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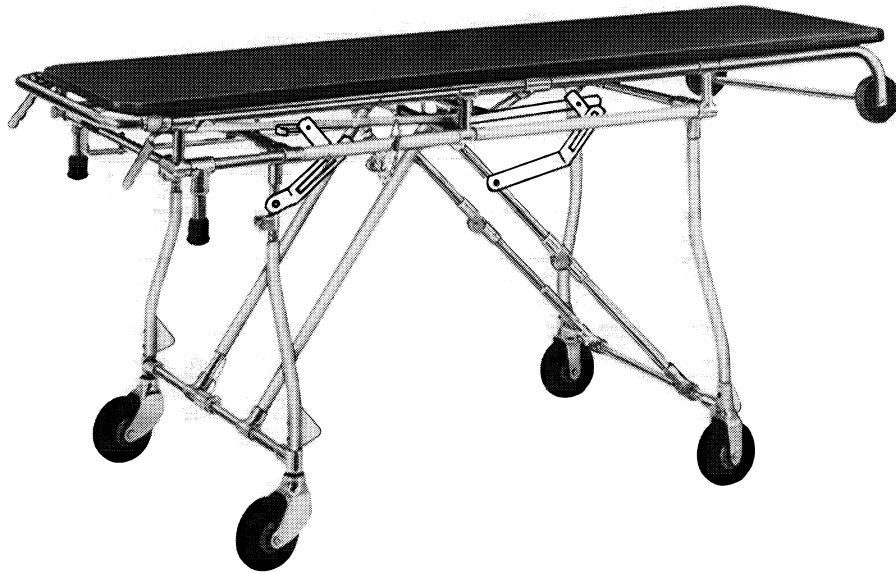
SUPERCEDES: N/A

owner / user instructions

SALESMAKER CART

MODEL

290



IMPORTANT

THIS CART IS DESIGNED TO AID IN TRANSPORTING HEAVY OR BULKY ITEMS, EITHER BY ROLLING ON ITS TRANSPORT WHEELS, OR BY FOLDING INTO THE CARGO SPACE OF A VAN OR STATION WAGON.

READ THIS MANUAL ALL THE WAY THROUGH BEFORE USING THE CART. IF THERE IS ANY INSTRUCTION THAT YOU DO NOT CLEARLY UNDERSTAND, CONTACT CUSTOMER SERVICE FOR ASSISTANCE.

FURNISH EACH OPERATOR WITH AN OWNER/USER MANUAL. ADDITIONAL COPIES ARE AVAILABLE UPON REQUEST.

FAMILIARIZE EACH OPERATOR WITH LOCATION OF CONTROLS AND PROPER OPERATING PROCEDURES. THEN PRACTICE USING THE CART, LOADED AND UNLOADED, BEFORE ACTUALLY PLACING IT INTO REGULAR SERVICE.

RETAIN THIS MANUAL FOR YOUR FUTURE REFERENCE. INCLUDE IT WITH THE CART IN THE EVENT OF TRANSFER TO NEW OWNERS OR USERS.

