

Guide to Selling Forklift Scales

Introduction

Forklift scale compatibility is determined by the ITA Class of Carriage that is installed on the forklift. Unfortunately, we are unable to determine this from the model # of the forklift; an accurate measurement is required. To provide some guidance, the lifting capacity of the forklift can determine the class type of carriage:

Class I – 13.03" H carriage with up to a 2,000 lb lifting capacity – No scale compatible

Class II – 16" H carriage with a 2,000 – 5,500 lb lifting capacity – 28" & 34" scale

Class III – 20" H carriage with a 5,501 – 11,000 lb lifting capacity – 38" scale

Class IV – 25" H carriage with a 11,000 – 17,500 lb lifting capacity – No scale compatible

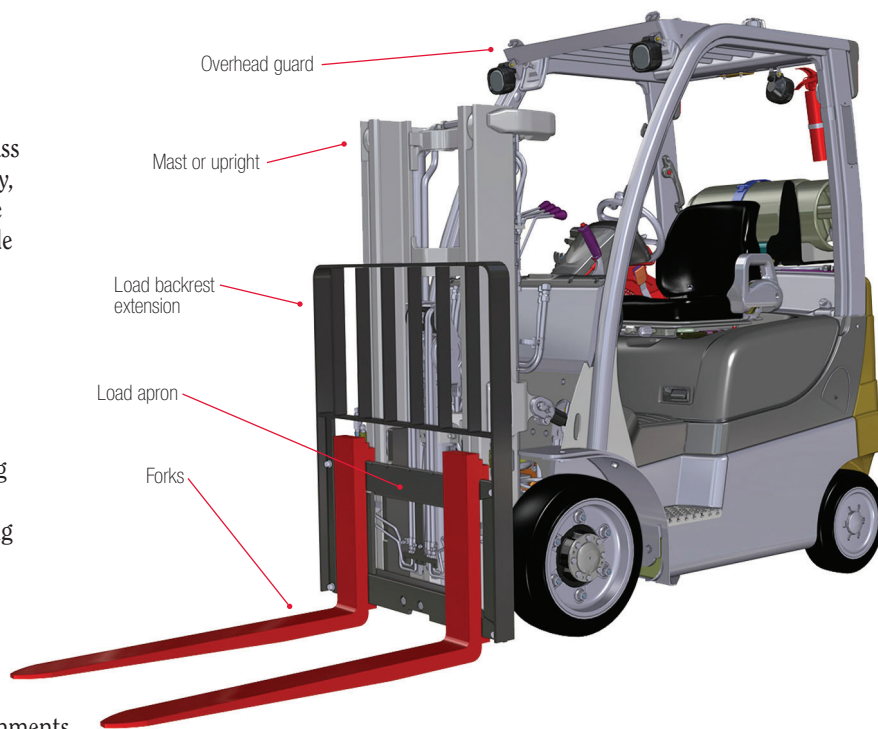
Plan a Visit

It is highly recommended to personally visit the customer's site to understand how the customer will use the forklift scale, the type of forklift and if any attachments already exist. Providing only the model number of the forklift gives us a general idea of the type of forklift; it does not provide the actual specifications of the forklift.

Select the Scale

1. Measure the width and height of the forklift load apron and use the catalog page and website drawings to determine the appropriate scale size.
 - a. Depending on the width of the scale selected, make sure the customer can continue to use the forklift with the forks having the maximum useful width of:
 - i. 28" scale – 24" width fork spacing
 - ii. 34" scale – 32" width fork spacing
 - iii. 38" scale – 34" width fork spacing
2. Consider the change in length from the original forklift. The forks will protrude; usually an additional 4-5 inches will be added. Make sure the customer can accommodate this additional length in their day-to-day use.
3. Make sure the forks are removable from the load apron. If not, it may be an attachment.
 - a. If an attachment is going to be installed on the scale, make sure the mounting plates on the attachment will fit onto the front of the forklift scale.
 - i. Use the width measurements from the catalog page to ensure adequate space.
 - ii. During installation, some attachments may require calibration with standard forks prior to installing the attachment if there is no method available for calibration using the forks.
4. Observe how the forklift is going to be used.
 - a. Is there potential for static buildup due to a painted floor?
 - b. Is it a washdown application? Not all electronic forklift scales are washdown.
 - c. If a three stage mast, the wireless battery option may be best suited for the application to reduce wear on the coiled cable.
5. Which functions does the forklift scale need to perform?
 - a. If weighing only or simple accumulation, choose the CLS-420 which can transmit data to an RS-232 printer.
 - i. via a Print button
 - ii. via continuous output
 - iii. via optional Wi-Fi
 - b. For more advanced applications, choose the CLS-920 with custom software.

over for more information



RICE LAKE[®]
WEIGHING SYSTEMS

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6. Identify the battery type on the forklift.
 - a. Propane or natural gas operate on standard 12 volt batteries.
 - i. Choose the 9-36 volt forklift scale
 - b. Electric batteries typically range from 36-48 volts. Forklifts operating on electric batteries are typically prone to static. Make sure there is a static prevention method installed on the forklift scale.
 - i. Make sure to select the correct forklift scale part number that is rated from 10-60 volts. You can also use our 18-75VDC to 12VDC converter using our part number 166162.
 - ii. It is also recommended to install an optional power line filter during installation, which is available using part number 166161.
7. If the load backrest extension is attached, ensure the overall width, including flexures, does not create mechanical interference. If mechanical interference exists, the load backrest may need to be removed or modified. If selecting the wireless cable option, or no coiled cable version, make sure you have access to changing the batteries.
8. Review with the customer the mounting location of the indicator and other peripherals attached. Other items may be needed to mount handheld scanners or bar code readers.

Submit the Questionnaire for a Quote

1. Fill out the forklift questionnaire and submit it to the Rice Lake sales team for review and quotation.
2. The forklift will require de-rating. The questionnaire has the appropriate de-rating information.
 - a. The de-rating tag may be an OSHA requirement and the end user is required to inform the forklift service provider with a request for a new data tag.

After Installation

1. Make sure there is a side shift prevention method installed on the load apron. Older forklifts do not have this as a standard feature.
2. Review with the customer daily and weekly maintenance items to ensure accurate weighing and performance.
 - a. Centering pin should not touch
 - b. Proper gaps on bottom cleats
 - c. Check for debris within the scale between the forklift load apron and forklift scale back plate
 - d. Review where electronic components are installed so the customer is cautious when applying grease and cleaning the forklift
3. If necessary, review calibration instructions and the importance of using calibrated weights.
4. If selling to another state, make sure to set up installation support with another dealer and that the application meets local Weights & Measures requirements.

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