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<b>TO:</b> Administrators /Cust. Support Ctrs. Area Sales Managers Area Service Managers Authorized Canadian Distributors Authorized Domestic Distributors	Customer Service Engineering Export Management International Distributors Marketing	Manufacturing Mgmt. Regional Managers Solutions Group Technical Support Technicians
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**FROM:** Terry Clark, Product Management, Kansas City

**SUBJ: Stainless Steel Bench Stand – Available December 1, 2009**

Not having enough space to put that piece of equipment where you need it is an issue we have all faced at some point. This is doubly difficult in food and pharmaceutical manufacturing facilities because the need for stainless steel and easy-to-clean equipment is imperative. For over 20 years Fairbanks Scales has provided a solution to this problem; now we have taken what we learned and made the solution even better.

Fairbanks Scales is proud to introduce a new **Stainless Steel Bench Stand**. This stand is designed for Fairbanks' QuickSilver platforms and with the right accessories, it will accommodate almost any instrument in the market. The flexibility of this stand makes it a *must have* for customers who need extra space for their sanitary designed bench scale. Please thoroughly read the remainder of this SDL to find out about how this new Stainless Steel Bench Stand will help you satisfy even more of our customers' scales weighing needs.

**Small Bench Stand with Plate Kit accessor**



**Large Bench Stand with Yoke Kit accessory**



If you have any questions, concerns, or comments feel free to give me a call at 816-448-4247 or by e-mail at [tclark@fairbanks.com](mailto:tclark@fairbanks.com).

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## What is Fairbanks Scales' new Stainless Steel Bench Stand?

The new Stainless Steel Bench Stand is a 4-leg stainless steel table designed for Fairbanks' QuickSilver bench scale platforms. The stand is available in two different sizes and can either accommodate an integral QuickSilver platform, pillar and instrument combination or a QuickSilver platform with a pillar that mounts directly to the stand and will house almost any Fairbanks stainless instrument and many other manufacturers' stainless instruments.

- The **Small Bench Stand** is designed to hold either the 10" x 10" or the 12" x 12" QuickSilver bench scales on its 18" x 16" platform. Its maximum capacity is 250 pounds of total load. The adjustable platform height of 22.5" – 28.5" was specifically designed for flexibility to accommodate the height of the user or to equal the height of the surrounding work area. This stand will accommodate the Yoke Kit pillar, Bracket Kit pillar or Plate Kit pillar accessories.
- The **Large Bench Stand** is designed for any size QuickSilver bench scale and it has a maximum total capacity of 600 pounds. The platform size of this stand is 24" x 28.75". The adjustable platform height of 22.5" – 28.5" was specifically designed for flexibility to accommodate the height of the user and/or to equal the height of the surrounding work area. This stand will accommodate the Yoke Kit pillar, Bracket Kit pillar, Plate Kit, or Shelf Kit pillars.
- The **Yoke Kit** pillar mounts directly to the back of the small stand in the center or on the back of the large stand either on the left, center or right side. The yoke is 11" wide and will house almost any stainless steel instruments whose width is between 10.5" – 11.5" however it was specifically designed for the stainless steel NexWeigh and FB2250 Series instruments. The pillar height is adjustable from 17.5" to 28.5" above the height of the stainless steel bench stand's platform.
- The **Plate Kit** pillar mounts directly to the back of the small stand in the center or on the back of the large stand either on the left, center or right side. The plate is designed to mount most desk/wall mount brackets that are supplied with stainless steel instruments. It was specifically designed for the brackets used with any of the Fairbanks Scales stainless steel instruments. The pillar height is adjustable from 11" to 22" above the height of the stainless steel bench stand's platform. This flexibility makes viewing the display much easier for the user.
- The **Bracket Kit** pillar mounts directly to the back of the small stand in the center or on the back of the large stand either on the left, center or right side. The bracket is adjustable to house almost any stainless instruments whose widths are between 8.2" – 12.5". It will easily mount Fairbanks Scales NexWeigh, FB2250, 2300, QuickSilver Intrinsically Safe, 5200, and 3052 instruments. The pillar height is adjustable from 8.3" to 19.5" above the height of the stainless steel bench stand's platform.
- The **Shelf Kit** pillar mounts directly to the back of the large stand. It has two pillars that support the large 24.5" x 28" shelf. This shelf is designed for a variety of instrument-and-printer combinations, but specifically for Fairbanks Scales 3000 Series instrument and the PM4i for bar code labeling applications. The NEMA 4X printer cover will protect the PM4i or almost any printer from washdown environments. The shelf height is adjustable from 11" to 22" above the height of the stainless steel bench stand's platform.

