

Soon after, the scale business became more profitable than farm equipment repair and his garage became a full-time scale shop. Capitalizing on his rare mix of scale and automotive knowledge mixed with fabrication and body work skills, Brian receives TradeRoute installation requests from across Canada.

“The first ones were a real challenge,” Brian remembers. “Now, I just have to do a lot of thinking before I even drill the first hole. I’ve learned that I really have to come into it with focus. I can’t be working on other things at the same time. Every TradeRoute installation is different. It requires mechanical skills and the ability to think on my feet. It’s best when installed in conjunction with a new tank so they can engineer the tank with the scale in mind. As long as the tank company knows what’s going on, there’s no problem working with it.”

Brian not only installs and services TradeRoute, but was also involved with Weights and Measures Canada to set up the TradeRoute certification program. He performs these certifications at his scale shop, and also provides annual TradeRoute maintenance services. This typically includes inspecting the bushings, checking for cracks (which he has never found), bolt tightness, and repainting.

“Everything works well, and I’ve had very few problems over the past 10 years,” Brian says. “I have done three-module, four-module, and six-module systems. All of my work comes from word of mouth. The product speaks for itself.”

LFI plans to install more TradeRoutes as their existing fleet is updated. With their business continuing to grow, the benefits of Legal for Trade onboard scales are extrapolated. The easy-to-use, durable TradeRoute will find itself on more trucks, conquering the bumpy country roads of Canada and providing accurate weighments each and every time. ■

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Onboard with Precision Loads

RICE LAKE'S NON-LEGAL FOR TRADE ONBOARD SYSTEM EMPOWERS VACUUM TRUCK DRIVERS TO MONITOR THEIR COLLECTION WEIGHTS.

Roslin Enterprises, in Princeton, Ontario, has come a long way since their unique beginnings. The company started as part of a turkey farm, but it didn't take long for the rendering business to outgrow the ranch. They built a new facility dedicated to rendering where today, their business includes grease collection and ingredient mixing based on customer recipes.

In 2010, Roslin needed an onboard weighing solution for their vacuum trucks, which are used to collect grease and cooking oil. The company refines and purifies these products, then ships them to the United States for use in the biodiesel industry.

The first attempt at an onboard scale came in the form of an air-bag sensor kit mounted to the truck suspension. “It was something we found on the Internet,” says Scott Dennis, co-owner of Roslin Enterprises. “We installed the air pressure system but it never worked right. The weights were all over the place. We learned very quickly that a better solution was needed so we went to Brian Taylor [owner of Teeterville Garage and Weighing Systems] and he recommended Precision Loads.”

The first Precision Loads system worked so well that Roslin Enterprises has installed it on the rest of their fleet. “Every truck that we buy from now on, we just put it on. It’s not even a discussion,” Scott says. “They work really well and we’ve never had any problems at all. Today, I couldn’t imagine our trucks without them.”

Roslin Enterprises has installed Precision Loads on their entire fleet.

