

## If Your Freight Re-Weighing Program Is Dropping Off... Keep It Moving with SkidWeigh



If the SkidWeigh System had been available in 1984, it's likely that Jack Batten would have thought twice about writing his murder mystery, *Crang Plays the Ace*. The plot of the Toronto-based thriller revolves around accounting sleight-of-hand car-tied out by garbage hauling firms. But SkidWeigh and its 99-percent-accurate on the spot weight readouts would have cut through the flimflam immediately.

In real life, the garbage hauling business is more interested in profits than murder and mayhem. But current ecological pressures have now compacted its money-making possibilities. The major culprit is the skyrocketing cost of dumping garbage or tipping fees at municipal dump sites. Current fees at Metro-area sites are \$170 per ton up from \$10.62 per ton in 1981.

"SkidWeigh is all-Canadian technology resulting from three years of effort and about \$500,000 in development costs," explains Zeljko (Ted) Jurca, the systems inventor. "And it's manufactured right here in Toronto. We've received Canadian, U.S. and Australian patents. And we've applied for ones in Japan and the European Community."

Jurca 42, is no basement inventor. He spent the past 20 years developing on-board computing devices for heavy duty trucks, such as a tachograph which graphs the revolutions per minute (rpm) of vehicle engines. More recently he has developed electronic monitors for tractor-trailer brakes and forklift truck use.

SkidWeigh is a computerized black box about the size of a taxi cab meter. The system has a pressure transducer mounted on the vehicle's hydraulic system between the lift control valve and lift cylinder. That becomes the system's weigh scale. The back pressure caused by the load is equal to the weight. In other words, the system uses the vehicle's hydraulic system to weigh its load.

"It's a lot easier on our equipment's hydraulic systems than other products on the market," explains John Sanderson, Vice-President and General Manager of L.W. Sanderson & Sons Cartage Ltd. in Brampton; owners of three SkidWeigh Systems. "And it is easy to install. The operator can do it alone in a couple of hours."

Still SkidWeigh's major attraction is its ability to save money. "In our business, drivers 'eyeball' the weight of a load and charge customers a flat-rate based on that estimate," says Sanderson. "But it is easy to be out a 1,000 pounds on a load. And if you do that a few times a day, you can lose several hundred dollars a trip. However, if we can provide a fast accurate weight, we can price more realistically. And customers are more confident that they are getting a fair shake from us as well."

"A user can earn back the \$3,700 cost of the system in a matter of months," says Jurca.

Sanderson's firm helped iron out the bugs in the system by testing it. And since SkidWeigh's official launch this past spring, there are six systems currently in use mainly by Metro-area haulage companies.

But Jurca's eyes light up at future sales prospects. "There are 45,000 front-end loaders in North America alone," he says, "and countless more in Europe and Japan." (Front-end loaders are the huge trucks that lift industrial-size garbage containers from commercial businesses.)

And SkidWeigh is infinitely adaptable to all these potential countries. It can be programmed in any language and because it is menu-driven, it is easy to use. And it can be used to weigh loads on other vehicles such as forklift trucks, side loaders and dump trucks by punching in the appropriate codes.

Ultimately, the SkidWeigh technology is more than a state-of-the-art portable weigh scale. "The data it captures can provide management with vehicle utilization rates and ways for measuring performance standards," he says. "For most fleets, such information is now based on guesswork not hard numbers."

by **KEN MARK**

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**WHY MAX CAN'T RELAX**

Toronto just came this close to losing its orchestra. What the battle-scarred Managing Director Max Tapper wonders now is, is anyone out there listening?

**CITY BUSINESS**

**INNOVATORS**

**Accu-Data**  
Inventor: On-the-spot Garbage Weighing

If the Accu-Data System had been available in 1984, it's likely that Jack Barten would have thought twice about wiving his murder mystery, *Coag Days & Aze*. The plot of the Toronto-based thriller revolves around accounting sleight-of-hand carried out by garbage hauling firms. But Accu-Data and its 99-percent-accurate on-the-spot weight readings would have cut through the *Blim-fun* immediately.

In real life, the garbage hauling business is more interested in profits than murder and mayhem. But current ecological pressures have now compacted its money-making possibilities. The major culprit is the skyrocketing cost of dumping garbage or tipping fees at municipal dump sites. Current fees at Metro-area sites are \$170 per ton up from \$10.62 per ton in 1981.

"Accu-Data is all-Canadian technology resulting from three years of effort and about \$500,000 in development costs," explains Ted Jurca, the system's inventor. "And it's manufactured right here in Mississauga. We've received Canadian, U.S. and Australian patents. And we've applied for ones in Japan and the European Community."

Jurca 42, is no basement inventor. He spent the past 20 years developing on-board computing devices for heavy duty trucks, such as a tachograph which graphs the revolutions per minute (rpm) of vehicle engines. More recently he has developed electronic monitors for tractor-trailer brakes and forklift truck use.

Accu-Data is a computerized black box about the size of a taxi cab meter. The system has a pressure transducer mounted on the vehicle's hydraulic system between the lift control valve and lift cylinder. That becomes the system's weigh scale. And the back pressure caused by the load is equal to the weight. In other words, the system uses the vehicle's hydraulic system to weigh its load.

"It's a lot easier on our equipment's hydraulic systems than other products on the market," explains John Sanderson, vice-president and general manager of L.W. Sanderson & Sons Carriage Ltd. in Brampton, owner of three Accu-Data Systems. "And it is easy to install. The operator can do it alone in a couple of hours."

Still Accu-Data's major attraction is its ability to save money. "In our business, drivers eyeball the weight of a load and charge customers a flat-rate based on that estimate," says Sanderson. "But it is easy to be out a 1,000 pounds on a load. And if you do that a few times a day, you can lose several hundred dollars a trip. However, if we can provide a far accurate weight we can price more realistically. And customers are more confident that they are getting a fair shake from us as well."

"A user can earn back the \$4,500 cost of the system in a matter of months," says Jurca. Sanderson's firm helped iron out the bugs in the system by testing it. And since Accu-Data's official launch this past spring, there are six systems currently in use mainly by Metro-area haulage companies.

But Jurca's eyes light up at future sales prospects. "There are 45,000 front-end loaders in North America alone," he says, "and countless more in Europe and Japan." (Front-end loaders are the huge trucks that lift industrial-size garbage containers from commercial businesses.)

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Ultimately, the Accu-Data technology is more than a state-of-the-art portable weigh scale. "The data it captures can provide management with vehicle utilization rates and ways for measuring performance standards," he says. "For most fleets, such information is now based on guesswork not hard numbers."

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"Jurca's SkidWeigh is more than just a state-of-the-art portable garbage scale"