



## What Scale Dealers Are Saying About the **GUARDIAN**

### TESTIMONIALS

“ One of the things most service companies fear is selling equipment so cheap that it doesn't last and you lose a valuable customer because of it. The Cardinal Guardian truck scale comes with hydraulic load cells which carry a complete lifetime warranty which is not pro-rated. This is unheard of in the truck scale industry! This covers anything that can be imagined that would happen to a load cell. The load cells are constructed of stainless steel and have no wear parts that would need to be replaced as they age. ”

**Keith Crews** | **Pioneer Scale** (Benton, AR)

“ We believe in the Guardian as our #1 offering in truck scales due to the lifetime warranty on load cells. We are located in a heavy lightning area and this scale is of true value to our customers. The Guardian eliminates down time for our customer increasing their productivity and paying for the higher price of the scale. ”

**Dennis Shaw** | **P & S Scale** (San Antonio, TX)

“ We installed two 100-ft-long Guardians a couple of years ago at LaFarge Cement. They called us the week of December 26th and said one scale was not reading correctly. My son went to take a look, popped the manhole cover, and saw that the scale was one big ice cube all the way up to the manhole covers. He had our tech bring down a barrel of liquid de-icer and they sprayed all three manholes. An hour later we had a company pump out the scale after we broke through the ice. They pumped out the five foot pit. We tested the scale and not a single adjustment was needed. Overall, we are very happy with the product. ”

**Charlie Twiss** | **Scale Service & Supply Co.** (Rensselaer, NY)

“ The addition of the Guardian hydraulic products to the Cardinal line has been very positive for us. The biggest plus is the reliability once they are installed properly. They hold calibration very well. The other big advantages are the lightning immunity and the no-problem washout for cleaning. We have sold both new installations and conversions with very few problems. Most recently we replaced a 120-ft-long and a 140-ft-long PRC with new custom Guardians and we added iCan to them. This turned out to be a great system. ”

**Rich Werth** | **American Scale Service & Supply Co.** (Lakewood, CO)

“ During heavy rains, some of our customers' scales would become submerged underwater which would get into the electronics and cause problems. That doesn't happen anymore with the Guardian hydraulic truck scale, and it has been underwater with no loss of service. I would recommend this scale to any customer who has moisture issues. Normal testing and inspections is all we have done to our Cardinal Guardian truck scales and they pass every state test. ”

**Kevin Charlton** | **Tuscaloosa Scale** (Tuscaloosa, AL)

“ Guardian truck scales are the best product for harsh environments. One of our latest Guardian installs was at a waste facility with a tipping floor. Electronic load cells did not hold up to the high-impact, high-volume loading. Along with a major rodent problem chewing electronic load cell cables and junctions boards, the Guardian has solved all issues and exceeded the expectations of our customer! ”

**Matt Hall** | **Northeast Scale** (Hooksett, NH)

“ The Guardian hydraulic truck scale was recommended to replace an electronic truck scale for a waste transfer station after years of load cell failures due to flooding. In the year since the installation, the customer has reported no problems at all and has said the Guardian was the best equipment decision they have made. Another truck scale application we did for a national recycling company consisted of two Guardian scales. The customer had previously installed electro-mechanical scales at other facilities and were subject to maintenance and calibration problems. The Guardian is a stable and reliable scale that has been operational 6 days a week in very hot and dusty conditions without fail. ”

**Dennis Davirro** | **Scale Center of Arizona** (Phoenix, AZ)