

Motorized Stair Climbing Hand Trucks & LiftGates

SAFETY AND PROFITABILITY!



PowerMate[®] is 4 machines in 1:
Powered Stair Climber;
Powered Tail Gate Lift;
Powered Dock & Curb Leveler;
Well-Balanced Dolly!

Call: 1-800-697-6283
or visit: www.PowerMate.info



Avoid Costs, Minimize Risk & Maximize Profits with PowerMate[®]

Customer's purchase PowerMate[®] for a myriad of reasons; to meet their Corporate safety objectives; for labor savings; to reduce Workers' Compensation premiums; to get people on modified duties back to work and productive or for small business owners, "insurance" against a potential injury that would result in their having no income, just to name a few.

Regardless of the size of Company, industry or application, two motivating factors are common among all PowerMate[®] customers:

SAFETY and RETURN ON INVESTMENT (R.O.I)

This presentation is designed to give safety conscious individuals an overview as to why and how implementing a PowerMate[®] Safety Program can make their Company both **Safer and more Profitable!**



Making SAFETY A PRIORITY

The PowerMate® Ergonomic Advantage:

“Industry estimates suggest that 75%, or more, of workplace injuries are back related. The medical bills and loss time from work costs U.S. industries \$20 billion annually. Investing in ways to mitigate these costs and reduce absenteeism is more than an ideal, it’s an economic necessity!

The world’s leading manufacturers recognize the economic benefits to be realized in sustaining a healthy workforce and therefore commit substantial resources into ergonomics. Consequently, the emphasis on ergonomics has become a paramount concern for every company worldwide.

Most responsible multi-national companies have been at the forefront of understanding and implementing proactive plans in establishing a safe work environment and providing worker friendly tools. *PowerMate® is one such tool. More important than it’s labor saving capabilities, the PowerMate® Motorized Stair Climbing Hand Truck is designed and built to minimize stresses on the human body from lifting and carrying”.*

Introduction from the STUART ERGONOMIC REPORT, 2002



PowerMate® StairClimbing HandTrucks **The Findings Are REMARKABLE!**

“Using a PowerMate®, the compressive forces are at least half that of using a conventional hand-truck. The real safety benefit is in the reduction of shear forces. Shear forces are almost ten times greater when using a conventional hand-truck compared to doing the same movement using a PowerMate®.” – p. 15

“The PowerMate® line of hand trucks is a much safer alternative to conventional hand-trucks, and dead-lifts. The risk of injury is greatly reduced when properly operated. Shear forces, which have been indicated to be particularly damaging to the spine are reduced by at least ten times. Using conventional methods will subject the body to very damaging forces which exceed N.I.O.S.H. limits by almost two times. It is these reduction in forces which allow the operator to expend less energy to perform their task, and with a greatly reduced risk of fatigue.” – p. 18

“One advantage that the PowerMate® has over conventional methods is the ease with which a load can be manipulated. The PowerMate® maintains the balance of the load freeing the operator to concentrate on proper operation and safe delivery of product.” – p.10

For a Copy of the complete Independent Ergonomics Report on PowerMate®, please contact L P INTERNATIONAL INC.



The Business Case for PowerMate[®] and Health & Safety

Over the past five years, we have observed a steady rise in the emphasis placed on Safety in the workplace throughout North America.

Increasingly, Companies are recognizing the value of their people to their organizations and the resulting impact of costs from lost time injuries to their bottom line.

More and more Companies are including Health, Safety and Wellness in their corporate objectives and mission statements. **Safety is a Priority.**

Many of our customers regard PowerMate[®] as a piece of “Personal Protective Equipment” (P.P.E.) not unlike, steel toe boots, safety glasses, or gloves! They tell us from an employee perspective, it is a “Quality of Life” issue for their people in higher risk positions. For example, an employee who sustains a back injury may not be able to pursue their recreational activities of choice, play the same way with their children, or may have to alter their future career path, as a result of a potentially preventable injury!