SERIAL NUMBER

DATE RECEIVED

PURCHASED FROM

PRACTICE COMPLETION DATE

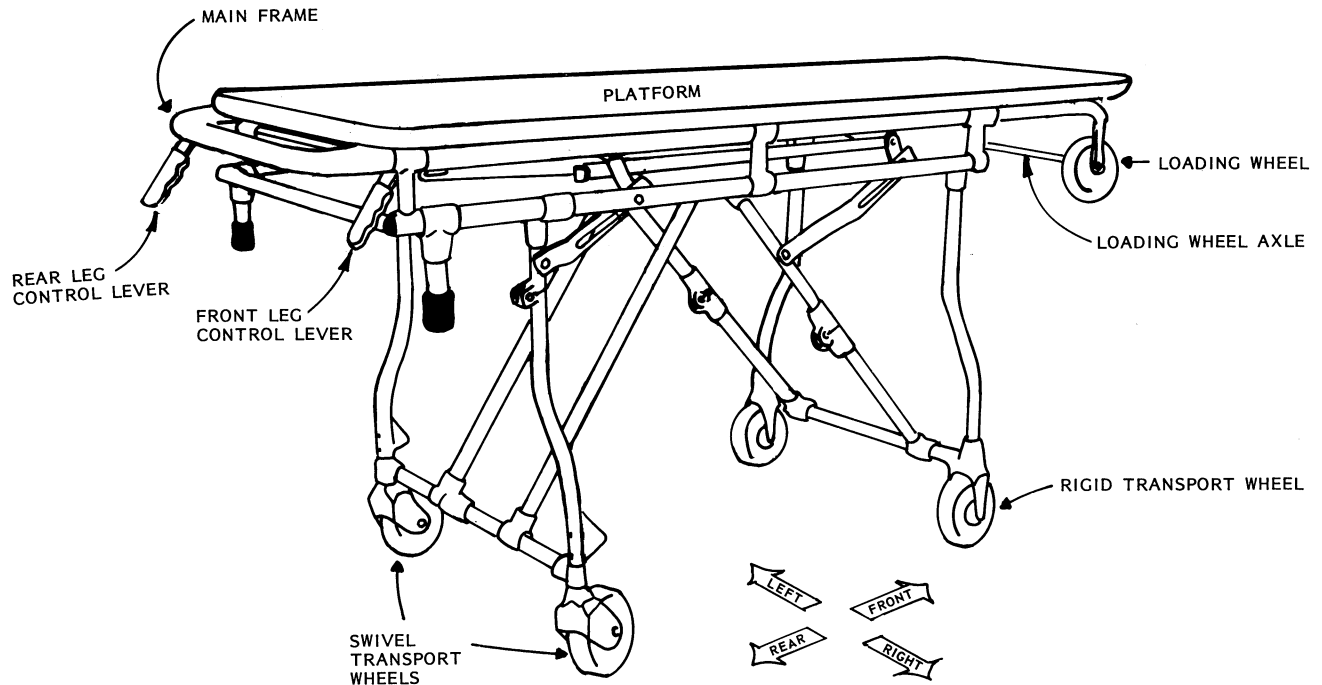
USED ON VEHICLE NUMBER



FERNO
Salesmaker

A Division of
FERNO-WASHINGTON, INC.
70 Weil Way
Wilmington, OH 45177-9371
Phone: 513/382-1451
Telex: 6842139 FERNO LW

COMPONENTS



SPECIFICATIONS

PLATFORM LENGTH	65 IN.	(165 CM.)
PLATFORM WIDTH	22 IN.	(56 CM.)
HEIGHT, UNFOLDED	33 IN.	(84 CM.)
FOLDED	10 IN.	(25 CM.)
LENGTH, FOLDED	72 IN.	(183 CM.)
WEIGHT	85 LBS.	(38 KG.)
LOAD CAPACITY (*)	300 LBS.	(136 KG.)

(*) This is a "practical" limit consistent with recommended procedures outlined in this manual. If, for any reason, this limit must be temporarily exceeded, additional attendants should be used to support the excess weight.

The policy of Ferno-Washington, Inc., is one of continued improvement in design and manufacturing. Therefore, specifications are subject to change without notice.

PHYSICAL REQUIREMENTS

This cart requires the physical effort of an operator to make it work. Minimal requirements for safe operation are:

- Ability to grasp firmly with both hands.
- Sufficient strength to lift, push, and pull.
- Good balance and muscular coordination.
- Ability and reflexes to recognize and avoid hazardous obstacles.

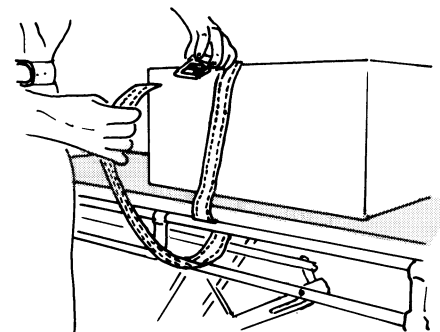
Each operator's capabilities must be considered when determining how big a load can be safely handled.

LOADING THE CART

Items should be placed so weight is equally distributed to all four transport wheels.

Particular care must be given to balance placement of items that are heavy on one end or side, or are unusually bulky.

Safety straps must be positioned to keep clear of the cart undercarriage as it folds and unfolds. The recommended method is to pass the strap over the load . . . between the platform and the upper frame tube . . . then under and out around the tube as shown.

