

CASE STUDY

'Horse Power: Maximizing Profits From Hauling Hay Bales'

Steven Loheac Horse Transportation

For Steven Loheac Horse Transportation, Air-Weigh on-board scales made a new line of business pay off.

Steven Loheac Horse Transport started in the early 1990s mainly transporting show horses. But when the Loheac family moved from New York to North Carolina, a new opportunity presented itself – hauling hay and shavings to horse owners.

Steven was prepared to take on the new work, but he also realized it was more weight-sensitive than transporting show horses.

Having to load to the maximum legal weight with each haul, Steven didn't have the time to stop and reload if he guessed wrong and exceeded the limit.

THE ANSWER: Air-Weigh On-Board Scales

Steve deployed Air-Weigh's LoadMaxx tractor scale and four LoadMaxx Plus trailer scales in an effort to hit accurate weights the first time loading his trailers.

The results:

1. Steven loads to capacity every time, without concern for exceeding the legal weight and with no risk of having to reload.
2. On average, the Air-Weigh scales save Steven an hour-and-a-half every time he loads his trailer.
3. Steven no longer has to visit an in-ground scale that caused him an extra hour of travel each way.

OVERVIEW

Customer:

Steven Loheac Horse Transportation

Line of Business:

Hauling horses and hay bales

Location:

Columbus, North Carolina

In Business Since:

1992

Air-Weigh On-Board Scale User Since:

2021

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“

If you're hauling something and you're getting paid by the ton, Air-Weigh scales shouldn't be on your want list – they should be on your need list. You need to have this product – especially today – to be profitable.

Steven Loheac
Owner,
Steven Loheac Horse
Transport

”

What they told us about the impact of Air-Weigh On-Board Scales:

Maximizing the Payload:

“It's not like bales of hay are all exactly 100 pounds. It's not a uniform product with a uniform measure. But whether they are heavier or lighter, you want as much as possible. With these scales, I can load them to capacity the first time – right at my farm – and it saves me time while maximizing my payload.”

Time Saved:

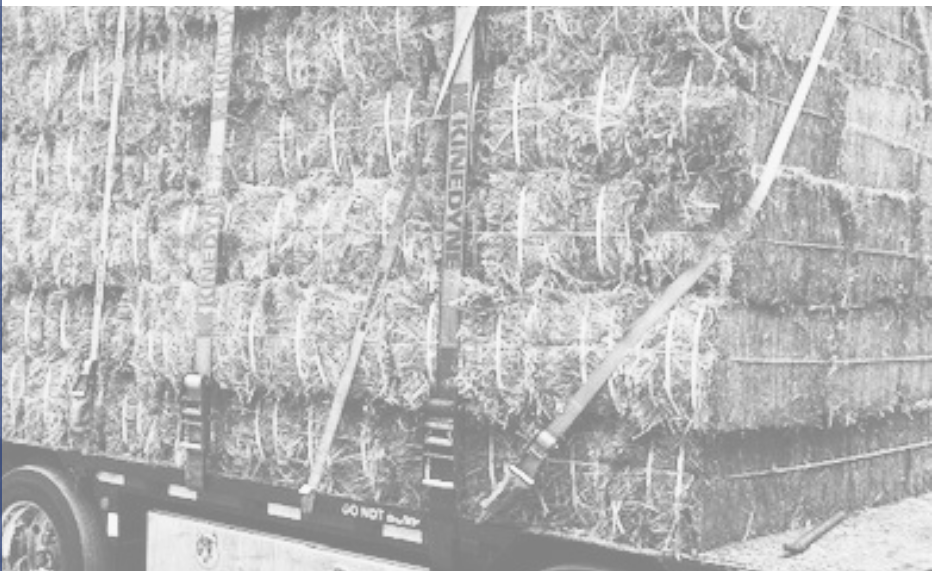
“The most valuable thing it's saved is time. As an owner/operator and farm owner, I work seven days a week. If the Air-Weigh scale saves me an hour-and-a-half by loading it right the first time, I can be doing something else for an hour-and-a-half while being profitable.”

On the Likelihood of Getting the Weight Right the First Time Without Air-Weigh:

“Never. That's like hitting the lottery. If I were to load and then drive to the local scale, you were never right the first time. You were either too light or too heavy. And if you're light by 1,000 pounds, you're leaving money on the table.”

On Your Need List:

“If you're hauling something and you're getting paid by the ton, Air-Weigh scales shouldn't be on your want list – they should be on your need list. You need to have this product – especially today – to be profitable.”



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Conclusion:

Steven Loheac needs to haul every bale he can, especially when he has to drive a long distance to get specialized feed or meet some other particular need. Because of his LoadMaxx tractor scale and LoadMaxx trailer scales, Steve spends less time loading and preparing for runs, and is making more money by loading to capacity while having time for additional runs.

Steven loads his trailers with a hay grapple, which can load 945 bales in an hour. That's some serious power, and it's even more valuable when you know you can load right up to the maximum legal weight and then stop with precision.

Air-Weigh's LoadMaxx scales have made that possible, and they've helped bring Steven Loheac Horse Transport to a new level of success.

Interested in results like Steven Loheac Horse Transportation?

Contact us to learn more.



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