

P R E S S I N F O R M A T I O N

SANO Transportgeraete GmbH

"The specialist in mobile stairclimbers -
leader in the world market"

Company information for
REHACARE Düsseldorf 21st to 24th September 2011

www.sano.at

In Brief – In Brief – In Brief - In Brief – In Brief - In Brief

SANO Transportgeraete GmbH is an international mechanical engineering company founded by Jochum Bierma (Ing.) in 1989, with its headquarters in Lichtenberg near Linz / Austria. The company specialises in the development and manufacture of health promoting transport and lifting devices. The headquarters has developed and manufactured a range of stairclimbing technologies that have been patented worldwide.

The company employs a staff of 45. SANO Transportgeraete GmbH has two subsidiaries - one in Germany and one in Great Britain. The export quota is more than 90 percent. The LIFTKAR range is exported worldwide to more than 50 countries. The mechanical engineering firm achieves an annual turnover of EUR 7.5 million.

The firm has won several awards for its commercial successes – recently the GUUTE Award 2011, presented by the regional chamber of commerce. Sano's LIFTKAR PT series offers innovative mobility solutions for people with problems walking. The second focus of the company is in manufacturing transport equipment for promoting a healthy working life.

The innovative company is involved in various research projects, relies on quality training with an international opportunities offered by its own apprenticeship programme and operates partnerships with schools.

Managing Director Manfred Winkler (Ing.) says that the economic success of the company is due especially to their ability to work together with one another. The dedicated, high performance SANO transport equipment team combines traditional craftsmanship with the latest technology. These factors are incorporated into the company's high quality products.

Statement by Managing Director Manfred Winkler (Ing.):

"REHACARE Düsseldorf is the most important rehabilitation trade fair for our company. It features a high level of internationality regarding both exhibitors and customers.

For an international business – specialised in the development and manufacture of powered stairclimbers – REHACARE Düsseldorf is the ideal platform for entering the public's view.

Talking to customers in person is important to me, so we can provide them with the information they need, exchange experiences and present our company. Gaining trust and presenting our products are our objectives at this international trade fair.

From our regular customers we receive a great deal of positive feedback on their satisfaction with our products. What they appreciate about SANO Transportgeraete GmbH is reliability, quality and our personal service."

Statement by Managing Partner Dr. Elisabeth Bierma:

"People's health awareness and the health care offered by employers has greatly increased in recent years.

Our company – which has been specialising in the development and manufacture of health promoting products for more than 20 years – is right up to date in this respect, responding to these needs.

With our equipment we are making a considerable contribution to improving the quality of life of people with difficulties walking.

Thanks to the use of our equipment at work, we are contributing to health, safety and accident prevention.

That we are on the right path is expressed by our customers' appreciation of our products.

The health aspect is an key component of our company culture, which we also follow ourselves."

"Health is created and *lived* by *people* within the settings of their everyday life; where they learn, *work*, *play*, and *love*."
(Ottawa-Charta WHO, 1986)

Company information:

For more than 20 years SANO Transportgeraete GmbH has been an innovative and successful industrial mechanical engineering company based in Lichtenberg near Linz in Austria. The family business owned by Jochum and Elisabeth Bierma was founded in 1989. Manfred Winkler (Ing.) is the managing director. The company currently employs a staff of 45, of whom five are apprentices. SANO Transportgeraete GmbH offers apprenticeships for careers in metal engineering and office work.

The company is specialised in the development and production of mobile powered stairclimbers. The company develops and manufactures stairclimbing technologies that have been patented many times worldwide. The mobile stairclimbers are manufactured on site. SANO Transportgeraete GmbH boasts an export share of more than 90 percent. The products are exported to around 50 countries - 75 percent of production goes to Europe. The remaining 25 percent is distributed across every continent, with South America developing well in 2011. Together with two of our own subsidiaries, SANO Deutschland GmbH and SANO UK powered stairclimbers Ltd - and a comprehensive network of dealers, SANO Transportgeraete GmbH provides a worldwide sales and service network for its product range, the LIFTKAR stairclimbers.

The company focuses on product innovation as well as opening up new markets while expanding existing sales territories. The products are manufactured to meet customers' needs. Following the development of mobile all-in-one solutions in the stairclimber sector, SANO Transportgeraete GmbH is the worldwide leader and is constantly opening up new applications.

Using technology together with modern solutions, SANO Transportgeraete GmbH wants to extend the mobility of people with walking difficulties and make it easier to transport loads. With worldwide recognition and numerous awards won by the LIFTKAR range for transporting people as well as loads, the company has been on course for success for many years. The SANO trademark is stairclimber technology integrated into high quality machines.

[SANO makes life easier - mobility to extend your horizons](#)

