

B-TEK SAVES WASTE COMPANY THOUSANDS

WHEN FORCED TO UPGRADE THEIR TRUCK SCALE

CHALLENGE

FACING OBSOLESCENCE WITH NO CLEAR PATH FORWARD

A waste company in Miami faced an urgent dilemma when one of their truck scales went offline. Upon inspection, the issue was traced to a failed load cell. However, they soon learned that Mettler Toledo had discontinued their MTX load cells, this would mean a forced upgrade for all of their load cells to the new Mettler PDX version. This meant a full electronics overhaul at a substantial cost. What should have been a simple, single-cell replacement became a major capital expense.

SOLUTION

A SMARTER, COST-SAVING CONVERSION WITH B-TEK

Instead of committing to the expensive OEM path, the company turned to B-TEK Scales for a more practical solution. Using B-TEK's Mettler Toledo Conversion Kit—featuring CPD-M digital load cells—they could retrofit the existing truck scale without replacing the weighbridge or structural components. The result: the same scale structure, upgraded electronics and a total project cost of about half the OEM proposal.

RESULT

THE SAME SCALE STRUCTURE, UPGRADED ELECTRONICS AND A TOTAL PROJECT COST OF ABOUT HALF THE OEM PROPOSAL.



The B-TEK Advantage

No More Obsolete Technology

Unlike OEM platforms that phase out support and force costly upgrades, B-TEK load cell technology is designed for long-term serviceability. With continued support and readily available components, waste companies and other users can invest with confidence.

Benefits of B-TEK's CPD-M Digital Load Cell Technology

> BUILT-IN DIAGNOSTICS

Receive real-time performance data for faster troubleshooting and smarter service decisions

> ULTIMATE PROTECTION

Hermetically sealed stainless steel load cells with enhanced lightning protection across all critical components

> ULTIMATE ACCURACY

Industry-first technology supporting precise 10 lb. graduations

> TECHNICIAN-PREFERRED

Designed with installation and maintenance in mind, saving time and reducing service costs



Why B-TEK Beats OEM Replacements

- > **USE YOUR EXISTING SCALE**
Upgrade your electronics while keeping your steel in place
- > **AVOID FORCED OBSOLESCENCE**
No more being locked into unsupported OEM components
- > **BRING YOUR SCALE ONLINE**
Pair CPD-M load cells with a Windows-based indicator to enable live monitoring, remote diagnostics and email alerts
- > **QUICK INSTALLATION**
Most conversions are completed in just one day, minimizing operational disruption

Have a Mettler Toledo Truck Scale That Needs Repaired?

Don't replace the entire system, convert it. B-TEK's Mettler Toledo Conversion Kits offer a smarter, more affordable upgrade path with enhanced diagnostics, modern digital performance and long-term support.



Mettler Toledo scale with B-TEK Conversion Kit

Contact B-TEK today to learn how we can help you get back up and weighing fast!



B-TEK.COM

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