

Does Your Scale Pay You Back?

Downtime and Profit Recovery.

A significant point effecting cost of ownership that is not often taken into account at time of system specification and purchase, is downtime. How long does it take to resume production on a typical system failure?

If knowing exactly when a failure has occurred is not important, and you can wait hours or days for a component replacement, then any standard commercial weigh system will do.

If, however, an incorrect weight signal has an immediate impact on product quality, or a failure results in costly downtime, then an industrial weigh system from BLH Nobel should be considered.

Only BLH Nobel systems offer two key “profit recovery” features: on line diagnostics and “Degrade Mode”, the ability to continue accurate weighing even in the event of failed load cell.

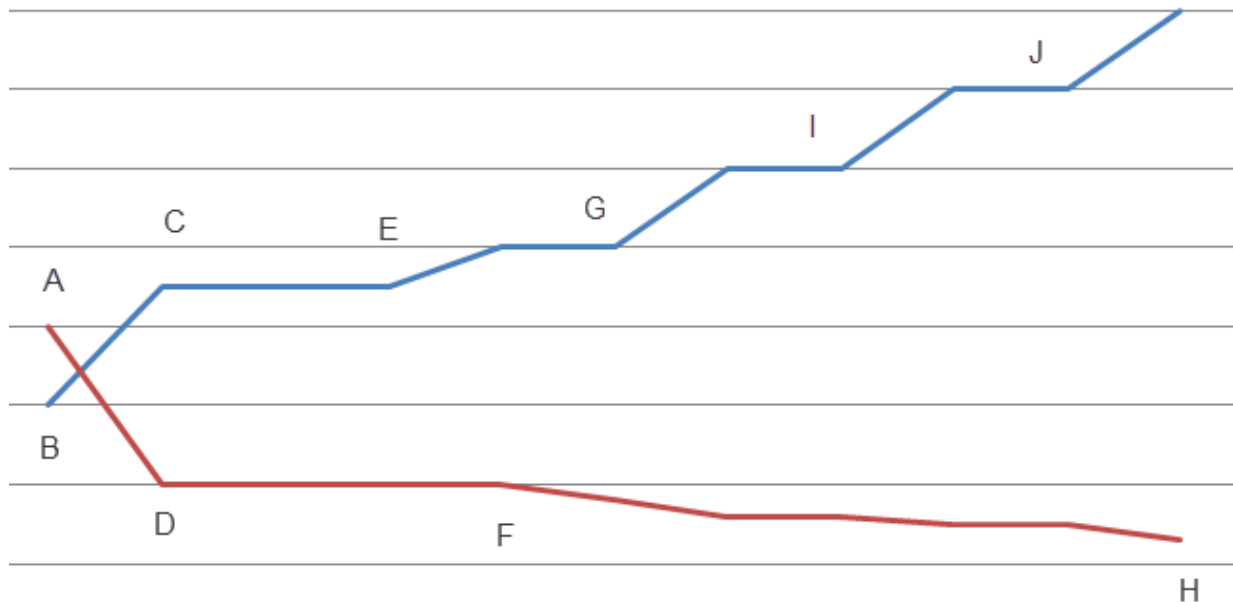
On Line Diagnostics & Degrade Mode

Unique to BLH Nobel, are on line diagnostics running continuously to detect any error impacting the accuracy of the weight measurement. Individual load cell digitization, and response curve matching algorithms, provide instant error identification and alarm. The operator can then substitute the failed load cell with it’s known good response curve, and continue weighing. The failed cell can then be replaced during scheduled maintenance.

Typical commercial weigh system diagnostics suites are initiated during troubleshooting, and do not provide error detection in real time. Accuracy errors, or system drift, can only be detected when re-calibrating the system, comparative weighing on another scale, or lab results.

Putting it to aGraph

Below is agraph that shows both a simple analog weighingsystem and aBLH Nobel High Reliability system that pays you back.



- 1.0 The Red Line is the Simple Analog Weighing System and Blue shows the BLH Downtime and Profit Recovery.
- 2.0 Point A Shows a capital cost of less than the BLH product with "Pay You Back" Point B.
- 3.0 Point D shows the higher deployment costs.

The simple system does not have KIS weigh modules. Therefore the end user has a 8 to 1 time ratio just to replace the dummy load beams with live load beams. The end user has to find all the binding and side loading before the system can be calibrated. This is a substantial cost that can be avoided by using KIS weigh modules.

- 4.0 Point C Shows Deployment Savings already offsetting the higher capital costs.
- 5.0 Point E, G, I, and J show the savings from avoided downtime.
- 6.0 Point F shows reliable performance of the simple analog system.
- 7.0 Point H shows the cost of ownership of the simple analog system. The same costs occur with the BLH system however the cost is lost in the savings.

Conclusion

The Downtime and Profit Recovery concept is not often taken into account during initial weigh system specification, but can influence a choice between a limited commercial system, or a fully featured industrial class system.

While the primary benefit of an industrial system is still moving the decimal place, and in any operation a 10% reduction in loss of even a low value products, flows directly to the bottom line. The elimination of downtime can have an even more significant impact on system choice.

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