry; which, coincidentally, replaced the original prototype PRC truck scale. The facility rarely survived a thunderstorm prior to the new digital truck scale's installation. In the past two years since this new digital truck scale was installed, we have not replaced any load cells, and, in fact, haven't made any calibration adjustments during our 90-day inspections.

Absolutely unbelievable! The new weigh bridge is tremendous in strength and the ball suspension that provides checking without bumper bolts is a welcome and exciting change.



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Hawkeye State Scale, Gary Knorr:

Hawkeye State Scale asked to be a beta test site for Cardinal's new digital truck scale. We have always been a supporter of new technology and felt that we could deal with being a beta test site. In our market today, we have seen and competed with competitor's digital truck scales. We have been opposed to the concept of canister load cells and the new Cardinal digital scale with the double-ended shear beam design was an exciting competitive edge in dealing with our many competitors selling the me-too digital canister load cells.

the double-ended shear beam design was an exciting competitive edge

After installing the Cardinal digital load cell, it met Hawkeye State Scale's high standards for customer satisfaction due to a number of factors:

1. Ease of installation with the load cells factory installed
2. Simplicity in design now with fewer moving parts and wear points
3. Ease of wiring with the new daisy-chain design
4. Speed and accuracy of set up with the digital calibration protocol
5. Remote diagnostics that will give us the ability to create greater customer loyalty and cost savings for both the customer and Hawkeye State Scale

These factors make the new Cardinal digital truck scale a home run!

Pioneer Scale, Keith Crews:

I believe that in order to offer exceptional customer service as a scale dealer, we must aspire to sell progressive equipment designed to provide that exceptional service. As soon as Pioneer Scale found out that Cardinal Scale was engineering a new product that had the ability to get ahead of potential service issues by integrating IoT and outside monitoring, we wanted to go to the front of the line. Pioneer Scale installed our first of many fully digital load cell systems in central Arkansas. It was everything that a scale company wants when installing equipment: easy to install with a minimum of components to terminate or put together.

The newly-designed Cardinal digital truck scale is by far the easiest truck scale on the market to install. All of the wiring has been pulled when the scale arrives onsite and the load cell cables are connected within a minute of setting the scale into place. With the single ball suspension system, no checking is needed on the scale further simplifying the installation process. Two men properly equipped should be able to install the scale, set the anchors, and calibrate within a 4-5 hour window. I truly believe that this product has the ability to disrupt the scale market!

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