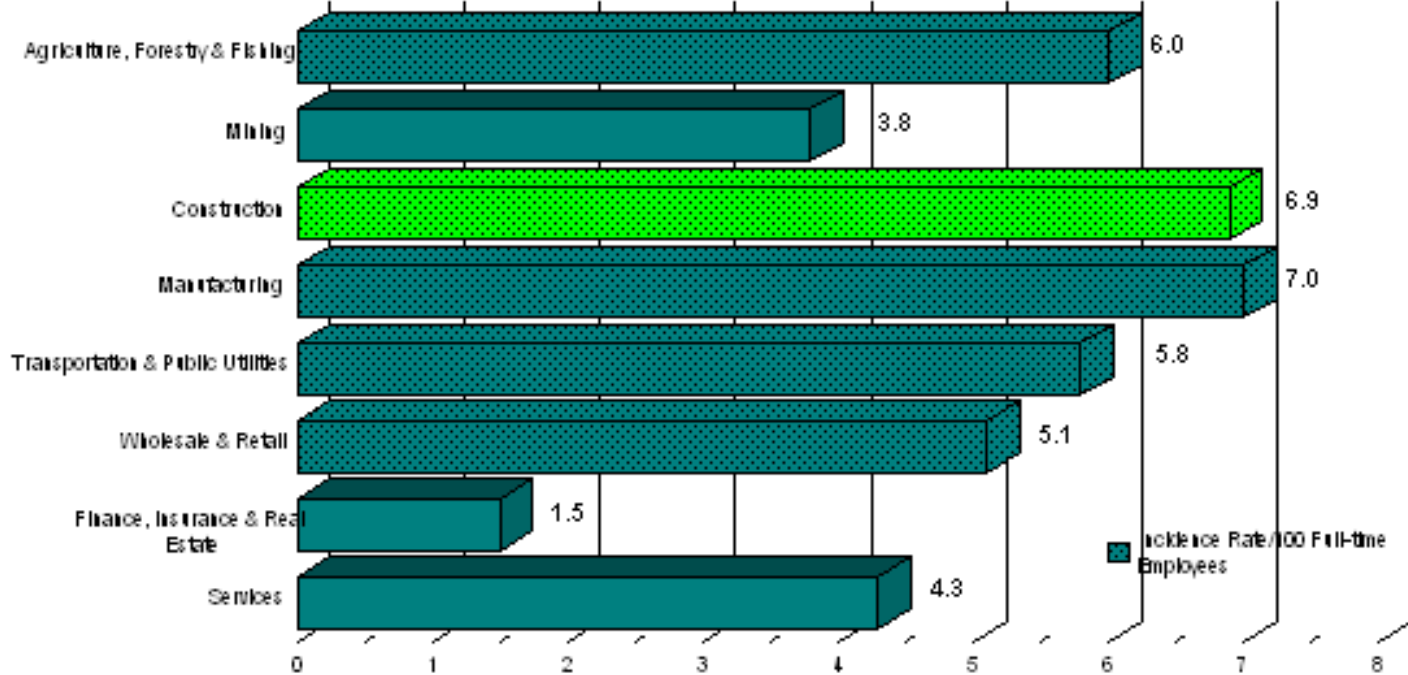
The following information supports the business case for **SAFETY...**



To view video of PowerMate[®] in action go to: www.PowerMate.info!

WHO IS AT RISK?

INCIDENCE OF INJURIES BY INDUSTRY



Private Industry Average = 5.0
U.S. - 4.4 Million Reported Injuries

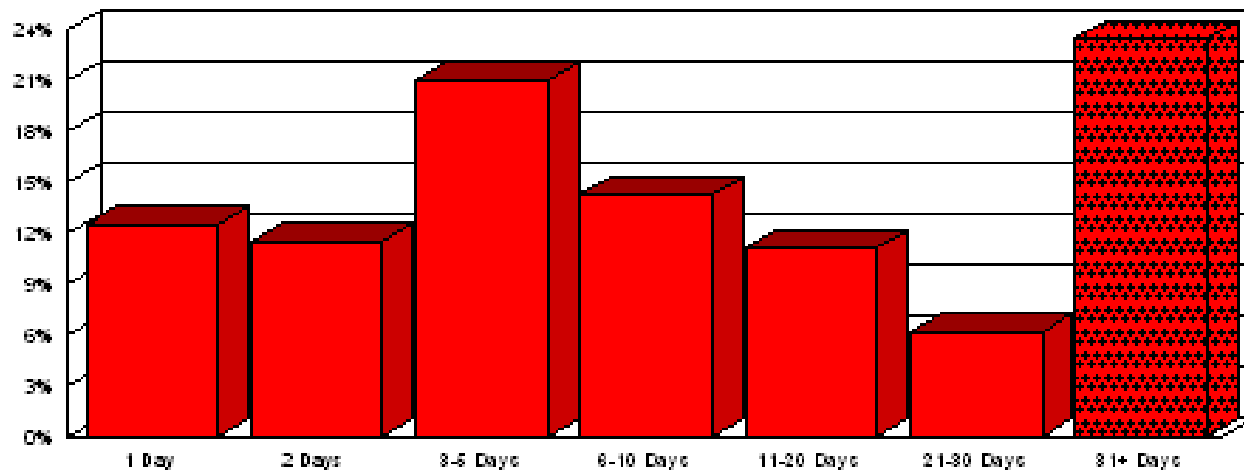
U.S. Dept. of Labor - 2002

Statistics support that people working in Plumbing - HVAC/R and Electrical Industry have an incidence rate of **7.4**



LOST TIME?