Company timeline

- 1989: Founded as one-man business by Ing. Jochum Bierma
- 1991: First development LIFTKAR MTK **mobile powered hand truck for heavy LOADS and GOODS**
- 1992: Sets up an international dealership network
- 1994: Moves manufacturing to Lichtenberg – Am Holzpoldlgut 22
- 1995: **1st Upper Austrian Young Business Person Prize awarded by Upper Austrian Chamber of Commerce in the Innovation Category**
- 1998: Develops LIFTKAR SAL series:
Aluminium; modular design; faster, lighter
- 1999/2000: Builds new premises: 1,200 m² with six employees
- 2001: **Province of Upper Austria Special Innovation Prize**
- 2002: Starts developing new LIFTKAR PT series for transporting people
- 2002: **Austrian Leading Company "The Climber"** awarded by trade magazine "Wirtschaftsblatt"
- 2003: Founding of SANO UK powered stairclimber Ltd., Great Britain
- 2003/2004: Extension to production workshop - total area: 2,350 m²
- 2004: Founding of SANO DEUTSCHLAND GmbH
- 2004/2005: Launch of LIFTKAR PT - mobile powered stairclimber for PEOPLE - at international rehabilitation trade fairs
- 2007: Manfred Winkler (Ing.) enters company as Managing Director
- 2007: Launch of LIFTKAR HD: load capacity up to 330 kg
- 2008: Pacemaker 08** award presented by Rundschau magazine
- 2011: GUUte Award 2011** awarded by Upper Austrian Chamber of Commerce
- Number of staff: 45 employees
of which 39 in Austria
of whom one woman and four men are apprentices
Apprenticeships in metalwork and office work



Get in touch with us:

The team at SANO Transportgeraete GmbH looks forward to hearing from you:

Tel.: + 43 (0) 7239 51010

E-mail: office@sano.at



The team at SANO Transportgeraete GmbH

front row from the left:

Company founder and CEO Jochum Bierma (Ing.)

Managing Director Manfred Winkler (Ing.)

Team SANO Transportgeraete GmbH

export administration Elisabeth Bierma (Dr.)

Date of photo: July 2011

Copyright: SANO

Reproduction free of charge

SANO makes life easier - mobility to extend your horizons

Product information - LIFTKAR powered stairclimbers:

These mobile stairclimbers stand out above other products such as static stair lifts because they are lightweight, handy and easy to operate. The ideal solution for taking with you on the move.

There are two specific categories of powered stairclimber:

Powered stairclimbers for transporting people with walking difficulties:

Unlike stair lifts, which are permanently installed, our lightweight units can be taken on journeys in any car. As mobile, battery-powered stairclimbers they can be used virtually anywhere – barrier-free mobility!

Our client base includes private customers with walking difficulties, retirement homes, schools, cultural institutions, airports and train stations. Professional patient transport providers such as taxi firms, ambulance services and mobility providers use our equipment.

Powered stairclimbers for transporting loads:

Suppliers of household goods, breweries, plumbers, flooring firms, door and window manufacturers and many others appreciate our lightweight SAL, MTK and HD powered stairclimbers featuring a hand truck base frame.

Stairs of all kinds (straight or winding) can be managed using our patented Hi-Tech products effortlessly and ergonomically without straining the back. They offer an ideal transport solution from the delivery wagon to the required final location along paths, corridors, up and down stairs.

That is why our customer base includes transport companies that have to deliver and pick up heavy loads up to 330 kg via stairs. Beverage machines, household goods, medical gas cylinders, photocopiers, boilers, toolboxes, tiles, doors and other heavy goods are transported effortlessly along paths and corridors using LIFTKAR equipment. Thanks to its own light weight, the LIFTKAR can simply be taken with you in the delivery truck.

[SANO makes life easier - mobility to extend your horizons](#)

Feedback from our customers:

"I am much more mobile again – even outside my own four walls! I especially appreciate the quality build of my stairclimber and that it is easy to use and can be assembled quickly. It accompanies me outside by living area."

"At first I thought this can't possibly work! These stairs are much too steep. And what about my back? – But then it is unbelievably easy. What's really important is that I feel completely safe!"

"My wife and I like to travel. The mobile stairclimber has given me back this mobility. It is with me on all my journeys. Whether its the train station, airport or hotel - it always does a brilliant job."



LIFTKAR PT S



LIFTKAR PT Outdoor



LIFTKAR PT Uni



Stowed in boot - ready to go

COPYRIGHT © SANO Transportgeraete GmbH - Austria

SANO makes life easier - mobility to extend your horizons

At a glance ...

SANO Transportgeraete GmbH

Managing Partners

Ing. Jochum Bierma and
Dr. ⁱⁿ Elisabeth Bierma
Am Holzpoldlgut 22
4040 Lichtenberg/Linz, Austria
Phone: + 43 (0) 7239 51010
Fax: + 43 (0) 7239 51010 14
E-mail: office@sano.at
www.sano.at

Managing Director and Press Contact
Head of International Sales

Ing. Manfred Winkler
Phone: +43 (0) 7239 51010-10
Mobile: +43 (0) 664 1370 188
E-mail: m.winkler@sano.at

Head of Sales Austria

Hans Hinterkörner
Mobile: +43 (0) 664 2431 166
E-mail: office@sano.at

SANO Deutschland GmbH

Franz-Huber Str. 52
83088 Kiefersfelden-Mühlbach, BRD

Managing Director (Germany)

Leopold Baudinger
Phone: +49 (0) 8033 30896-0
Mobile: +49 (0) 151 1673 7348
Fax: +49 (0) 8033 30896-17
E-mail: info@sano-treppensteiger.de
www.sano-treppensteiger.de

SANO UK powered stairclimbers Ltd.

Bristol Court, Betts Av., Martlesham Heath
IP5 3RY IPSWICH SUFFOLK, Great Britain

Managing Director Great Britain/Ireland

Peter Simmons
Phone: +44 (0) 1473 333 889
Mobile: +44 (0) 7956 465990
Fax: +44 (0) 1473 333 742
E-mail: info@LIFTKARDirect.com
www.sano-uk.com

Photo copyright SANO Transportgeraete GmbH
Reproduction free of charge