

Using PT300DW™ Scales to Maximize Equipment Performance

Properly inflated radial tires reduce fuel consumption, soil compaction, and the time it takes to finish field work. Tirecraft Ontario, a leading provider of agriculture tire products and services in Ontario, offers personalized tire recommendations for their customers' agricultural equipment. To make the best possible determination, Tirecraft salespeople are trained to use vehicle weight as part of their sales process.

“Intercomp’s Scales are a crucial part of our business. Many of our Ag tires sales are driven from the economic impact the right tires, tire pressure, and ballast delivers for the customers”
– Kevin Barnim, Salesperson with Tirecraft Ontario.

[Tirecraft Ontario](#) has experienced great success using vehicle scales to help customers determine proper tire size, ballast, and tire pressure. They had been using a set of 20,000 lb capacity scale pads, which limited the selection of equipment they could weigh. The scale weights had to be viewed directly on the scales' indicators, causing inefficiencies in the weighing process and leading to possibly unsafe conditions. In addition to these restraints, the scales required a concrete weighing surface.

Intercomp suggested a set of [PT300DW™ Wheel Load Scales](#) with pad capacities of 40,000 lb each to handle the largest of agricultural equipment. Built-in wireless technology would allow viewing of weights on a PC or an [HH60™ RFX®](#) Wireless Handheld Indicator. The scale package was further customized for Tirecraft with Intercomp's [RaceWeigh™](#) software package to calculate corner balance percentages. These rugged, aluminum truck scales can perform accurately on dirt and other unimproved surfaces, allowing weighing operations to be performed wherever the customer's equipment is located.

The immediate benefit of the PT300DW™ scales was realized when a customer had Tirecraft come out to weigh his four-wheel-drive tractor and his combine. The customer's combine was using tires which required 28 PSI based on the equipment weight, but the detailed weight and balance information from the new scales and software led to the recommendation of a tire that could run at 17 PSI. This led to a 30 percent larger tire footprint, which significantly reduced soil compaction and fuel consumption, and better traction led to more efficient use of the combine's horsepower. The larger footprint also allowed the combine to run under conditions that might otherwise be considered too wet, leading to a larger window for the harvest to continue. Reduced compaction also has an important impact on how productive a field will be: less compaction equals healthier and higher yielding crops. The new set of combine tires was a lucrative sale that would not have happened without the information from the PT300DW™ scale pads.

These days, Kevin Barnim always has his PT300DW™ scales in his truck for weighing customers' equipment. A significant percentage of Tirecraft's agricultural tire sales can be attributed to being able to recommend the right tire and setup for the customer's application using Intercomp PT300DW™ scales. As active members of the Ontario Soil and Crop Improvement Association, Tirecraft Ontario is proud that their tire recommendations facilitate improved soil health and higher yields.



PT300DW™ double-wide wheel load scales accommodate large flotation tires and agricultural equipment.



Weighing operations using PT300DW™ scales can be performed where the customer's equipment is located.



Built-in wireless technology allows the viewing of weights from a safe location rather than crawling underneath large equipment to read the scale indicator.