BACK INJURIES: Resulting Average Number of Days of Work Missed



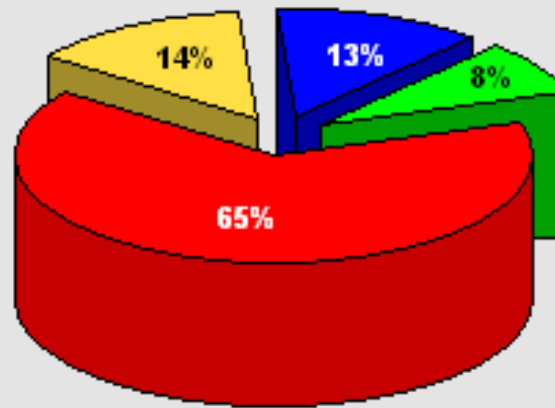
Over three-quarters of back injuries result in missing more than three days of work.
Nearly one-quarter of back injuries result in missing more than 30 days of work.

U.S. Department of Labor, 2002



WHAT IS THE AVERAGE COST OF AN INJURY?

COST BREAKDOWN: An Average Musculoskeletal Injury



Average cost per injury: \$29,000 U.S.

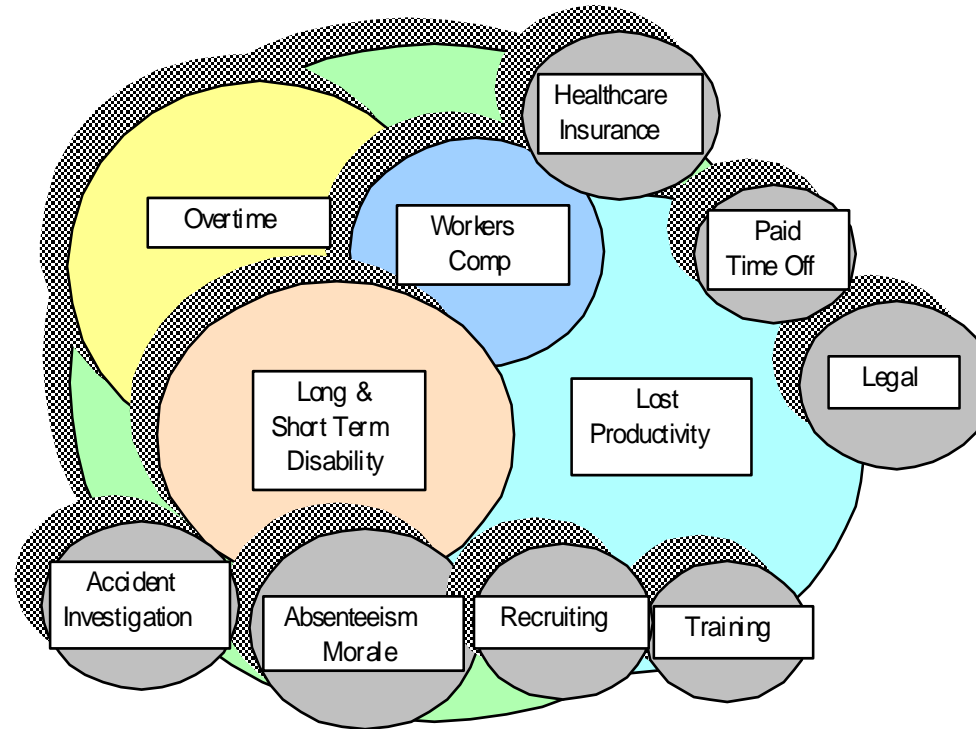
■ Value of Lost Production ■ Medical Costs ■ Indirect Costs ■ Insurance Administration

Workforce Systems Inc. 2004



WHAT MAKES UP THE COST OF AN INJURY?

