

About Us

In 1996, the Royster Clark plant in Paris, TN was interested in a fully electronic stainless steel scale to replace the dilapidated mild steel mechanical scale under their stainless steel vertical blender. Some manufacturers had tried and failed so we had a heads up and designed a fully electronic stainless steel scale that has stood the test of time in locations throughout the Southeast. After seven years the original system was moved to South Carolina. From there we installed many, many more retrofit scales and they are all still working as advertised. Recently we asked the former Paris manager, now at a different location, about that scale. After several years he confirmed that it was then and still is the best solution for fertilizer hopper scales. To our knowledge we are the only company that has successfully designed, developed, manufactured, and installed fully electronic stainless steel scales for fertilizer blenders.

[In 2005, we decided to make the plunge and go for NTEP Certification.](#)

As a small company we could not use a controlled laboratory environment for the grueling NTEP testing process. We went to a fertilizer dealer in Missouri that needed a new scale and worked out an arrangement for them to use the scale in a real life environment with the NCWM (**National Conference on Weights and Measures**) representative from Kansas to perform the evaluation for the

National Certificate for Weighing and Measuring Devices *Type* *Evaluation* *Program*
of *Conformance*

as an inspector from the State of Missouri observed the evaluation process. Our on site folks knew the scale was the best available but they also knew that it was being tested in a hostile environment with real life weather and with the cooperation and help of a fertilizer dealer who wanted the scale but mostly wanted to get back to a normal operation. Every component, particularly the frame, was subjected to rigorous and expensive testing procedures before the scales were NTEP certified. At the time, we were not thrilled about the time and expense, but now we have the only NTEP certified fully electronic *Stainless Steel scale (that we know about)* that is legal for trade with fertilizer blenders/tanks/weigh hoppers. We are using some design elements (trade secrets) not easily duplicated. that are unique to our scale and that is part of the reason Scale Designs fertilizer blender/hopper scales are in service from Interior Reforestation Co. Ltd in Cranbrook, BC to Texas and from Western Farm Services in Hillsboro, OR (Ken bought two retrofit scale systems for existing blenders and a 3rd scale for a new Speed King Blender and then bought 3 more for custom liquid blending for Oregon

Vineyard Supply Company) to Carolina-Eastern in Benson, NC and Southern States in Virginia.

Scale Designs develops and manufactures hopper scales. Our primary focus has been on manufacturing *NTEP* Certified stainless steel fertilizer hopper and blender scales. Our fertilizer scales are designed to last as long, or longer, than your stainless steel hoppers. We build stainless steel fertilizer blender scales, hopper scales, general purpose hopper scales, tank scales, fertilizer dealer scale management systems and general purpose custom scales and weighing systems. Our scales are designed to retrofit hoppers and blenders manufactured by Adams, A. J. Sackett, Burton, Doyle, Kraus, Layco, R & R, Ranco, Speed King, Tyler, Waconia and/or almost any 5 to 12 ton capacity blender/hopper. Designed specifically for fertilizer but some feed suppliers, liquid chemical suppliers and other material suppliers that prefer Stainless Steel are using our scales.

Scale Designs designed the 1st NTEP Certified (Approved for trade) all Stainless Steel fully electronic fertilizer scale on planet earth. To the best of our knowledge no one has a comparable solution that approaches our proven long term reliability. We use precise measurements for custom connections to the hopper, blender, tank, etc. and the frame is all welded. Adjustable sounded good until it was out of adjustment. We also use upper and lower crosspieces (stabilizer bars) on at least three sides to ensure corner stability for the life of the scale.

Tennessee Farmers Coop has been buying our scales for its 52 member coops and associate members in neighboring states that own TFC along with the roughly 70,000 farmers who are member-owners of the local Co-ops in their home counties since 2005 and now Greenpoint Ag can buy through TFC. Our customers range from Nutrien, across the country, to a local farmer in Oregon to MFA, Agland, Southern States, Goldstar FS and other FS groups, Co-Alliance, Producers Exchange Sur-Gro, Pinnacle, Jimmy Sanders, and ADM to mention a few. If you want a reference we likely have one close to wherever you are..

The stainless steel frame is shipped pre-wired with all components installed and custom fitted to match the fittings on your vertical blender or weigh-hopper. Typical installation takes 2- 4 hours. NTEP certified for up to 12 tons.

Ask us why our scale out performs any mechanical scale on the market! We can prove it. Does any mild steel mechanical scale really stand up to the test the test of time?

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