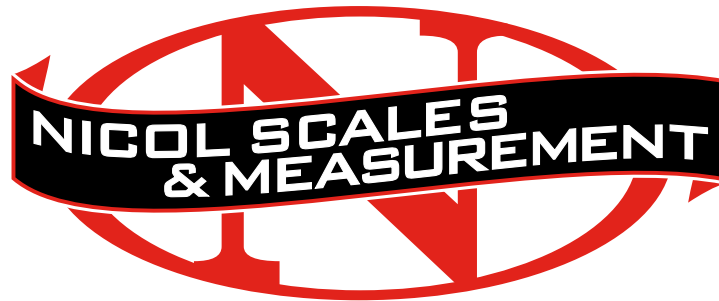


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**SDL #:** 6938

**DATE:** May 20, 2011

<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:** Mike Wilkinson, Heavy Capacity Product Manager

**SUBJ: Coal Tar Undercoating**

Did you know that the products some of our customers weigh actually contribute to truck scale corrosion? Bulk fertilizer plants and salt plants transfer enormous quantities of corrosive material across scales every year. Accumulation of this corrosive material under a scale and in stagnant areas creates an environment well suited for aggressive corrosion. In an effort to address this issue and to offer our customers additional value above and beyond the typical paint system, Fairbanks is pleased to offer a factory applied coal tar undercoating as a standard option. The undercoating can be applied directly to the underside of any of Fairbanks heavy capacity scales.

Coal tar is an excellent medium used to create a protective barrier between the ambient environment and the steel structure. Coal tar undercoating is a generally accepted method of corrosion protection for both above grade and submerged structures. Fairbanks applies the coating at the factory to a specified dry film thickness of 12.0 mills. This coal tar product provides excellent protection in severe environments and demonstrates excellent resistance to fresh or salt water.

As you consult with your buyers, be aware of those applications where the product itself or the ambient environment can be significantly corrosive to steel. Applications where chemicals, fertilizers, salt or salt water is present are excellent candidates for coal tar undercoating. Another ideal application is the installation of above ground scales in a pit environment. Please contact the Heavy Capacity Solutions Group for details.

If you have any questions, concerns, or comments feel free to give me a call at 816-448-4202 or by e-mail at [mwilkinson@fairbanks.com](mailto:mwilkinson@fairbanks.com).