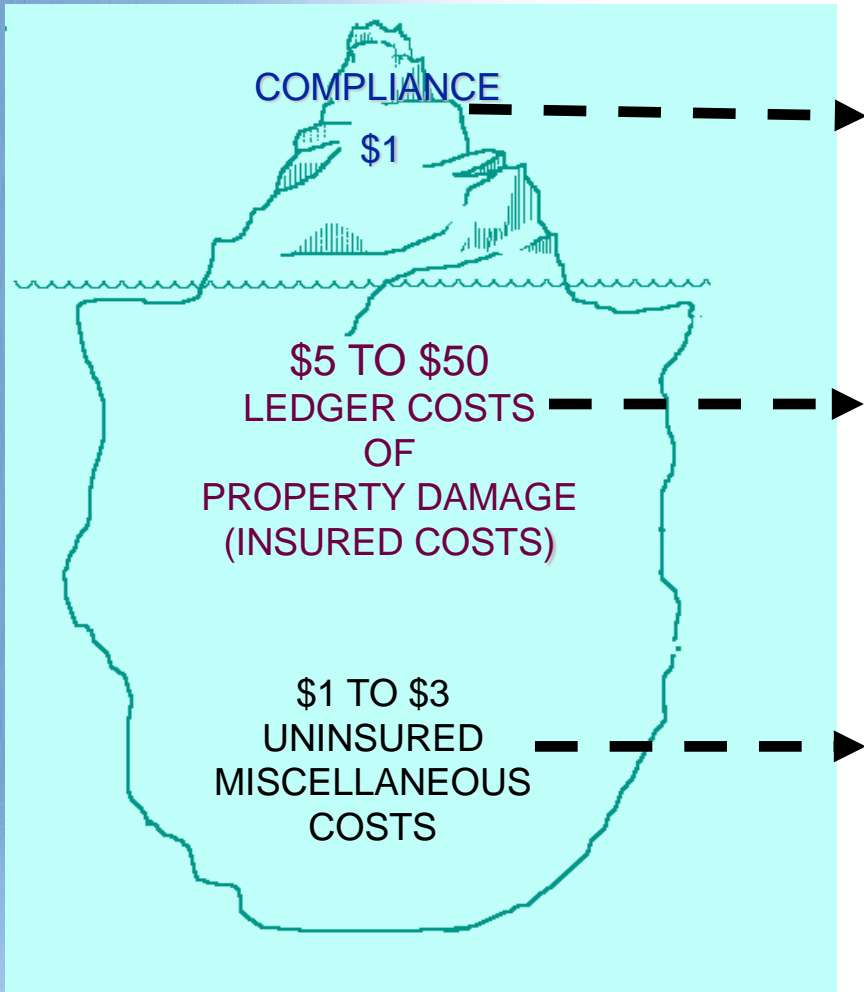
THE INJURY MANAGEMENT PROBLEM: *Direct & Indirect Costs*



WorkWell Systems Inc. 2004



Direct Costs: Only the “Tip of the Iceberg”



- Medical
- Compensation Costs
- Building Damage
- Tool & Equipment Damage
- Product & Material Damage
- Production Delays
- Legal Expenses
- Expenditure of Emergency Supplies & Equipment
- Interim Equipment Rentals
- Investigation Time
- Wages Paid for Lost Time
- Cost of Hiring and/or Training Replacements
- Extra Supervisory Time
- Decreased Output of Worker
- Loss of Business and Goodwill



OHIO Bureau of Workers' Compensation Study

Cumulative Trauma Disorders (CTS)

“Many of the injuries in the “construction sector” are musculoskeletal disorders caused by cumulative trauma. We call these injuries that result from cumulative wear and tear cumulative trauma disorders (CTDs).”

Situation — Moving Appliances / HVAC Units...

“In new home construction (including renovation), appliances, heating / air conditioning units, plumbing and other items must be moved to the house. Often, workers must move these items up and down steps and stairways. Even with a traditional dolly, these tasks create heavy loads on the spine and awkward trunk postures. These risk factors combine to create a high risk of back injury.”

Best Practice — Powered Dolly

“Powered dollies (PowerMate[®]), can eliminate much of the force required and the awkward postures associated with traditional dollies.”



Ohio Bureau of Workers' Compensation Findings

After an average follow-up period of 398 days, three companies that implemented powered dollies achieved the following results:

- The CTD incident rate (incidents per 200,000 hours) changed from 14.9 to 0 - a 100% improvement;
- **The Return On Investment (ROI) is .18 years, or 2.2 months;**
- The days lost due to CTDs dropped from 29.8 days per 200,000 hours worked to 0 - a 100% improvement;
- The restricted days due to CTDs improved from 19.8 days per 200,000 hours worked to 0 - a 100% improvement;
- The turnover rate (per 200,000 hours worked) changed from 79.3 to 31.6 – a 60% improvement;
- The average risk factor score for four affected tasks in the three companies was 30.2 before the devices were put into place, and was 29.7 afterward - a 2%improvement.



SAFETY DOES = PROFITS!

Typical PowerMate[®] Customer Savings Summary

Monthly Labor Savings Using a
PowerMate[®] = \$3,200.00

Potential Annual Savings
= \$38,400.00

Better than a 10:1 R.O.I. at the end of year 1!