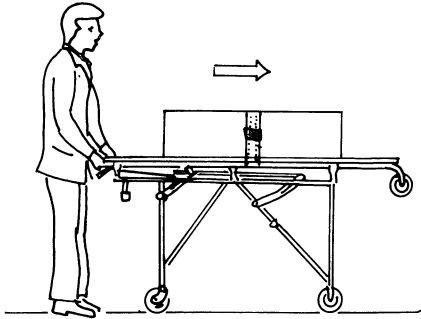


Always use a safety strap or permanent fastening to secure the load to the cart platform.

ROLLING THE CART

Roll the cart by grasping the main frame at rear of the cart and pushing forward.

Always be alert for conditions such as rough terrain that could be hazardous to smooth rolling . . . operator assistance or an alternate route may be needed.

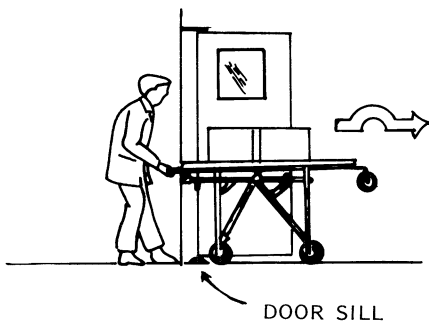


CROSSING OBSTACLES

Low obstacles, such as door sills, may be crossed without difficulty.

Approach, by rolling in the normal manner, until the front wheels just make contact. Then move to the front of the cart . . . grasp loading wheel axle . . . then lift/pull front wheel over the obstacle.

Return to the rear of the cart, grasp main frame, then lift/push until rear wheels are across. Then continue rolling forward.



High obstacles such as curbs or steps should be recognized as potentially hazardous to cart balance. Common sense is particularly important in such circumstances. The operator is in the best position to judge, in view of physical capabilities and other factors, whether to attempt such a crossing or seek an alternate route.

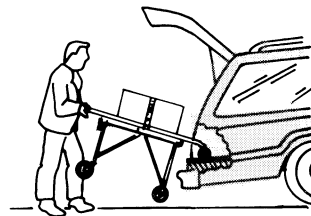
VEHICLE CONSIDERATIONS

This cart is designed for vehicles having a tail-gate or floor height of 23-26½ inches, smooth entry area, and reasonably level floor. When first rolling cart in and out, be alert for any vehicle feature that might interfere . . . bumper guards, sill or gap between bumper and floor, loose carpet, etc.

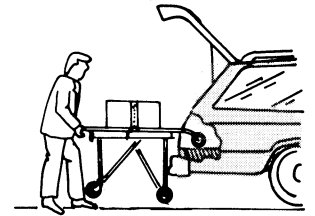
The "poly" tubes on the cart legs prevent metal to metal contact with the vehicle bumper when rolling in and out. Service life of the tubes, while satisfactory when sliding over reasonably smooth surfaces, is shortened considerably if the surfaces are rough or sharp-edged.

Pay particular attention to the rear edge of the vehicle tailgate or floor. Sharp edges should be smoothed, replaced by rounded ones, or otherwise covered to reduce wear. Make the vehicle fit the cart (if necessary) by adding sill ramps, gap fillers, removing loose carpet, etc.

A heavy load or soft suspension may lower the vehicle floor height, resulting in the operator having to raise the cart higher for clearance to fold and unfold the legs.



LOW FLOOR REQUIRES HIGH LIFT FOR PROPER WHEEL CLEARANCE



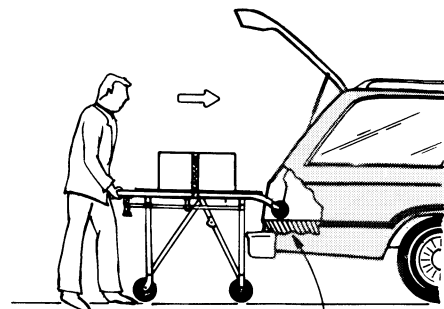
LEVEL FLOOR REDUCES THE LIFT HEIGHT, BUT NOT WHEEL CLEARANCE

Air shocks or heavy duty suspension will help maintain the proper floor height, allowing the operator to hold the cart at a lower, more comfortable angle with still enough clearance for the cart legs to unfold.

Never alter the cart, or modify operating techniques from those described in this manual.

ROLLING INTO THE VEHICLE

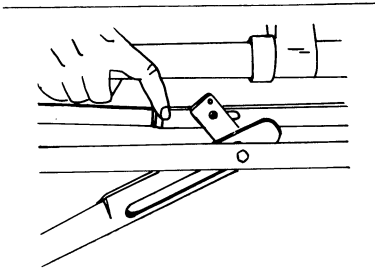
Approaching as squarely as possible, roll the cart forward until both loading wheels are on the vehicle floor and the undercarriage contacts the bumper.



