



# How to Select the Right Liftgate for the Right Application

*Insights from the "Leader in Liftgates"*

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End users vary widely in the nature of their operations; therefore, each has different liftgate needs. This presentation will walk you through important questions to ask your customer, help you understand various end-user profiles, and aid you in selecting the correct liftgate for the application.



# 5 Easy Steps that Guide You in Your Liftgate Recommendation for the End-User

Step 1

Type & Size of Vehicle

Step 2

Type and Handling of load

Step 3

Lifting Capacity

Step 4

Type of Liftgate

Step 5

Bed Height

# Step 1

## Type & Size of Vehicle



Trailer: Single axle or tandem, Pup or longer? Smaller and medium duty liftgates aren't designed for the pounding a trailer can give them....there are specific models for specific type of vehicles.

- Railift & Columnlifts
- Rear Sliders
- RA Side Door Slidelift
- Heavy duty Tuk-A-Ways GPT, GPTLR's

Truck: Is it a Pickup Truck or Straight Truck? Is it a medium-duty or a Heavy-duty? Flat-Bed, Utility Body, Dry Box or Reefer?

- Light-duty Tuk-A-Ways (1500-3000 lbs.)
- Mighty Max
- Heavy duty Tuk-a-ways GPT and GPTLR
- RCM Medium Duty Railift (1250-1600 lbs.)
- Railift & Columnlifts

# Step 2

## Type & Handling of Load



What Type of Product is being moved?

Plants, Car Parts, Grocery Products, Refrigerated or Dry Products, Beverage, Ice, Batteries, Bakery, etc.

What are the Dimensions of the load?

Lengths, Widths, Heights and Weights





# Step 2

## Type & Handling of Load

(continued)

### How is the Product Being Moved?

By Hand, Manual or Electric Pallet Jack, Carts, Boxes, Hand Truck, Barrels, etc. Get an understanding on how they are distributing their product.



# Step 3

## Lifting Capacity



Sample estimation of lifting capacity before product:

- 250 lbs. Driver
- 50 lbs. Pallet
- 200 lbs. Manual Pallet Jack
- **500 lbs. before product!**

**1500 – 3000 LBS.**

**3300 – 4400 LBS.**

**5000 – 6600 LBS.**

# Step 4

## Type of Liftgate



**Tuk-A-Way®**

**Slider**



**Columnlift®**



**Light Duty**



**Cantilever**





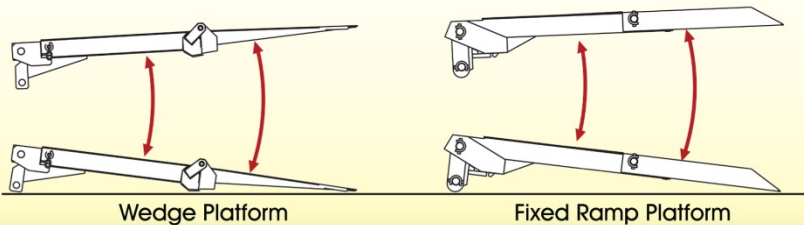
# Step 4

## Type of Liftgate

(continued)

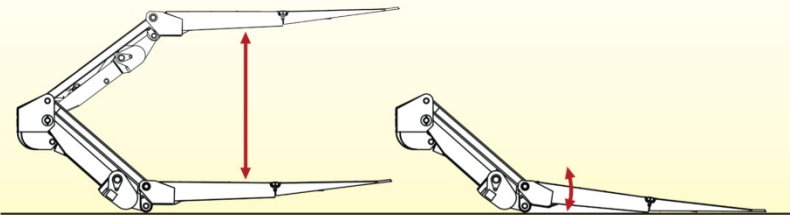
### Standard Ride:

72-150, TE-20, TE-25, 72-25/72-30, MTB



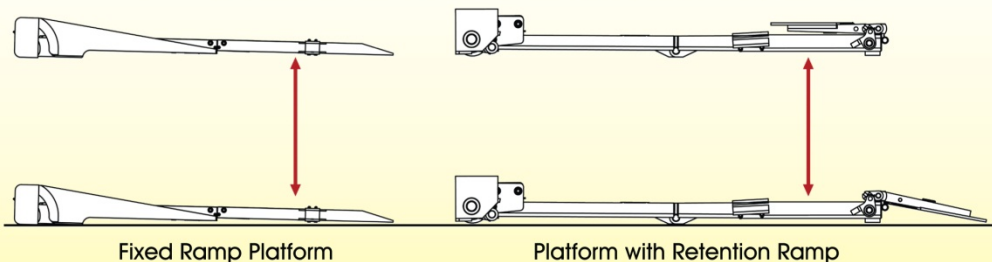
### Level Ramping Ride:

GPC, GPT, GPTWR, GPS, GPST



### Level Ride:

MM, RCM, DMD, RC, RCT, GPTLR, GPSLR, BMR-A, BMRSD, RC-CS, BMR-CS



There are three options to select from when choosing the type of platform ride for your Maxon liftgate. Each ride type is designed to meet a different set of material handling requirements.

# Step 4

## Type of Liftgate (contd.):

“Standard Ride” with Wedge Style Platform:



# Step 4

## Type of Liftgate (contd.):

### Level Ramping Rides:



**\*Wedge Platform offers larger loadable surface and smooth transition onto platform. Only available on Standard & Level Ramping Ride lifts.**



# Step 4

## Type of Liftgate (contd.):

### GPTLR “Aluminum” Platform Level Ride



# Step 4

## Type of Liftgate (contd.):

### GPTLR "Steel" Platform Level Ride





# Step 5

## Bed Height Requirement



- Check if the selected gate is able to accommodate the necessary bed heights!
- Floor to ground dimensions: "Unladen = Max."; "Laden = Min."

# LIFTGATE FACT FINDING

**MAXON®**

Date: \_\_\_\_\_

Customer Name: \_\_\_\_\_

Sales Representative: \_\_\_\_\_

Vehicle Specifications

1. Liftgate to be mounted on:  Truck  Trailer
2. Liftgate is located at:  Rear Door  Side Door  Both
3. Type of door:  Swing Door  Roll-Up Door
4. What is the overall width of the vehicle?  102"  96"  90"  84"
5. What is overall length of vehicle? \_\_\_\_\_ feet
6. What is the overall height of body? Unladen \_\_\_\_\_ inches Laden \_\_\_\_\_ inches
7. What is the overall floor height of body? \_\_\_\_\_ inches
8. Vehicle body is:  Van Style  Stake Bed  Platform  Curtain Side  Other
9. Cargo area is:  Dry  Refrigerated

Applications

10. Will they be loading or unloading at a refrigerated facility?  Yes  No
11. What type of cargo is being handled? \_\_\_\_\_
12. Select the type of load:  Palletized  Cart  Barrels  Boxes  Other
13. Dimensions of the pallet, cart, barrel, box, other: Length \_\_\_\_\_ Width \_\_\_\_\_
14. Maximum weight of pallet, cart, barrel, box, other: \_\_\_\_\_ LB.
15. If pallets, what type of pallet jacks are used:  Manual  Electric
16. How many delivery stops are made per day? \_\_\_\_\_
17. How many deliveries require the liftgate per day? \_\_\_\_\_
18. How many liftgate cycles (1 cycle = up & down) per delivery: \_\_\_\_\_
19. Platform loads are generally:  Lowered  Raised
20. What type of ground surface are deliveries made to?  Pavement  Gravel  Dirt

Other Considerations

21. Do any docks used, have dock lock equipment?  Yes  No
22. Is overall weight of vehicle critical?  Yes  No
23. Geographically, how far North will the vehicle be operated? \_\_\_\_\_
24. What particular style of liftgate is preferred?  Columnlift  Tuk-A-Way  Conventional  
 Railift  Slider
25. Is a level ride platform required?  Yes  No
26. Has the customer used liftgates before?  Yes  No Specs \_\_\_\_\_
27. Changes they would make to their current liftgate fleet to enhance the operation or limit downtime?  
\_\_\_\_\_  
\_\_\_\_\_

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