PowerMate[®] Generates Revenue - Quick & Substantial
Return on Investment (R.O.I.)

PLUS: Avoid just one injury and potentially save
an average additional expense of **\$29,000!**

Call 1-800-697-6283 for your
FREE Savings Analysis!



PowerMate[®]

Business Case Summary

Our customer tell us that that investing PowerMate[®] is one of the best business decisions they have ever made and their only regret is not implementing PowerMate[®] sooner!

Interestingly, beyond the obvious reduction in back injuries and labor savings many PowerMate[®] customers have also cited reduction in the incidence of all other types of injuries, including driving accidents. They attribute these additional savings to their employees being less fatigued after using PowerMate[®]!

With PowerMate[®] creating a safe work environment with a **10:1 ROI** in the first year alone - makes perfect business sense! If you amortize the investment over a period of five years; **your investment can be less than \$2.00 per day!**



Customer Testimonials

Don't just take our word for it!

We invite you to read what just a few of our many satisfied customers have to say about SAFETY & PowerMate® :

HUNTER'S FURNITURE & APPLIANCES

“ I had a gentleman who I have known for several years retire from his business. He knew I was looking for help and asked if I would consider him to make deliveries. At first, he caught me off guard. I had never considered a sixty plus year old man delivering appliances. The more I thought about it the more it made sense. I felt with proper training in operating the PowerMate he could move these appliances just as easy as a strong young back. But more importantly he brought to the table a great work ethic, finesse, experience with people and a steady pace. A seasoned employee with the PowerMate is a win-win for any business . The PowerMate gives tired backs a new lease on life. Robert caught on in just one week, he now makes deliveries by himself and most of all loves his job and running the PowerMate. He told me he could never do this type of work (has a bad back) without PowerMate. I believe him; I can't do it either that's why I now own two of them (PowerMate).”

GRANT HEATING AND COOLING

“We love our PowerMate!

The owner of our company was telling me that changing boilers was taking too much time. We needed 4 men to remove the old cast iron boilers. This meant taking 2 men from another job and have them help the other 2 mechanics remove the old boiler. It was taking us an additional 6 to 8 hours to remove a boiler! I told the owner to get us a PowerMate hand truck, then we could avoid sending two extra men to each boiler job. Business owners know that costs are fixed, but time is money!

We have since bought a PowerMate M-1 stair climbing hand truck. With the time we have saved, it has only taken a few small jobs to pay for itself. Not only that, it has greatly reduced the risk of injury to employees. The PowerMate hand truck was one of the best investments our company has made!”



MICHIGAN STATE UNIVERSITY, Jim Peaney

“ With a load capacity of 1,500 pounds, the (PowerMate) units virtually eliminate the risk of back injury because they do 100% of the lifting... The guys that use it and know about it love it, I can't put into words the usefulness of these units...It's a real back saver.”

CENTRAL HOME IMPROVEMENTS, Mike Wood

“ I would just like to mention that since the purchase of our PowerMate cart, my delivery drivers and helpers have commented on how easy deliveries of wood/pellet stoves have been.

From a management perspective, trying to maintain expense control, I can honestly say that our WCB claims have dropped for delivery personal since purchasing this unit. As well as the time taken to deliver product has come down.

I would highly suggest this unit to anyone who delivers the same types of products that we do. In today's market any expense savings is great for the survival of the bottom line.”

G.W. ACKER HEATING & COOLING, Gordon W. Acker

“ This (the PowerMate) has been one of the best investments I made. I have saved a good amount of money not having to hire extra employees, no need for a Lift gate on my box truck to keep GVW to a minimum and no back injuries lifting heavy boilers. I highly recommend PowerMate stair climbing hand truck to any business as a great investment.”

BLUE FLAME SERVICE CO., Steven J. O'Donnell

“...(Using PowerMate) On our water heater changes we never need a second man to remove the old tank. This is not only saves us time and money, but the worry of a back injury is a fading memory !”



FERGUSON ENTERPRISES, Justin Ready

“ From a safety standpoint the, it's (the PowerMate) has already paid for itself, and it has allowed us to get a new kind of business that we previously could not service....”

CULLIGAN, Jason Kruger

“ Due to a bad back, one of our Service Technicians was greatly limited from duties normally performed by our Service Technicians.: PE tanks, discontinued equipment removals, removing equipment we are replacing, It was difficult to deal with customers' steps and getting equipment in and out of his pickup.

Your PowerMate hand truck has reversed much of his limitations...now I have as much flexibility with him as I do with others.”

