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# CASTOR NEWS

M A N N E R N E W S L E T T E R 2 0 1 3



**Sales Team Presentation, page 2**  
**Castor News, page 3**  
**New RFID Wheels, page 3**

**Manner e-SMART Electric Central  
Locking Castor, page 4**

S M A R T M O V E S O N M A N N E R C A S T O R S

The Finnish castor manufacturer  
founded in 1890

## Manner Sales Team Presentation



In the picture Aki Salkolahti from Rollmex Oy Tampere and Jukka Manner.

### Manner Retailer of the Year 2012 has been chosen

Rollmex Oy Tampere has been awarded as Manner retailer of the year 2012. The selection was based on following criteria: Rollmex Tampere is adept and knowledgeable; well informed on what is happening with the customers, constantly looking for new customers while taking good care of the existing customers. Moreover, Manner's representatives have always been welcome to join the visits to Rollmex' customers, and there is an adequate range and amount of stock.

### Manner on Exhibitions 2013

#### FINLAND

24.–26.9.2013 Alihankinta, Tampere, Finland, [www.alihankinta.fi](http://www.alihankinta.fi)

#### INTERNATIONAL

15.–16.5.2013 Euro-Expo, Gävle, Sweden, [www.euroexpo.se](http://www.euroexpo.se)

28.–29.8.2013 Euro-Expo, Sundsvall, Sweden, [www.euroexpo.se](http://www.euroexpo.se)

12.–15.11.2013 Elmia Subcontractor, Sweden, [www.elmia.se/sv/subcontractor/](http://www.elmia.se/sv/subcontractor/)

20.–23.11.2013 Medica, Düsseldorf, Germany, [www.medica.de](http://www.medica.de)



**1. Jukka Manner, Marketing Director** is responsible for sales and marketing. In addition, Jukka is personally involved in domestic and international sales.

**2. Kim Lönegren, Area Sales Manager** is in charge of sales to Nordic countries, as well as Western and Southern Europe.

**3. Heidi Söderlund, Area Sales Manager** is responsible for sales to Europe and North America. She is also the main contact for distributors and direct customers in Central and Western Finland.

**4. Tommi Suhonen, Sales Engineer** is in charge of retailers in Northern, Eastern and Southern Finland; also, for customers in the Helsinki metropolitan area.

**5. Rossano Luhulima, Export Sales** is a new face in Manner's sales team. He started in January 2013. Ross is responsible for sales in Asia, the Middle-East and Eastern Europe.

**6. Helena Lesch-Saarinen, Export Secretary** deals with customer service and advising as well as order processing. She is responsible primarily for international customers and customers in the Helsinki metropolitan region.

**7. Mirja Sevón, Sales Secretary** started at Manner in March 2012. She is responsible for domestic customer service and order processing. In addition, Mirja is also responsible for internal and external communication, as well as for marketing related tasks.

### Importer meeting in February

Manner organized an importer meeting in Finland — Helsinki and Hanko — on 5–7 February 2013. The meeting was attended by 11 representatives from six countries. In addition there were Adam Konopacki (Manner Poland) and Lasse Karlsson (Manner-LAG AB). Manner's RFID-partners, represented by Jan-Erik Nilsson (noFilis) and Charlie

Purser (pureSpekt), provided RFID-related training sessions. Along with product training, the general market situation was discussed, an overview of sales overview was given, and the representatives were given the opportunity to familiarize themselves with production processes. During the visit to Manner's museum, the guests learned about the company's long history.





**RFID Tango for easy tracking and tracing of hospital equipment**

In autumn 2012, Manner introduced its first RFID-enabled industrial wheels. RFID wheel range is now further complemented with new models; the last of them is equipment series 100 and 125 mm RFID Tangos. The new wheel has identical dimensions and properties as standard Tango. RFID wheels enable effective monitoring of products and equipment; thus providing more cost-effective operations.



