

the **ADVANCE** Advantage

ADVANCE LIFTS

APRIL 2001

The Advance Advantage is our monthly Sales Advice Sheet offering Advance Distributors practical and accurate information regarding the Advance Product Line, our Competitive Advantages, Features & Benefits, and Industry News.

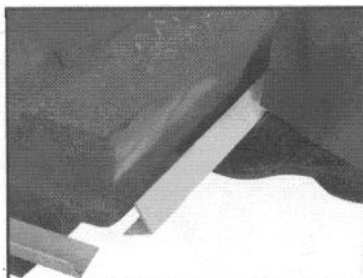
BELLOWS SKIRTING - COSMETIC OR SAFETY?

Bellows skirting is often requested during the quoting process, and ultimately added as an option on many lift tables. But do your customers truly understand the correct application for Bellows Skirting?

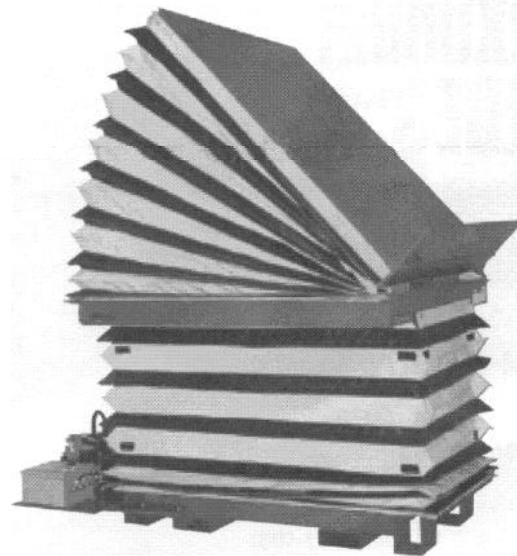
For the protection of all parties involved, we need to make it clear that Bellows Skirting is not a safety device. Bellows Skirting is simply a cosmetic option available for most lift tables, and provides no safety barrier to injury. Further confirmation of this can be found in ANSI MH29.1 "Safety Requirements for Industrial Scissors Lifts" which required rigid skirting when skirting is used. Bellows skirting is not rigid.

Before your customer mistakenly purchases Bellows Skirting believing it to be a safety barrier, educate them on the true safety alternatives. ANSI acknowledges the following devices as toe protection:

- 1- Beveled Toe Guards
- 2- Toe Sensors (electric toe guards)
- 3- Rigid Skirting
- 4- Indicator Bars



Electric Toe Guard



lift Table with Bellow Skirting

If you would like a copy of the ANSI MH29.1, YOU can purchase it **from:**

The Material Handling Institute
Lift Manufactures Product Section
8720 Red Oak Blvd, Suite 210
Charlotte, NC 28217

Safety should be one of the first issues addressed when discussing any new application or when modifying an existing work station. Let the Advance Sales Team help you and your customer make the right choice, we all benefit from a the correct and safe product being installed.