CHUCK'S GUN AND PAWN SHOP, Chuck Williams

“ Just wanted to drop you a line and let you know how pleased we have been with our safe moving appliance (PowerMate). After moving some 1,000 safes per year the old way, without PowerMate, we have saved valuable man hours and back strains with your product.”

CLINE HEATING & SUPPLY CO., J.A. Scalchas

“ I had recently undergone surgery and was concerned that my small HVAC shop would suffer a loss of business while I was told not to lift anything for a few months. Well after researching my options, I decided to buy the PowerMate LE-1. I have had no problem placing 40&50 gallon water heaters downstairs in basements, and loading and unloading them from a delivery truck.

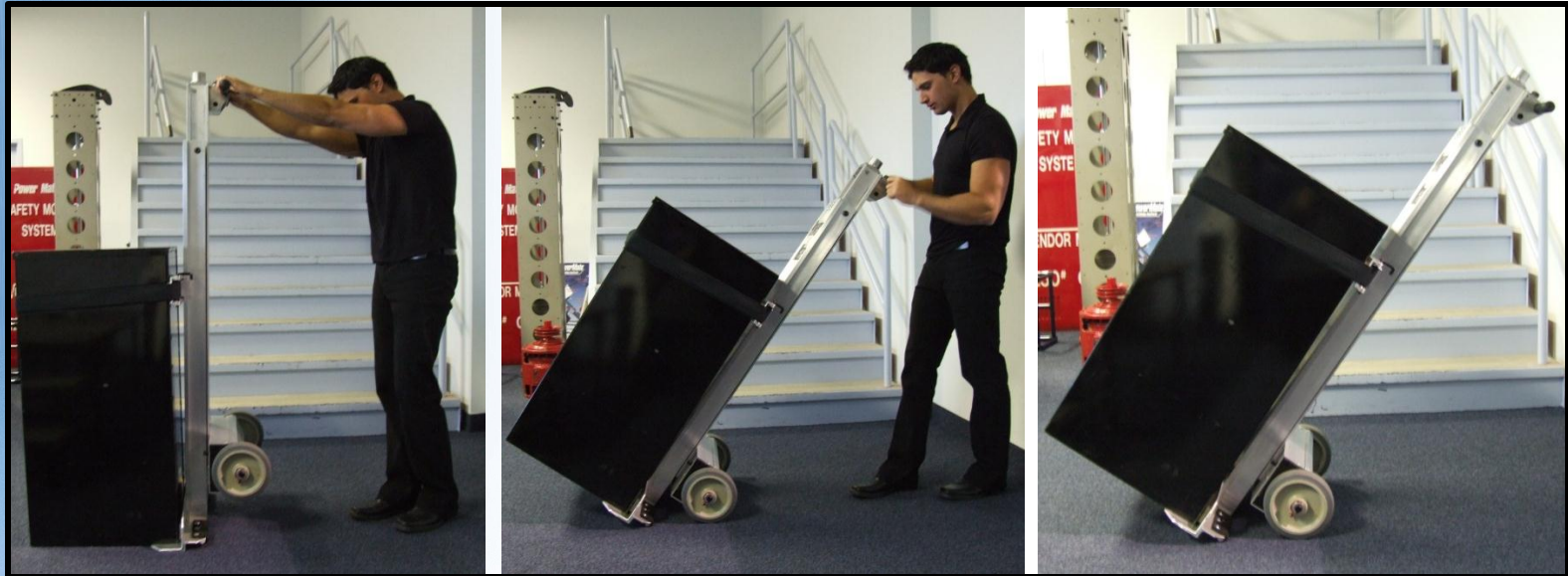
I would highly recommend this lift to anyone. The cost of a back injury, or a hernia is far more expensive than a lift...Thanks for a great product!”



PowerMate® SAFETY Features & Options



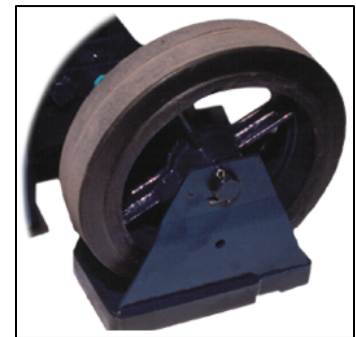
- Unique 3-point Break Back – By raising the wheels 8 -10” and changing the fulcrum eliminates the need to put your foot on the axle and “pull”, like other hand trucks!



To view video of PowerMate® in action go to: www.PowerMate.info!

PowerMate[®] SAFETY Features & Options

- Exclusive Solid State Controls – Featuring “soft start” eliminating the motion created by sudden stops and starts. With PowerMate[®] the operator is always in control!
- Wheel Brakes – a Must have on all Steel and optional on some aluminum models. Our “flip down” shoe style wheel brakes create a larger surface area, further reducing the effort required by the operator by an additional 20%!
- PowerMate[®] aluminum models come with or have the additional option of hand operated wheel brakes that are always deployed until the operator chooses to release the brake.