- The **9" Pillar Extension** is typically used with the Bracket Kit however it can be used with any of the pillar kits. Its purpose is to raise the height of the instrument when using the bench scale stand with taller products that would block the viewing of the instrument display.
- The **Portability Kits** include handles and wheels for converting the bench stand into a bench cart. The 5" diameter polyolefin wheels are resistant to most chemicals and are sized to make the stand easy to maneuver in most common manufacturing environments. Please note that there are two different portability kits based on the size of the bench scale stand.

On December 1, 2009, the new stainless steel bench stands will replace the discontinued 127 accessories (stainless steel bench stand with wheels), 127P accessories (stainless steel bench stand with wheels and pillar), and the 9305 accessories (stainless steel bench stand with castors for bar code systems). The new stand with all its accessories easily accommodates all the previous configurations, plus many more. We will honor any outstanding quotes on the previous stands through December, but all shipments must be made prior to January 15, 2010.

### **How are the new Bench Stands different from Fairbanks' current stands?**

The previous bench scales had several different models depending on the configuration you needed for the application, i.e. bench stand with wheels, or bench stand with wheels and pillar, or bench stand for a bar code system. The new Stainless Steel Bench Stand comes with two different stand sizes and a number of accessories which allows you to build the specific stand you need based on scale products you need for the application. It will easily accommodate the same configurations as the previous stands, but it will also handle many more.

Assembly of these carts is required and will vary slightly depending on the configuration. Fairbanks Technical Support group has developed an easy-to-follow manual on how to put it together and the estimated assembly time is between 30 – 60 minutes.

### **Why would someone want to purchase the new Stainless Steel Bench Stand?**

In many workstations space is at a premium, so having a stainless stand available eliminates the need to "find" space for the new scale or it frees up space for a customer who already has a QuickSilver platform. The 304 series construction easily meets the requirements for most food, chemical and pharmaceutical environments.

### **What is Fairbanks trying to achieve with the new Stainless Bench Stand?**

The previous stands were designed 20 years ago and met the demands required at the time. The new stands meet the tough demands of today's market. They are designed for the utmost in flexibility while maintaining many consistent components, making installation quick and easy. These stands are exactly what our customers have come to expect from a Fairbanks Scales product: tough and reliable.

## Feature / Benefits

Features	Description and Benefit
<b>Stainless Steel Construction</b>	All parts are constructed from 304 series stainless steel. This grade of stainless meets the requirements for most food, beverage, chemical and pharmaceutical environments.
<b>Adjustable Stand Height</b>	The height of the stand is adjustable, making it a more ergonomic design.
<b>Adjustable Pillar Height</b>	All of the pillar kit accessories have an adjustable height which allows the operator to have the instrument at an easy viewing height.
<b>Adjustable Feet</b>	The bench stand has four threaded feet, with jam nuts to help adjust for unlevel flooring.
<b>Portability Kit</b>	The wheel and handle kit accessory makes it easy to move the stainless bench stand to different locations.
<b>4 Different Pillar Designs</b>	The pillars are designed for housing any Fairbanks stainless instrument and also almost any other manufacturers' stainless instrument, making these pillars extremely flexible for the end-users.

### Basic product description:

The new Stainless Steel Bench Stand is designed to maximize space in work areas. It will hold any size QuickSilver platform and is specifically designed for washdown and most caustic applications.

### Bench Stands

Bench Stand, small:

Designed for 10" x 10" or 12" x 12" QuickSilver Bench Scales

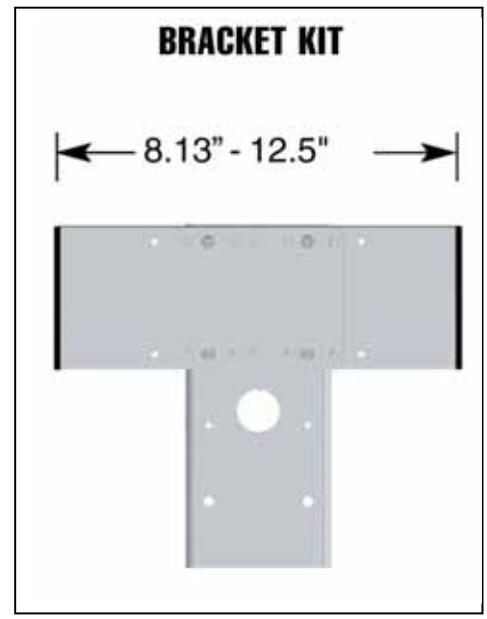
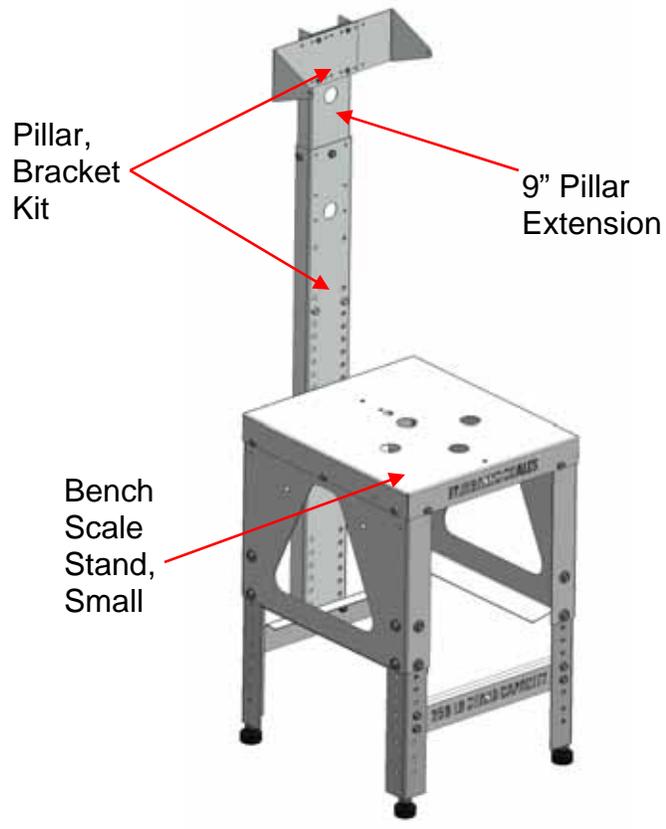
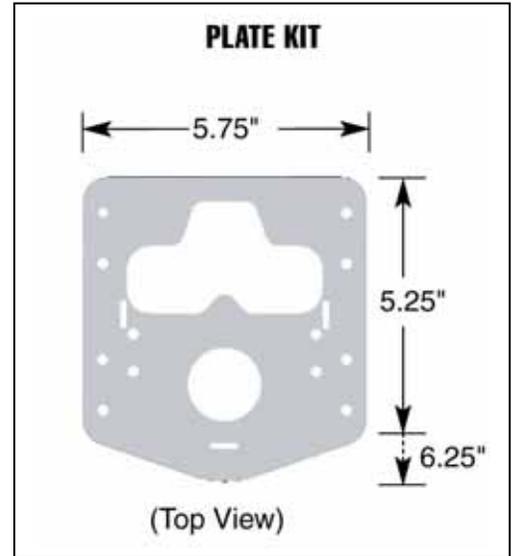
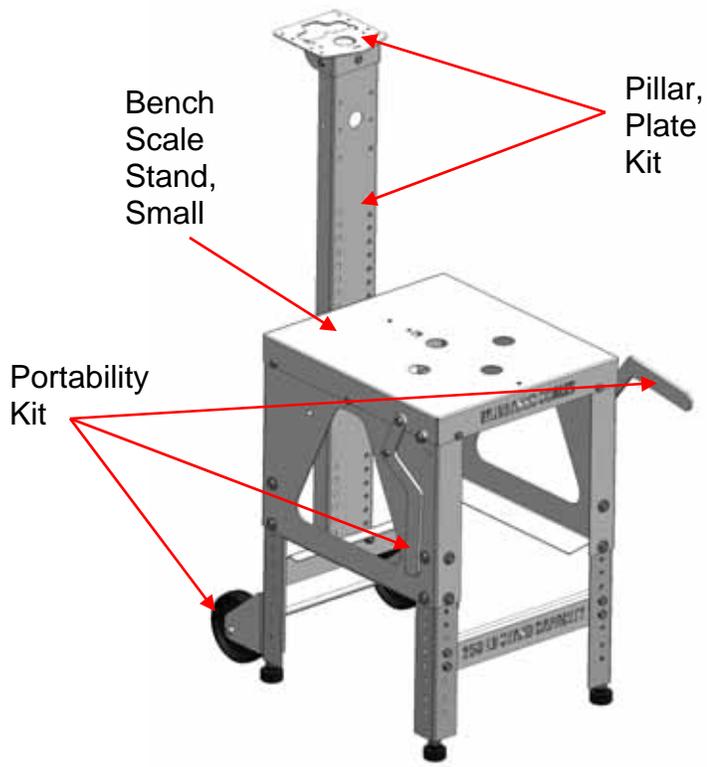
Bench Stand, large:

Designed for 18" x 18" and larger QuickSilver Bench Scales

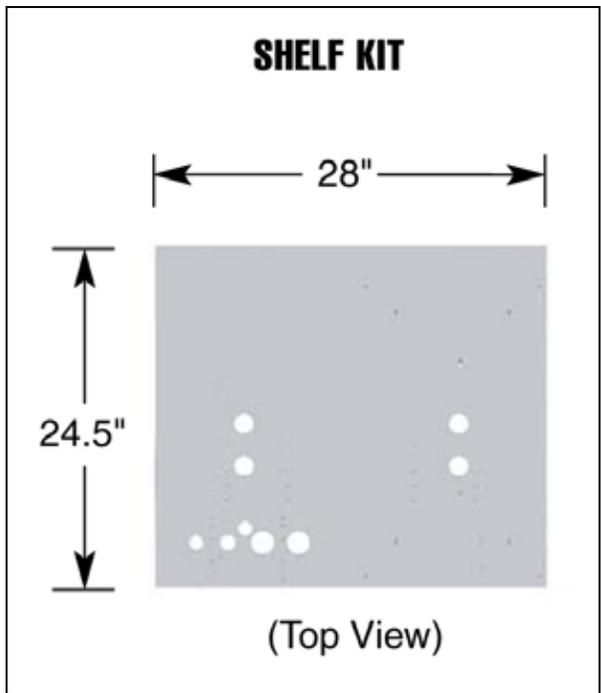
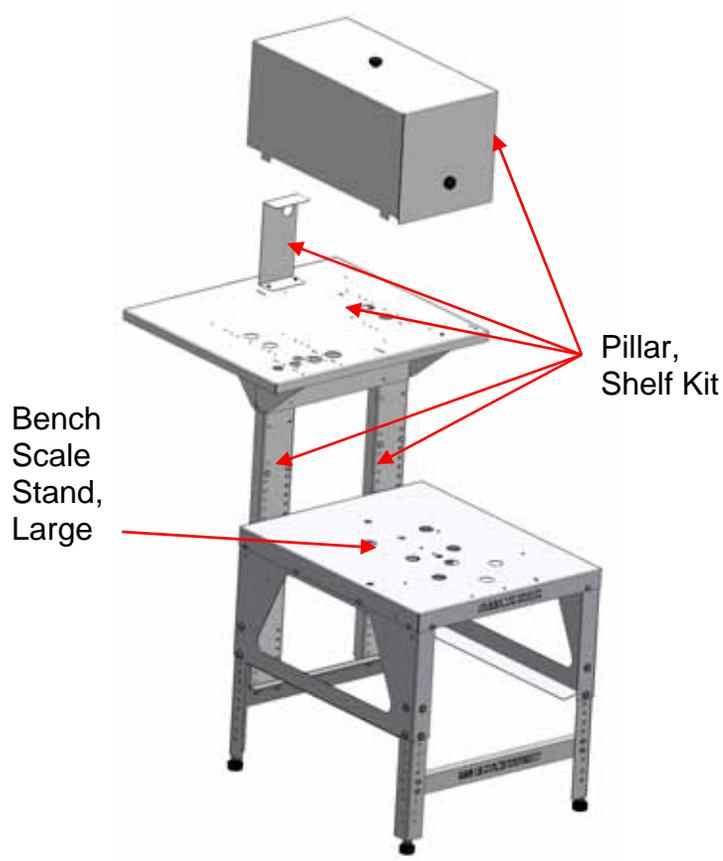
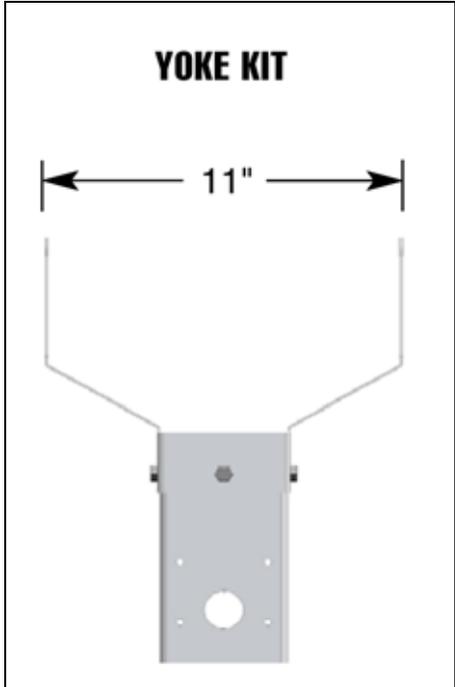
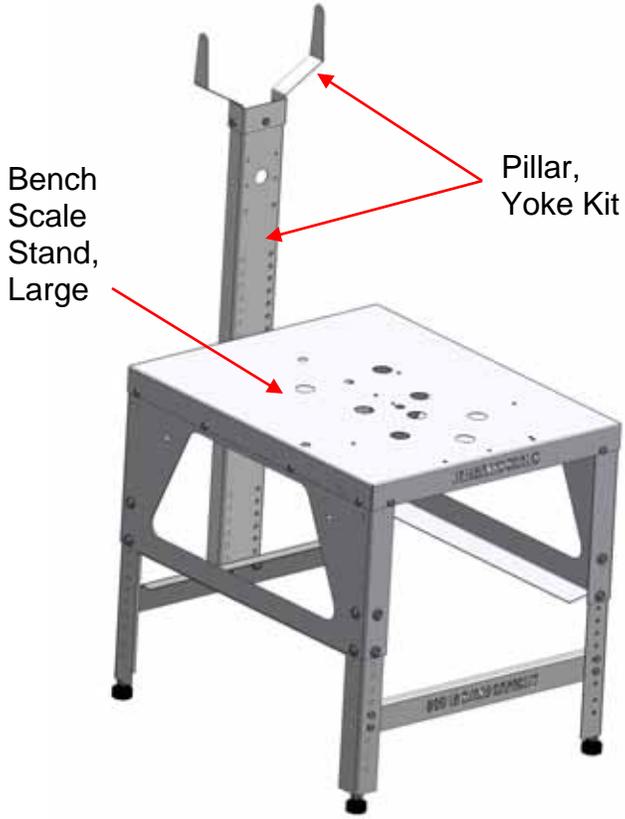
### Accessories

