


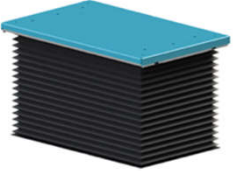

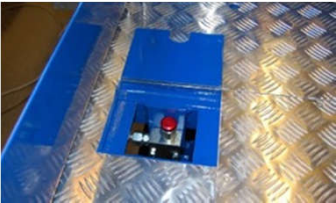
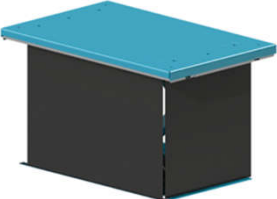






Nivelator – Key accessories

	Accessory	Benefit	Customer value
	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
	Safety railings and gates	<ul style="list-style-type: none"> • Lifts with traveling operators must be secured according to safety regulations 	<ul style="list-style-type: none"> • Ensures safety and protection according to applicable regulations – safety and health
	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
	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





Nivelator – Key accessories

	Accessories	Benefit	Value
	Roll-off guard	<ul style="list-style-type: none"> Prevents goods from rolling off the table during loading/unloading 	<ul style="list-style-type: none"> Ensures safe operation and avoids injuries to operators – safety and health
	Emergency lowering valve	<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"> Increased safety
	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





Nivelator– Services and add-ons

	Type	Feature	Benefit	Value
	Broad base Nivelator program	<ul style="list-style-type: none"> Broad Nivelator program as a base for the customized solution 	<ul style="list-style-type: none"> Easy to find right Nivelator solution quickly One supplier to cover it all Standard Nivelator 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 Nivelator accessory program	<ul style="list-style-type: none"> Accessories program cover almost any customization need 	<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
	Nivelator 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 Safety and health
	Nivelator installation	<ul style="list-style-type: none"> Taking care of the installation 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




Nivelator – Services and add-ons

	Type	Feature	Benefit	Value
	Customizing support from experienced engineers	<ul style="list-style-type: none"> Long experience from several thousand unique solutions 	<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
	Nivelator training	<ul style="list-style-type: none"> Full offer of Nivelator 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 Nivelator partner	<ul style="list-style-type: none"> Local representatives with local Nivelator 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 Nivelator 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 Nivelator solution at the right time, over time Easy to do business with 	<ul style="list-style-type: none"> Cost savings Cost of ownership

Nivelator – Services and add-ons

	Service	Feature	Benefit	Value
	Advanced Nivelator support	<ul style="list-style-type: none"> Highly skilled tech support with long experience from Nivelators 	<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 Brand building
	Nivelator 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 Nivelator 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 Nivelator 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

Nivelator – Services and add-ons

	Type	Feature	Benefit	Value
	High-quality Nivelators	<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 	<ul style="list-style-type: none"> • Cost savings • Cost of ownership
	Innovative solutions	<ul style="list-style-type: none"> • Innovative Nivelator 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