

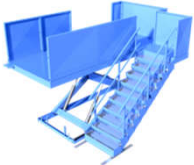


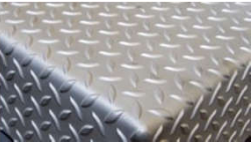








Working platforms – Key accessories

	Accessories	Benefit	Customer value
	<p>Customized railings and gates solutions</p>	<ul style="list-style-type: none"> Working platforms with traveling operators must be secured according to safety regulations. What makes us unique is our ability to completely customize railings and gates with (e.g.) photocells to keep gates above ground level locked until the goods are in place or to automatically regulate gate or railing openings, etc. 	<ul style="list-style-type: none"> Guarantees safety and protection according to applicable regulations – safety and health
	<p>Bellows/chain mesh/roller curtains</p>	<ul style="list-style-type: none"> Reduces the risk of personal injury, and useful protection against mechanical damage 	<ul style="list-style-type: none"> Ensures safety and protection according to applicable regulations – safety and health
	<p>Access stairs</p>	<ul style="list-style-type: none"> Ergonomic access to the platform The worker can always easily evacuate the platform in emergencies NB: Emergency lowering or escape route is standard 	<ul style="list-style-type: none"> Improved health and safety
	<p>Emergency lowering valve</p>	<ul style="list-style-type: none"> The worker can always easily evacuate the platform in emergencies Smart design for easy and quick access under stress NB: Emergency lowering or escape route is standard 	<ul style="list-style-type: none"> Improved safety





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	Accessories	Benefit	Customer value
	Special executions of platforms	<ul style="list-style-type: none"> Working areas often require adapted platforms with extensions or/and cut outs. We are able to customize extensively 	<ul style="list-style-type: none"> Enables the operator to have a maximum adapted working area for both ergonomic reason and efficient way of working
	Anti-slip	<ul style="list-style-type: none"> Anti-slip protection for operators 	<ul style="list-style-type: none"> Ensures safe working surface and avoids injuries to operators – safety and health
	Synchronized scissors	<ul style="list-style-type: none"> Enables operator to work all round objects, with access at an ergonomic height 	<ul style="list-style-type: none"> Enables operator to work ergonomically and efficiently in a maximally adapted area Ensures safe working surface and avoids injuries to operators – safety and health
	Pre-programmed multi positions	<ul style="list-style-type: none"> Pushing a button initiates a given sequence of motions automatically. Unlimited number of positions and buttons Easy to handle, manage – simplifies work flows Enforces a given workflow (poka-yoke) – high quality (always right sequence) Exact positioning of platform immediately Shortens time to onboard/train new personnel 	<ul style="list-style-type: none"> Increased quality Saves time Safety


Working platforms – Key accessories

	Accessories	Benefit	Customer value
	<p>Extension frames. One-, two-, three- or four-way x-y led</p>	<ul style="list-style-type: none"> • Extend the platform in any direction by up to 50% of platform width/length – improves ergonomics and efficiency • More dynamic movement for operators than a boom lift • Larger platforms and less need to repeatedly reposition the lift • Flexible solution 	<ul style="list-style-type: none"> • Cost savings • Versatility – cost savings
	<p>Extra large platform – mobility</p>	<ul style="list-style-type: none"> • Biggest platforms on market enable a better workplace: easy to move around on platform and better positioning for the task • Bring tools, machinery and even a workbench to the task, no need to go up and down • Free movement for operator – ergonomic workplace • More dynamic movement for operators than a boom lift • Larger platforms and less need to repeatedly reposition the lift 	<ul style="list-style-type: none"> • Time savings • Productivity gains • Cost savings • Health
	<p>Telescopic stabilizers</p>	<ul style="list-style-type: none"> • Quick and easy to move the platform with telescopic stabilizers • Stable even on uneven floorings • Manual or automatic 	<ul style="list-style-type: none"> • Ergonomic • Cost saving – cost of ownership
	<p>Collision protection</p>	<ul style="list-style-type: none"> • Inductive or mechanical sensors for automatic stops – will not collide with anything on or off the track, e.g. equipment fallen from the work platform 	<ul style="list-style-type: none"> • Safety





Working platforms – Key accessories

	Accessories	Benefit	Customer value
	<p>Load cells</p>	<ul style="list-style-type: none"> • Identifies e.g. weight or number of items and takes action automatically depending on input • Elimination of possible downtime • Risk elimination, e.g. automatic overload action minimizes risk of both operator injury and damage to goods and equipment 	<ul style="list-style-type: none"> • Safety • Long life solution • Minimized damage • Time savings
	<p>Self closing, telescopic rails</p>	<ul style="list-style-type: none"> • Easy to move to get access to specific areas • Quick and easy 	<ul style="list-style-type: none"> • Health • Time saving
	<p>Folding rails for driving</p>	<ul style="list-style-type: none"> • Fold down when you are driving around, taking less space on vehicle and minimizing wind resistance • Full safety, e.g. railings can be folded only when driving and up only when lifting 	<ul style="list-style-type: none"> • Cost saving • Branding • Cost of ownership
	<p>Transport anchors</p>	<ul style="list-style-type: none"> • Safe transport on vehicle • Vibration-free • Easy and quick to use 	<ul style="list-style-type: none"> • Long lifetime – cost of ownership • Time saving • Safety