- Pillar, Yoke Kit
- Pillar, Plate Kit
- Pillar, Bracket Kit
- Pillar, Shelf Kit
- Portability Kit, Small Bench Stand
  - Two Polyolefin 5" Diameter Wheels
  - Two 304 Series Stainless Steel Handles
  - Stainless Steel Hardware
  - Axle
- Portability Kit, Large Bench Stand
  - Two Polyolefin 5" Diameter Wheels
  - Two 304 Series Stainless Steel Handles
  - Stainless Steel Hardware
  - Axle

# Stainless Steel Bench Stand, Small



# Stainless Steel Bench Stand, Large



**PRIMARY SCALE MARKETS**

<b>Market</b>	<b>SIC Code</b>
▪ Chemical	2812, 2816, 2819, 2821, 2822
▪ Food Processing	2015, 2016, 2017, 2032, 2034, 2038, 2053, 2053,
	2064, 2066, 2068, 2091
▪ Manufacturing	2061, 2062, 2074, 2075

**Product Pictures**



**Bench Stand, Small  
Pillar, Yoke Kit  
12" x 12" QuickSilver Platform  
FB2250 Series NEMA4X Instrument**



**Bench Stand, Small  
Pillar, Bracket Kit  
10" x 10" QuickSilver Platform  
2800 Series Instrument**



**Bench Stand, Small  
Pillar, Plate Kit  
12" x 12" QuickSilver Platform  
NexWeigh Series Instrument**



**Bench Stand, Large  
Pillar, Bracket Kit  
9" Extension  
Portability Kit  
18" x 24" QuickSilver Platform  
2300 Series NEMA4X Instrument**



**Bench Stand, Large  
Pillar, Shelf Kit  
Portability Kit  
18" x 18" QuickSilver Platform  
3000 Series Instrument  
PM4i Label Printer**

