



# MARSDEN

5 Ways Freight Companies Can Improve Efficiency

A Marsden Weighing Group White Paper

[www.marsden-weighing.co.uk](http://www.marsden-weighing.co.uk)



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## Introduction

Accurate measurement of weight plays a crucial role throughout the freight transportation and logistics network. Whether goods are moved by road, rail, sea or air – through factories, ports, terminals, airports and warehouses – an accurate weight determination is critical for legislation, safety and efficiency.

Freight weighing equipment includes axle pads, floor scales, pallet truck scales, crane scales and platform scales – each piece of equipment with a different role to play.





## Weigh goods at the distribution point

By being in control of inbound and outbound freight you can slow down or reduce costs. Standard freight pricing is determined by a number of factors, including the weight of the shipment. Freight class, travel distance, fuel costs and more will also facilitate the total costs.

Pricing structures in the freight industry mean that pallet price will increase as you near load limits – and thus, making cost efficiencies through weighing can be achieved.

By weighing goods at the distribution point you can begin to assess the costs of transporting the freight.

The collection and delivery of palletised goods features weighing as an integral part.

A record of the weight can provide important operational and fiscal information. They also ensure vehicles are loaded correctly and safely.

For more information, read [Keep a record of your weight readings](#).

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**Weighing goods at the distribution point allows you to assess transport costs.**  
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## Get the most from your scale

An accurate freight weighing scale is essential for safety, regulation, cost and operation. Inaccurate scales, on the other hand, can lead to incorrect invoicing, customer complaints, non-compliance with regulations, safety problems and issues with productivity.

Platform scales and weighbeams are ideal for weighing freight goods. Pallet truck scales can also be used for convenience, as the scale can easily be moved to where the goods are located. Time can be saved and labour costs reduced as goods are moved as part of the process.

Platform scales are permanent weighing solutions that are highly accurate - with Marsden's range available with graduations to the nearest 200g. Mild steel is perfect for weighing in most environments, but should a waterproof or non-corrosive scale be required, stainless steel platforms are also available. Marsden platform scales have a choice of capacities and dimensions available - standard platforms have capacities up to 3000kg meaning they can withstand heavier loads than weigh beams and pallet trucks.

Alternatively, weigh beams can be positioned any desired distance apart to weigh goods of any size. They are more portable than platform scales, as they can be picked up and taken to a convenient location for the weighing.

Using either type of scale to weigh is simple. Load your palletised goods onto the scale and the reading is shown on the indicator display. The scale also has numerous other functions aimed at speeding up or adding more detail to freight forwarders. The Tare function can be used to remove the weight of any item - such as pallet - to leave only the weight of the good. Accumulation can be used to add up a number of weight readings.

Accumulation means the pallet weights can be added up so they can get an accurate total weight for the freight onboard the vehicle.

For a weight of the entire vehicle, use axle weigh pads.

If the price of your goods is affected by weight, you will need to use a Trade Approved scale. This is a Trading Standards legal requirement. An example of a Trade Approved scale is the P-JIK-APP at the back of this guide.

“**An accurate freight weighing scale, is essential for safety, regulation, cost and operation.**

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## Keep a record of your weight readings

In modern times, keeping an electronic, permanent record of weight data has become critical for tracking expenditure, shipments and for compliance.

In isolation, a weight reading can have little or no effect – but having a reference point for weight readings can mean that cost efficiencies can be easily identified. An electronic record is also critical for SOLAS legislation.

An electronic data record means that the weight reading can be accessed anywhere around the world to ensure the smooth running of processes from end-to-end.

With data transfer from Marsden, data can be quickly and smoothly sent from the scale to PC. Many industrial scales are fitted with an RS-232 port. Data can be transferred by using a wired or wireless u-key.

To use the wireless u-key, simply plug the receiver stick into the USB port on the computer – the data will automatically populate a spreadsheet or database when a weight is added to the scale. Data can be transferred wirelessly to a distance of 10 metres. With the wired u-key, one end plugs into the computer and the other into the scale.

Alternatively scales with the JIK or JDI indicators can be connected to a printer. This means that the weight reading can be printed out and a hard copy of the weight result stored away for future reference, or the weight details attached to the shipment when printed as a sticky label.

**“Recording weight readings will help track expenditure and show compliance.”**





## Ship goods at the right times

When it comes to shipping goods, there are times in the year which are more cost effective than others – which is where forward planning can be of benefit.

In an interview with Forwarder Magazine, Terry Churchill (General Manager of Allseas Global) said: “The thing that doesn’t get considered very often is planning the timing of your shipping – there are peak times where slots are restricted and rates are higher, and if you don’t need to ship in those periods, why would you do it?”

“Often people just ship goods because the goods are ready. But if I didn’t have to, I wouldn’t choose to ship in the October / November pre-Christmas rush.