Working platforms – Key accessories

	Accessories	Benefit	Customer value
	Fall lines (protective or hindering)	<ul style="list-style-type: none">• Full protection if operator falls• Unlimited max weight (operator + equipment)• Extra protection with specific openable railings• Hands-free working even at height	<ul style="list-style-type: none">• Safety• Ergonomics – health





Working platforms – Services and add-ons

	Type	Feature	Benefit	Value
	Customizing support from experienced engineers	<ul style="list-style-type: none"> Long experience from working platforms solutions across thousands of installations in various countries and regions 	<ul style="list-style-type: none"> Identify and support with the right solution for any need Know-how partner – what works, what doesn't No overshoot, no undershoot Knowledge transfer, reduced load on own personnel 	<ul style="list-style-type: none"> Risk reduction Cost reduction Short time-to-market
	Working platform training	<ul style="list-style-type: none"> Full offer of working platform training: F2F or online, local review, design tips, etc. 	<ul style="list-style-type: none"> Knowledge transfer Increased customer safety and health Reduced load on own training organization Quick onboarding of customers/new personnel Better product service/maintenance 	<ul style="list-style-type: none"> Improved branding Safety and health Cost savings Total cost of ownership
	Local partner	<ul style="list-style-type: none"> Local representatives with local working platforms knowledge 	<ul style="list-style-type: none"> Quick and targeted support Easy to do business with Easily scalable, i.e. for customer to go from local to global solution 	<ul style="list-style-type: none"> Improved branding Increased safety Cost savings Total cost of ownership
	The flexible partner	<ul style="list-style-type: none"> Organization with the right products, services, and knowledge 	<ul style="list-style-type: none"> Can give the customer the exactly correct working platform at the right time, over time Easy to do business with 	<ul style="list-style-type: none"> Cost savings Cost of ownership




Working platforms – Services and add-ons

	Type	Feature	Benefit	Value
	Broad base lift program ready to be customized	<ul style="list-style-type: none"> Standard lift tables to cover a almost any working platform needs 	<ul style="list-style-type: none"> Easy to find right base lift solution quickly Quickly customizable 	<ul style="list-style-type: none"> Lower complexity supplier – cost savings Easy to do business with – cost savings Short delivery times – cost savings
	Full working platform accessory program	<ul style="list-style-type: none"> Accessories program covers all working platform needs 	<ul style="list-style-type: none"> Easy to find exact part needed Easy to create the ideal solution One reliable supplier to cover it all 	<ul style="list-style-type: none"> Lower complexity – cost savings JIT deliveries, short time-to-market Long lifetime – cost ownership
	Working platform service contract	<ul style="list-style-type: none"> Opportunity to sign up for suitable service contracts 	<ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Ensures quality Guarantees safety Regular safety checks Easy to do business with 	<ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Ensures quality Guarantees safety
	Working platform installation	<ul style="list-style-type: none"> Handling the entire working platform installation Experience from several thousand installations 	<ul style="list-style-type: none"> Knowledgeable and experienced partner – high-quality installation Quick installation Easy to do business with Reduced load on own personnel 	<ul style="list-style-type: none"> Cost savings Safety and health

Working platforms – Services and add-ons

	Service	Feature	Benefit	Value
	Advanced working platform tech support	<ul style="list-style-type: none"> Highly skilled tech support with long experience from working platforms Local tech support – global experts backup 	<ul style="list-style-type: none"> Reduced load on own personnel – free up customer's own resources Not finding a solution – finding <i>the</i> solution 	<ul style="list-style-type: none"> Cost savings Cost of ownership
	Working platform spare parts ex-stock	<ul style="list-style-type: none"> Immediate availability of spares ex-stock 	<ul style="list-style-type: none"> JIT service and manufacturing opportunities Reduce customer's own inventory – free up cash and warehouse space 	<ul style="list-style-type: none"> Cost savings Cost of ownership
	Third-party working platform approvals on demand when needed	<ul style="list-style-type: none"> Certified according to local/global legislation 	<ul style="list-style-type: none"> Assured quality Guaranteed safety Minimize customer's own administration 	<ul style="list-style-type: none"> Safety and health Certified quality – cost of ownership
	Global working platform manufacturing	<ul style="list-style-type: none"> Factories in Europe, US, Asia 	<ul style="list-style-type: none"> Secure supply chain – redundant supply Able to sign global agreements JIT deliveries worldwide Short delivery distance eliminates long-distance transportation 	<ul style="list-style-type: none"> Reduced complexity – cost of ownership Assured availability – cost savings Environmental – branding

Working platforms – Services and add-ons

	Type	Feature	Benefit	Value
	High quality working platform	<ul style="list-style-type: none"> • Proven quality over time • Certified quality • Several thousand installations, still working • First installation in 1978 – still running 	<ul style="list-style-type: none"> • Line never stops • Secure supply chain • No need for extra services • Long lifetime • Increased safety 	<ul style="list-style-type: none"> • Cost savings • Cost of ownership • Safety and health
	Innovative solutions	<ul style="list-style-type: none"> • Innovative loading dock solutions, e.g. first company to introduce a dedicated accessories program for working platforms 	<ul style="list-style-type: none"> • Customer can be a leader in safety and health and efficiency 	<ul style="list-style-type: none"> • Branding • Cost savings
	24 months' warranty	<ul style="list-style-type: none"> • Comprehensive warranty package 	<ul style="list-style-type: none"> • Certified and assured quality of products and parts 	<ul style="list-style-type: none"> • Branding • Cost savings • Cost of ownership