**Non-magnetic Tango – minimizing interference**

Non-magnetic Tango is advisable for applications where the equipment must not interfere with a magnetic field or other sensitive electrical fields. Non-Magnetic castors are used for mobile furniture in MRI rooms and patients' transport chairs. The castors are available in 100 and 125 mm wheel sizes with threaded stem, swivel and fixed, and with or without brakes. Other options are available upon request. The load capacity for the castor is 70 kg.



**Anti-reverse wheel for added safety**

Anti-reverse wheel, as the name suggests, rotates only in one direction. It is an excellent choice for special rehabilitation equipment and walking-aids. The wheels can be fitted to Manner's Tango and ES-series, either with fixed or directional lock forks. It is also available as loose wheels. Anti-reverse wheels are PTE/K 80 (polypropylene centre and thermoelastic rubber tyre), and available in sizes 75, 100, 125 and 150 mm. The load capacity is the same as for standard PTE/K 80 wheels.



**Equipment series are improved with new polyurethane wheels**

Manner has made improvements to the ESI-polyurethane wheels. The improvements have changed the appearance, colour and tread hardness of the wheels. The tread material of the new ESI-NP wheel is of hydrolysis resistant soft polyurethane (80 Shore A); as a result, the new wheels roll smoother and quieter while providing better grip to the surface. These new plain and ball bearing ESI-NP wheels replace the current ESI-ND wheels.

Besides ES-series forks, the new ball bearing equipped wheel can be mounted also on Tango forks.

More information can be found on our website [www.manner.fi](http://www.manner.fi)



**APPOINTMENTS**

Rossano Luhulima started in export sales on 7 January 2013. Rossano is responsible for export sales to Asia, the Middle-East and Eastern Europe.



Alexander Baarman, Development Engineer started on 18 March 2013 in the R&D department.



Marko Lahti, Product Development Engineer started work on 2 May 2013 in R&D after previously working as a summer assistant in 2012 and as a part-time worker while at school.



**Manner can also be found in Facebook and LinkedIn**



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**Information updates.** Please send your feedback, or address or personnel changes to: [manner@manner.fi](mailto:manner@manner.fi), or through our feedback page on our website ([www.manner.fi](http://www.manner.fi))

# Manner e-SMART – Electric Central Locking Castor

As ergonomics and safety are becoming increasingly important issues to medical and rehabilitation equipment manufacturers, Manner e-SMART is becoming more often chosen by these equipment manufacturers.

The unique electronic locking system enhances and facilitates the work wherever central locking is needed. Unnecessary movements are reduced, and the locking system is easy and safe. This increases the well-being of both the patients and the medical staff.

The maintenance-free and easy moving castors ensure a high utilization rate, and the clever castor attachment offers possibilities for lightweight and elegant equipment design. Here you can see a few examples of hospital devices with e-SMART castors.



- Safe
- Easy-to-use
- Ergonomic
- Economic
- Flexible
- Value added design



Doge Medical has developed the DOC Classic Dynamic Operating Chair. The chair is specifically developed for ophthalmology applications. The big advantage of DOC Classic is that the ophthalmologist is up to 40 % more efficient in carrying out the eye surgery.

The DOC OPR5 mobile operation chair has been developed especially for medical specialists who perform surgery while sitting. The chair is fully adjustable to your own preference. Like the DOC Classic, the DOC OPR5 chair is equipped with Manner's e-SMART castors which gives the surgeon maximum stability, mobility and comfort during surgery.



## Manner importers internationally:

- **SWEDEN** • Manner-LAG AB, tel. +46-8-714 0880, info@manner-lag.se
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- **NORWAY** • Otto Olsen A/S, Lillestrom, tel. +47-63-890 800, post@oo.no
- **NETHERLANDS** • VE-Systems B.V., Nijkerk, tel. +31-33-245 8334, info@ve-systems.nl
- **SWITZERLAND/LIECHTENSTEIN** • FTA Fahrzeugtechnik AG, Unterenfelden, tel. +41-62-737 0404, verkauf@fta.ch
- **UNITED KINGDOM/EIRE** • H Varley Limited, Cheshire, tel. +44-161 928 9617, nthsales@varley.co.uk
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