









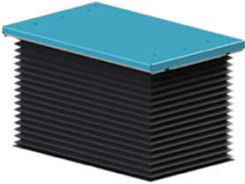

Work positioners – Key accessories

	Accessory	Benefit	Customer value
	Turntables (circular, rectangular)	<ul style="list-style-type: none"> Allows the operator to rotate the goods, always standing in an ergonomic position 	<ul style="list-style-type: none"> Safety and health
	Truck frame	<ul style="list-style-type: none"> Enables the lift table to be transported easily with a forklift or hand pallet truck 	<ul style="list-style-type: none"> Flexible working stations – cost savings
	Wheel frame	<ul style="list-style-type: none"> A lift table with wheels becomes mobile lifting and handling equipment 	<ul style="list-style-type: none"> Flexible working stations – cost savings
	Foot pedal	<ul style="list-style-type: none"> Foot pedal controls the lift table, freeing the operator's hands to manipulate the goods 	<ul style="list-style-type: none"> Safe and efficient, avoiding injuries and accidents – safety and health





Work positioners – Key standard features

	Standard feature	Benefit	Customer value
	U- or E-shaped platform	<ul style="list-style-type: none"> • Easy to find the correct solution for the task 	<ul style="list-style-type: none"> • Improved ergonomics – safety and health • Increased efficiency and productivity – cost savings
	Low-built design	<ul style="list-style-type: none"> • No need for pit • Quick and easy installation • Fits almost any location 	<ul style="list-style-type: none"> • Saves time • Cost savings, no extra investment needed
	Standard range covers all needs	<ul style="list-style-type: none"> • Easy to quickly identify the correct solution • One supplier to cover it all • Quickly customizable if/when needed 	<ul style="list-style-type: none"> • Lower complexity supplier – cost savings • Easy to do business with – cost savings • Short delivery times – cost savings
	Chain mesh	<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





Work positioners – Key accessories

	Accessories	Benefit	Customer value
	Bellows	<ul style="list-style-type: none">• Reduces the risk of personal injury and protects the table from dust and dirt in exposed environments.• Suitable for use outdoors as weather-proof equipment	<ul style="list-style-type: none">• Ensures safety and protection according to applicable regulations – safety and health• Long lifetime in extremely difficult environmental and operational conditions – low cost of ownership
	Roller curtain	<ul style="list-style-type: none">• Reduces the risk of personal injury	<ul style="list-style-type: none">• Ensures safety and protection according to applicable regulations – safety and health





Work positioners – Services and add-ons

	Type	Feature	Benefit	Value
	Broad work positioner product program	<ul style="list-style-type: none"> Standard work positioners to cover all needs 	<ul style="list-style-type: none"> Easy to find right work positioner solution quickly One supplier to cover it all Quickly customizable if/when needed 	<ul style="list-style-type: none"> Lower complexity supplier – cost savings Easy to do business with – cost savings Short delivery times – cost savings
	Full work positioner accessory program	<ul style="list-style-type: none"> Accessories program to directly cover all work positioning situations 	<ul style="list-style-type: none"> Easy to find exact part needed Easy to create the ideal solution One supplier to cover it all 	<ul style="list-style-type: none"> Lower complexity – cost savings
	Work positioner 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 Assured quality Guaranteed safety 	<ul style="list-style-type: none"> Longer lifetime – lower cost of ownership Assured quality Guaranteed safety
	Work positioner installation service	<ul style="list-style-type: none"> Taking care of work positioner installation from architect design to operational business Experience from several thousand installations 	<ul style="list-style-type: none"> Easy to do business with Knowledgeable and experienced partner Quick installation 	<ul style="list-style-type: none"> Cost savings Safety and health




Work positioners – Services and add-ons

	Type	Feature	Benefit	Value
	Customizing support from experienced engineers	<ul style="list-style-type: none"> • Long experience from several thousand installations 	<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/undershoot 	<ul style="list-style-type: none"> • Risk reduction • Cost reduction
	Work positioner training	<ul style="list-style-type: none"> • Full work positioner training offer: 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 work positioner partner	<ul style="list-style-type: none"> • Local representatives with local work positioner 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 work positioner 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 work positioner at the right time, over time • Easy to do business with 	<ul style="list-style-type: none"> • Cost savings • Cost of ownership

Work positioners – Services and add-ons

	Service	Feature	Benefit	Value
	Advanced work positioner tech support	<ul style="list-style-type: none"> Highly skilled tech support with long experience from work positioners 	<ul style="list-style-type: none"> Reduced load on own personnel – free up customer's own resources Not finding <i>a</i> solution - finding <i>the</i> solution 	<ul style="list-style-type: none"> Cost savings Brand building
	Work positioners 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 work positioner 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 work positioner 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

Work positioners – Services and add-ons

	Type	Feature	Benefit	Value
	High-quality work positioner	<ul style="list-style-type: none"> • Proven quality over time • Certified quality with thousands of 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 	<ul style="list-style-type: none"> • Cost savings • Cost of ownership
	Innovative solutions	<ul style="list-style-type: none"> • Innovative work positioner solutions 	<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