

With POWERCELL® PDX®

There Is a Difference, And It Really Matters

METTLER TOLEDO Vehicle Scales are designed, tested, and built to the highest performance standards in the industry. Here are more than a dozen great reasons why you should choose a METTLER TOLEDO vehicle scale. Once you take a hard look at all of the details you'll realize that with METTLER TOLEDO **There Is a Difference** and you can see that difference in our products, our quality, our guarantee and in the bottom line.

PRODUCT DESIGN

Digital POWERCELL® PDX® Load Cells: Provides a digital signal directly from the load cell which ensures an accurate signal. This provides greater protection from RFI and other influences that can contribute to weight fluctuations or erroneous readings in conventional analog load cell systems.

Hermetically Sealed Stainless Steel Load Cells: METTLER TOLEDO POWERCELLS are certified to IP68/IP69K standards to withstand high pressure wash down, and submersion, which eliminates failures resulting from moisture ingress and the associated costly downtime and repairs.

Stainless Steel Sheathed Load Cell Cables: Stainless Steel sheathing protects cables from damage due to natural elements and rodents chewing through cables.

Quick Disconnect Load Cell Cables: A hermetic seal, with quick disconnect, is formed by a glass-to-metal load cell connector. Eliminating the need to replace a load cell and to recalibrate the scale if only the cable is damaged. Significantly reduces trouble shooting time and repair expense.

Single Point Lightning Protection System: Ensures that there is only one ground point in our system. A lightning strike can cause errors in weight readings and component failures when there are multiple ground points—which is common in a conventional load cell system.

Advanced Terminal Diagnostics: Our digital system allows us to perform diagnostics directly from the terminal without costly smart junction boxes or sectional controllers. These extra components are not hermetically sealed, are prone to failure and are susceptible to moisture ingress. With METTLER TOLEDO you don't have to wait for it to stop raining or snowing to have your service provider troubleshoot your system.

MANUFACTURING AND PRODUCT TESTING

ISO Certified Manufacturing Facilities: All products are built to the same high quality standard

Weighbridge Testing: METTLER TOLEDO weighbridge designs go through a detailed six step process including computer analysis and real life simulation of millions of cycles. METTLER TOLEDO goes well beyond Finite Element Analysis and NTEP testing to perform real life testing. This unique testing ensures that your METTLER TOLEDO product is **designed, tested, and built** to last for years to come. Ask for your copy of these industry exclusive test results.

Two-part Epoxy Force Cured Paint Finish: Bead blasting at SSPC-6 standard and using a two-part epoxy paint finish (5-7 mils minimum) provides an extremely durable coating. Force cured drying assures a repeatable process which is not influenced by humidity, ambient temperature and surrounding air quality that air dried systems are exposed to.

Tested Lightning Protection System: Scales and terminals are third party certified to withstand a direct lightning strike.

WARRANTY

Factory Trained Service Technicians: Fully equipped to provide a quick response.

Ten-Year Guarantee: Full coverage of labor, travel time, mileage and parts (weighbridge*, load cells, J-boxes, cables and Terminal) for Ten Years. We stand behind the quality of our product and offer not only to guarantee the parts but include full labor and travel time in our warranty for the full ten years of the warranty. We can provide this complete protection because we have confidence in knowing that our technology, our designs and our unsurpassed testing processes deliver the lowest **Total Cost of Ownership** and a rugged vehicle scale that will last for years in the toughest environments.

Full Load Cell Replacement Cost Under Warranty: All replacement costs for manufacturer defects are fully covered. This protection even includes total coverage in the unlikely event that a failure occurs as a result of a lightning strike. Don't be fooled by warranties that sound all encompassing but often result in prorated parts costs and extensive labor charges.

* Weighbridge warranty is 10 years on 200 series scales and 5 years on all others. Exclusions also exists on the terminal.

METTLER TOLEDO

Calculate Your Savings and See That There is a Difference

Compare METTLER TOLEDO's standard features to the cost of upgrading an alternative solution to this higher performance standard. All of these standard features are included with each and every POWERCELL PDX Vehicle Scale. You owe it to yourself to get the details in writing, because **There Is a Difference**—a difference that really matters, and it is a difference that highlights all of the advantages of choosing METTLER TOLEDO.

METTLER TOLEDO Standard Features		METTLER TOLEDO	Alternative's Cost to Upgrade
Digital POWERCELL PDX Load Cells		Included	\$
Hermetically Sealed Stainless Steel Load Cells		Included	\$
Stainless Steel Sheathed Load Cell Cables		Included	\$
Quick Disconnect Load Cell Cables		Included	\$
Single Point Lightning Protection System		Included	\$
Advanced Terminal Diagnostics		Included	\$
ISO Certified Manufacturing Facilities		Included	\$
Weighbridge Testing to Validate Durability and Life Cycle		Included	\$
Two-Part Epoxy Force Cured Paint Finish		Included	\$
Third Party Tested Lightning Protection System - Cells, Cables, & Terminal		Included	\$
Factory Trained Service Technicians		Included	\$
Ten-Year Guarantee		Included	\$
Full Load Cell Replacement Cost Under Warranty		Included	\$
<p>Get the Details In Writing Ask These Questions...</p> <ul style="list-style-type: none"> • What is the total cost (labor, parts, travel time and mileage) for two Service Technicians to travel to my job site with a Heavy Duty Test Truck, stay on site for four hours to trouble shoot and replace <u>one load cell</u> in the scale and the main printed circuit board in the weight display? • What are the charges if the failure is the result of a lightning strike? • What is the total cost (labor, parts, travel time and mileage) for two Service Technicians to travel to my job site with a Heavy Duty Test Truck, stay on site for four hours to trouble shoot and replace <u>six load cells</u> in the scale and the main printed circuit board in the weight display for a failure resulting from a lightning strike? 	6 Months after installation	\$0.00	\$
	36 Months after installation	\$0.00	\$
	58 Months after installation	\$0.00	\$
	110 Months after installation	\$0.00	\$
Your Total Upgrade Cost		\$0.00	\$

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