PowerMate[®] SAFETY

Features & Options

- L P International Inc. manufactures machines that meet the more rigorous, European C.E. Standards. They are available as an option for our North American Customers.
- Adjustable strap bars and cotton coated nylon straps adjust to safely accommodate and protect loads of varying dimensions.
- The ability to skip missing or broken steps, jump curbs, go over thresholds, act as a dock leveler, move across all types of terrain and go on an off vehicles (where the dimension from the bed of the vehicles to the ground is less than 40"). Some PowerMate[®] models, like our LE-1, do all this and even have the additional capability to stack!



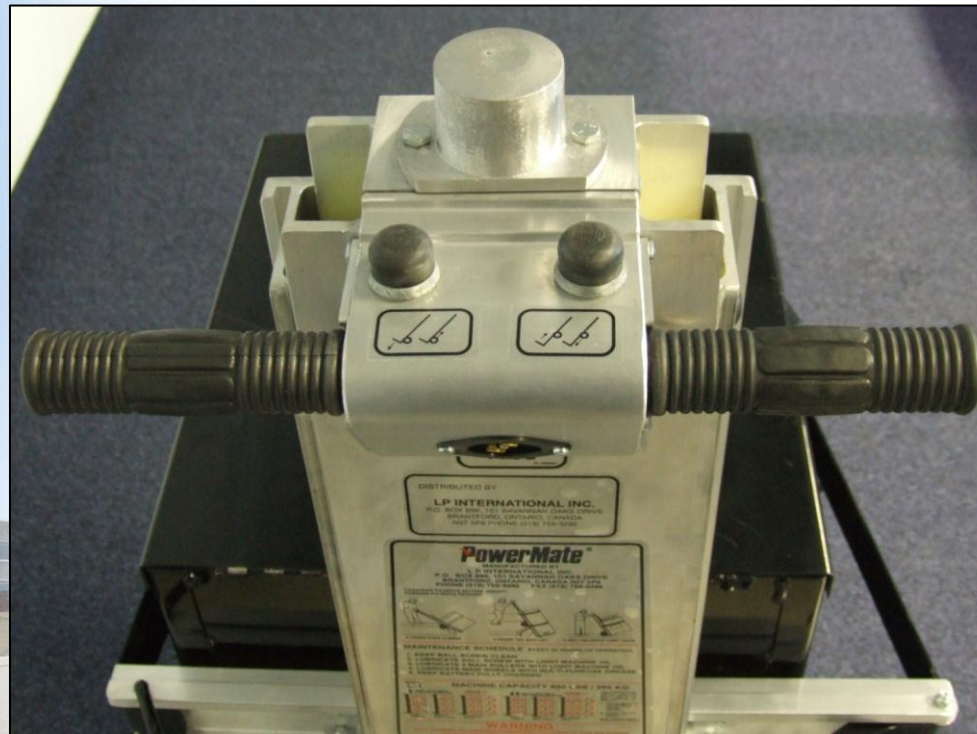
PowerMate[®] SAFETY Features & Options

- Highest quality construction from premium steel or aluminum extrusions with the fewest welds for the greatest structural integrity and durability. Hardened steel worm screw (*right*), is what drives the machines. No belts or chains that could potential fatigue and fail!
- Long-lasting re-chargeable battery pack. With our sealed cell, gel electrolyte battery with no fear of battery acid leaks or spills.
- On off switches to prevent the tampering of the unit when not in use, by customers or unauthorized users.
- The most comprehensive line of value-added accessories, all designed to make whatever our moving even easier! Remember, your dealing direct with the manufacturer, no middle man. If we don't already have a solution, chances are, we can work with you and your team to build one!



PowerMate[®] SAFETY Features & Options

- Mechanical drive screw brake that prevents the drive screw from continuing to spin when the machine is closed and creating a safer work environment.
- Ergonomically positioned controls and handles.
- Operator over-ride switch to ensure additional safety.
- Operational Reference Guidelines – Predominately displayed as a reminder on the back of all machines, facing the operator(s) including our 1-800 number. Have a question call us even if you are on-site!



