

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

### **SANO Transportgeraete GmbH**

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

Company information for  
REHACARE Düsseldorf Sept 26 to Sept 29, 2018

[www.sano.at](http://www.sano.at)

[www.sano-stairclimbers.com](http://www.sano-stairclimbers.com)

**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 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.

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 firm has been certified for the management system as of EN ISO 9001:2008 and EN ISO 13485:2003 + AC:2009 quality management system medical devices. 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 says that the economic success of the company is due especially to their ability to listen and understand the customers' requests and consequently supply innovative solutions. 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:

"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 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 25 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 a key component of our company culture, which we also follow ourselves."

<p>"Health is created and <i>lived</i> by <i>people</i> within the settings of their everyday life; where they learn, <i>work</i>, <i>play</i>, and <i>love</i>." (Ottawa-Charta WHO, 1986)</p>
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## **Company information:**

For more than 25 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 is the managing director. The company is currently training also four apprentices. SANO Transportgeraete GmbH offers apprenticeships for careers in metal engineering and office administration.

The company is specialised in the development and production of portable powered stairclimbers. The company develops and manufactures stairclimbing technologies that have been patented many times worldwide. The portable 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. 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.

## 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 m<sup>2</sup> 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 m<sup>2</sup>
- 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 granted by chamber of commerce
- 2012: ISO 9001 and ISO 13485 certification**
- 2013: Pegasus business award granted by daily paper OÖN
- 2014: INEO award for apprenticeship
- 2015: innovation award by Province of Upper Austria



**Get in touch with us:**

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SANO makes life easier - mobility to extend your horizons

## **Product information - LIFTKAR powered stairclimbers:**

These portable 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:

### **LIFTKAR PT powered stairclimbers and LIFTKAR PTR tracked 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.

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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 it 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

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*At a glance ...*

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