

## Mobile Freight Weight Indicator:



SkidWeigh is an electronic device that can be fitted on any forklift to convert it into a mobile scale. Every time a skid is picked up, SkidWeigh is automatically activated by the hydraulic pressure on the lift forks and converted to a weight measurement (kg or lb). This measurement is immediately displayed to the operator on a digital indicator head during normal operating conditions.

## SkidWeigh Uses:

In the transportation and warehousing industry wherever forklifts are used to move products that require weighing or weight checking.

- Cross checking shipper's bills for reported freight weight versus actual weights to recoup lost
- Revenues.
- Progressive weight checks as trailers are loaded for either axle weights or payload weights.
- In manufacturing, checking end product weight or cross checking suppliers raw material weights.
- Weight checking any expedited operation that involves the movement of any products by a forklift truck

## Three Easy Steps Is All It Takes!

1. Pickup a skid and read the weight shown on the bill of lading
2. Compare the actual weight indicated on SkidWeigh against the reported weight on the bill of lading. If the weight variance is over the acceptable company level, move the skid to the "Legal For Trade" floor scale for verification and creation of a scale ticket.
3. Follow the same procedure on multiple skid shipments, processing the paperwork and attaching scale tickets to the bills of lading for subsequent weight correction and corrected billing.

## SkidWeigh System Benefits and R.O.I. Analysis

Based on a freight weight charge of \$10.00 per 100 lbs and with a weight recovery program of only 2,000 lbs per forklift, per working day; your company revenue will increase at least \$50,000.00 per forklift, per year.

This equates to a return of ten times your investment cost for the first year. Payback can be as little as four weeks, depending on the shipping practices of your customers and your timing and approach to recouping these lost revenues.

Obviously the more forklifts equipped with SkidWeigh, the greater the potential return.

If it takes 10 forklifts to handle your dock volume and you have only one unit equipped with SkidWeigh, you could be missing out on 90% of your potential recovery revenue.

### ***Applying Logic to Logistics. Get the Big Picture!***

## Freight Weight Revenue Recovery Levels

Average Daily Detection of Under Declared Freight Weights (lbs)	500	1,000	1,500	2,000
Daily Increased Revenue (\$)	\$50.00	\$100.00	\$150.00	\$200.00
R.O.I. (Days)	50	25	17	13
Yearly Earned Revenue Per Forklift (\$)	\$12,500.00	\$25,000.00	\$37,500.00	\$50,000

*\* Most fleets equipped with SkidWeigh are finding recovery weight losses greater than 2000 lbs per forklift per day.*

*\*\* Based on freight charge of \$10.00 per 100 pounds*

## SkidWeigh Yearly Revenue Increases

(Based on 2000 pounds average daily detection/correction of under declared freight load weights for transportation loading dock facility with 10 forklifts)

### Transportation Loading Dock Forklift Fleet Size

Number of Forklifts Within Loading Dock Operation	Company Yearly Increased Revenue
5	\$250,000.00
10	\$500,000.00
20	\$1000,000.00

## SUMMARY

- SkidWeigh is easy to install.
- SkidWeigh does not require operator training.
- With SkidWeigh there is no slowdown for material handling activity.
- SkidWeigh can uncover additional revenues by including skid weights which are not included on your customer's bill of lading.
- With SkidWeigh there is virtually no down time for system maintenance or re-calibration, as the units are designed for a rough application environment. External calibration is done in the unlikely event that repairs are needed; an exchange unit can be fitted in minutes.

The more SkidWeigh units installed in your forklift fleet, the greater the potential for recouping lost revenue. Each vehicle equipped with SkidWeigh should be viewed as a potential revenue generator, having the capability to recover additional daily income that might otherwise slip through your operation unnoticed.