PowerMate[®] SAFETY Features & Options

- At L P International Inc. our Unique Ongoing Customer Care Program is another example of our long term commitment to our PowerMate[®] customers. We make every effort to ensure both the operators and machines are current and running at maximum efficiency! Machine re-certification, Parts, Repairs, Service and Re-trainings are never more than an e-mail or phone call away!
- Exclusive Operator Training Options – L P International Inc. offers 5 different types of operator training all delivered exclusively by factory trained service technicians. Upon successful completion of the program, trainees receive cards to acknowledge their achievement.
- Well balanced dolly. Trained operators can bring the machine and load to rest safely on flat surfaces and even on stairs when required. With PowerMate[®], you don't have to hold onto the hand truck and load all the time, as you do with other hand trucks!



PowerMate®

OPERATOR TRAINING

The Value of Operator Training (Stuart Ergonomics):

“Without a doubt, the key to safety is personnel. There is no accident more tragic than one which would have been easily avoided with training. A few hours of instruction can, and does, reduce the risk of a lifetime of pain and suffering, or worse. It is imperative, that regardless of the task, the operator of any industrial tool must be properly trained and that training constantly reinforced through annual retraining sessions.”

PowerMate® “World Class” Operator Training:

Invest in your people. Training is essential to gain compliance and realize the full benefits of your investment. It’s important to give your employees the right tools for the job - it’s critical they know how to use them safely and effectively!

Our North American Operator Training is available five ways:

- Training Video and Manuals
- Train The Trainer Program
- On-line Instructional Training (Coming soon)
- Brantford, Ontario International Training Center
- Customer On-site Training



*PowerMate® delivers
the “smallest footprint”.
Need to create space?
Push a button to raise the wheels!*

Training=Compliance=Profits!

PowerMate®

BENEFIT SUMMARY

Increase Safety

- ▶ Independent research finds: PowerMate® requires 87% less effort for the operator than a conventional hand truck
- ▶ Valuable tool as a piece of Personal Protective Equipment (P.P.E.)
- ▶ Reduce injuries, lost work days and modified duty days
- ▶ Can eliminate positioning a person dangerously below the load
- ▶ Lower Workers' Compensation Costs- *The U.S. Department of Labor quotes an average of \$29,000 In direct & indirect costs , as a result of a single lost time injury.*

Lower Labor Costs

- ▶ Reduce labor costs by 50% or more (e.g. Use one person instead of two!)
- ▶ Potential to eliminate the need for additional helpers on larger jobs
- ▶ Increase productivity and efficiency
- ▶ Increase employee retention and satisfaction

Decrease Product Damage

- ▶ Well-balanced – The operator has complete control at all times
- ▶ Heavy duty nylon reinforced straps with cotton overlay & adjustable felt protected strap bars to secure the load in place



*With PowerMate®, you are always in control.
You even have the unique ability to skip
missing, broken or suspect steps!*



PowerMate[®]

BENEFIT SUMMARY (con't)

Decrease Property Damage


- ▶ Non-marking, puncture proof wheels and full length bottom rubber guard
- ▶ Reduce the risk of unnecessary and costly general liability claims
- ▶ Designed not to come into contact with the nose of the stairs
- ▶ Increase customer satisfaction - Create more repeat and referral business

Professionalism/Image

- ▶ Provide your customers with value-added delivery services at little or no cost
- ▶ Ability to deal efficiently with peak seasonal demand periods
- ▶ Best in class tool adds to “Red Carpet” image
- ▶ Differentiate your company from your competitors

Reliability

- ▶ Low maintenance, top of the line battery (4-7 years life).
- ▶ PowerMate[®] can pay for itself in months and lasts for years!
- ▶ State of the art materials and construction including; **EXCLUSIVE** - Solid state circuitry. Just another example of how we deliver the lowest total cost of ownership – Reduces battery draw, extends equipment life and simplifies servicing.



PowerMate[®] :
Strong, Dependable &
Built to Last!

PowerMate® StairClimbing HandTrucks **Who is L P International Inc.?**

- Manufacturer and Worldwide distributor of PowerMate® lifting products
- Occupy a new 35,000 square foot facility with adjacent real estate to accommodate growing demand
- Over 35 years of business expertise in safety moving systems
- Business is built on product value and customer relationships
- Partner with companies to assist in achieving their objectives - creating a “Win-Win” situation
- Best in class operator training and post sales support



To view video of PowerMate® in action go to: www.PowerMate.info!

NEXT STEPS...

To place your order TODAY or to discuss how best to implement your PowerMate[®] Safety Program, Contact:

**Sales & Business Development,
L P International Inc. - PowerMate[®]**

E-mail: sales@PowerMate.info

Toll Free: 1-800-697-6283

URL: www.PowerMate.info



PowerMate[®] is 4 machines in 1:

**Powered Stair Climber;
Powered Tail Gate Lift;
Powered Dock & Curb Leveler;
Well-Balanced Dolly!**



*Contact us TODAY learn about our
unique line of interior LiftGates !*