



## Customer Success Story



Pictured Above: (Left) GEC Director of Global Sales, Eamonn Donovan.  
(Center) ULP410 KIT. (Right) Business Owner, Donlin Crisman.

### Making Money While Doing What You Love

When it came down to weighing light-aircraft, Crisman noticed that most local companies were hobbyists, and didn't focus on weighing light-aircraft as a service. If they did, their scales were extremely outdated which could cause injury to the people operating them, and increase the chances of causing damage to the aircraft. Crisman knew, he not only needed to find aircraft scales that would make the weighing procedure safe, quick, and efficient... He also wanted to find scales that would perform with extreme accuracy, be relatively low in cost, and provide a rapid ROI. After a simple Google search, Donlin found GEC.

"When I sent in the inquiry, I was contacted right away," said Crisman. "I reached out to other companies, and never heard back." GEC takes pride on its timeliness, and providing a low-stress buying experience for its customers.

Days later Crisman heard back. "I finally heard back from someone, they sent a quote, and it was way higher than yours," Crisman stated, "it was bad."

*"You can do the job once with the best tools, or use the wrong tools and have to do the whole job over again."*

"When you visited our facility we made the decision to go with you 5 minutes after you walked out the door." Crisman commented over the phone.

Referring to GEC's self-leveling load cells, Crisman says, "I had a friend that believed in buying the best tools for the job... You can do the job once with the best tools, or use the wrong tools and you'll be doing the job over."

GEC's self-leveling load cells weigh on off-level floors up to 5 degrees, eliminating the issues that shear beam load cells face when trying to weigh on off-level floors. After using other aircraft scales customers tell us time and time again that we have the best scales in the industry, the most reliable scales in the industry, and the most accurate scales in the industry.

Crisman has already lined up two aircraft to weigh even before the arrival of his equipment, and with the help of the trusted brand at GEC, he is expected to gain many more clients over the next 6 months and help bring in extra income for his business.

In closing, customers come our way for many reasons. Some were frustrated by other manufacturers not providing excellent customer service. Other times, they were disappointed in the quality of other manufacturers' products, either

because they were unreliable or couldn't keep up with market demands. Lastly, some customers were looking for a way to bring in extra revenue to their already successful business or hobby, but felt like

they couldn't find a reliable USA scale manufacturer that would really give them the results and support they were looking for.

If this is relevant for a further conversation, contact us at (817) 572-0366 or at [info@gecscales.com](mailto:info@gecscales.com), and let us know how your calendar looks to explore solutions.