“From a buyers’ perspective, if you can project volumes, you can negotiate better rates. You should look for planned distribution as opposed to ad hoc shipments. The more lead time you have, the better shopping around you can do and the better rates you can access.”

If the manufacturer and freight forwarder work together in planning the shipment, cost efficiencies can be found.

Terry continued: “You can save vast amounts of money if you can plan how you are going to transport the item before it is even built.

“The forwarder should be involved so they can advise the best way of doing it. Transport options should be discussed at the very beginning, before the item is built or even designed.”

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**Planned distribution can mean better rates.**

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## Don't be caught out by SOLAS

SOLAS regulation was introduced in 2016 after several high profile incidents where ships were coming into difficulty due to being overloaded.

Every container will require a verified proof of weight before being loaded onto a ship. Containers without a verified proof of weight will be rejected by the port.

To be able to provide a verified proof of weight, you will need to be registered as a verified weigher – or you will need to use a verified weighing company to weigh the shipment. It is the shipper's responsibility to get the verified weight.

If you are a verified weigher, there are two ways to get your weight reading:

- 1) Weigh the goods before it's loaded onto the container, and adding this to the container's tare weight
- 2) Weigh the container once it has been loaded, subtracting the tare weight of the container

The PB-1200-DI-620P-APP is a tailored, Trade Approved solution suitable for SOLAS weighing. These weighbeams are portable and can be stored in a lorry cab if required.

To weigh goods as they are added to the container, place goods onto the beams using a forklift or pallet truck.

This scale is fitted with an in-built printer, so a permanent record of weight results can be printed out.

This print-out can then be attached to the bill of lading. The print out features weight, date and time so can be used verified proof of weight.

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**Every container requires a verified proof of weight.**

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## Conclusion

Maintenance and calibration is essential to ensure the weighing scales used continue to provide reliable and accurate weight data.

It is recommended that regular scale service is documented as part of a company's integrated quality accreditation. There are a number of factors which influence how often a scale needs to be serviced, such as working conditions and frequency. A once or twice yearly contracted is recommended.

Marsden engineers are qualified to the UK Weighing Federation's Code of Practice. This engineer will test all equipment in one visit, using M1 certified test weights. Proof of calibration, the calibration certificate, is available after each service visit.

For more information contact [service@marsdengroup.co.uk](mailto:service@marsdengroup.co.uk).

The right choosing and maintenance of vital weighing equipment is essential in freight and logistic markets. Cutting corners may be financially attractive initially, however costs due to poor reliability and performance will soon be incurred, and will soon outweigh the initial savings.

The UKWF bounds its members of the UK weighing industry with a strict code of conduct, so customers receive advice and services of the highest possible quality.





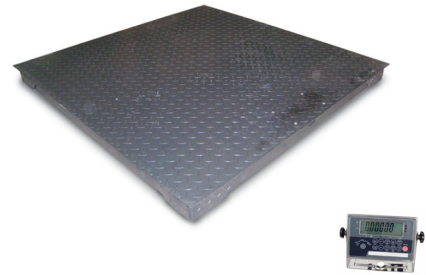
# Marsden scales for freight companies

## PT-600



- Mild steel construction
- Big, bright 32mm LED display
- Printer fitted for record of weight readings

## P-JIK-APP



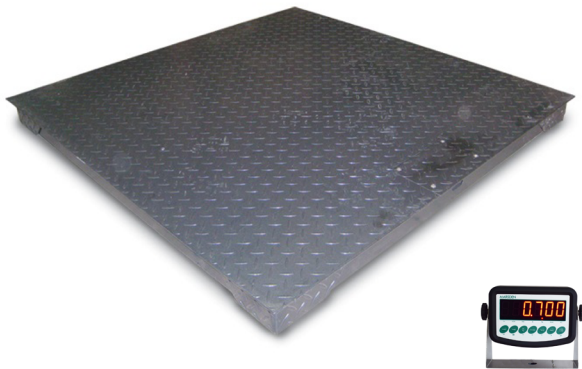
- Trade Approved, IP67 splash proof, stainless steel, multi-functional indicator with RS-232
- Works with optional u-key, printer, remote display or light tower
- Can send data to a PC using optional u-keys

## PB-1200-DI-620P-APP



- Trade approved, counting indicator with built-in printer
- Large LCD backlight display
- Range of features including accumulation, counting and set points.

## P-NA-I-400



- Mild steel, anti-slip durbar finish
- Big, bright 32mm LED display
- Accumulation and counting features

## AP-200



- Allows vehicles up to 20T (per axle) to be weighed
- Suitable for non-approved check weighing of vehicles
- Inbuilt printer; data can also be saved to a memory stick





Accuracy Assured


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