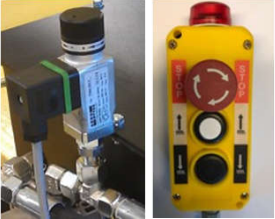

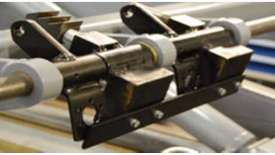











## Goods lifts – Key accessories

Accessories	Benefit	Customer value
 <p data-bbox="590 526 810 548"><b>Overload protection</b></p>	<ul data-bbox="999 480 1377 555" style="list-style-type: none"> <li>• Overload pressure switch on the power unit is connected to a light and buzzer on the pushbutton box</li> </ul>	<ul data-bbox="1465 480 1898 529" style="list-style-type: none"> <li>• Safety</li> <li>• Eliminates risk of damage due to overload</li> </ul>
 <p data-bbox="590 753 898 776"><b>Gates/handrails on platform</b></p>	<ul data-bbox="999 727 1419 802" style="list-style-type: none"> <li>• Safe working place</li> <li>• Complies with regulations and legislation</li> <li>• Ready for use on delivery</li> </ul>	<ul data-bbox="1465 727 1654 750" style="list-style-type: none"> <li>• Increased safety</li> </ul>
 <p data-bbox="590 948 760 971"><b>Safety Retainer</b></p>	<ul data-bbox="999 899 1419 974" style="list-style-type: none"> <li>• Mechanical safety retainer on upper level prevents the platform from being lowered unintentionally</li> </ul>	<ul data-bbox="1465 899 1906 948" style="list-style-type: none"> <li>• Ensures safety and protection according to applicable regulations – safety and health</li> </ul>
 <p data-bbox="590 1136 680 1159"><b>Bellows</b></p>	<ul data-bbox="999 1114 1398 1214" style="list-style-type: none"> <li>• Reduces the risk of personal injury or damaged goods through squeezing or trapping</li> <li>• Protection against dust and dirt</li> </ul>	<ul data-bbox="1465 1114 1948 1188" style="list-style-type: none"> <li>• Reduces the risk of personal injury or damaged goods through squeezing or trapping</li> <li>• Protection against dust and dirt</li> </ul>





## Goods lifts – Services and add-ons

	Type	Feature	Benefit	Value
	<b>Broad base program</b>	<ul style="list-style-type: none"> <li>• Base construction program to cover huge number of different applications</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to find right goods lift solution directly</li> <li>• One supplier to cover it all</li> <li>• Quick to customize a standard table if/when needed</li> </ul>	<ul style="list-style-type: none"> <li>• Lower complexity supplier – cost savings</li> <li>• Easy to do business with – cost savings</li> <li>• Short delivery times – cost savings</li> </ul>
	<b>Full accessory program</b>	<ul style="list-style-type: none"> <li>• Accessories program covers all goods lift adaptation needs</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to find exact acc. part needed</li> <li>• Easy to create the ideal solution</li> <li>• One supplier to cover it all</li> </ul>	<ul style="list-style-type: none"> <li>• Lower complexity – cost savings</li> </ul>
	<b>Goods lift service contract</b>	<ul style="list-style-type: none"> <li>• Allows customers to sign up for suitable service contracts</li> </ul>	<ul style="list-style-type: none"> <li>• Longer lifetime – lower cost of ownership</li> <li>• Assured quality</li> <li>• Guaranteed safety</li> </ul>	<ul style="list-style-type: none"> <li>• Longer lifetime – lower cost of ownership</li> <li>• Assured quality</li> <li>• Guaranteed safety</li> </ul>
	<b>Goods lift installation service</b>	<ul style="list-style-type: none"> <li>• Taking care of the installation from architect's design to operating business</li> <li>• Experience from several thousand installations</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to do business with</li> <li>• Knowledgeable and experienced partner</li> <li>• Quick installation</li> </ul>	<ul style="list-style-type: none"> <li>• Cost savings</li> <li>• Safety and health</li> </ul>




## Goods lifts – Services and add-ons

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

## Goods lifts – Services and add-ons

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

## Goods lifts – Services and add-ons

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