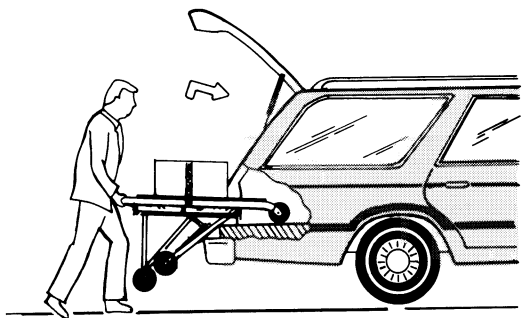
BOTH WHEELS MUST BE ON VEHICLE FLOOR

ROLLING INTO THE VEHICLE (CONT'D.)

Move undercarriage safety lock rearward to its disengaged position. Lock engages automatically when undercarriage unfolds, and is disengaged manually just prior to rolling into the vehicle.



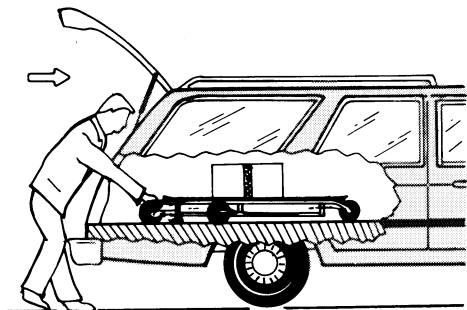
With palms upward, grasp the corners of the cart main frame and lift until all four transport wheels are off of the ground. Now, with fingers of right hand, squeeze and hold the front leg control lever, then push the cart forward. The front legs will fold as the cart rolls into the vehicle.



LIFT - SQUEEZE - PUSH

When the rear legs contact the bumper, squeeze and hold the rear leg control lever, then continue pushing the cart forward. The rear legs will fold as the cart rolls into the vehicle.

Continue lifting/pushing forward until the cart is completely inside the vehicle and engaged in an approved fastener.



ROLLING OUT OF THE VEHICLE

Disengage the cart from the fastener. Then with palms of hands upward, grasp corners of main frame. Do not squeeze the control levers (they are not used in this procedure).

Lift/pull the cart from the vehicle. Weight should be supported between the operator and the cart loading wheels until the legs swing all the way down and lock in position.

Reduce lift until the transport wheels contact the ground. Relax grasp and pull cart clear of vehicle **ONLY WHEN OPERATOR IS SATISFIED THE CART LEGS ARE COMPLETELY UNFOLDED AND LOCKED.**

ACCESSORY ITEMS

Approved accessory items recommended for use with this cart include the following:

MODEL 579 FASTENER: Mounting plate attaches to vehicle floor. Fastener closes around loading wheel axle to prevent front/rear cart movement when stopping and starting.

MODEL 578 SAFETY STOP: Secures Model 290 cart the correct distance from the rear of the vehicle when the tailgate is closed. Mounts on floorplate with a thumbscrew for easy installation and removal.

POST CUP: Attaches to cart platform. Limits movement of machines having "feet," etc. Raised or recessed styles available.

MODEL 410 STRAP: Essential for safety when rolling in elevated position, and in the event of sudden stop when in vehicle.

TAILGATE PLATE: Covers the space between tailgate and floor for smooth loading and unloading. Available in 7", 9", and 13" widths.

INSPECTION & MAINTENANCE

One of the most important aspects of any maintenance program is regular inspection. Such inspection should include looking for anything that might affect the integrity of the cart . . . broken or bent parts, missing fasteners, etc. Inspect at least once a month, more frequently if it is subjected to unusual stress or heavy use. If at any time the cart does not operate properly, **TAKE IT OUT OF SERVICE** until adjustment, repair, or replacement can be made.

Minor repairs, or installation of those parts listed in the "Replacement Parts" section of this manual, can be done in the field without difficulty. Major (factory) repairs should be considered only if justifiable in view of product age, repair and shipping cost, etc.

Exposed metal parts are normally polished, plated or otherwise treated for easy care and attractive appearance. To protect these surfaces, clean with soapy water or mild solvent twice a year or as often as needed. Cleaning should be followed with a coat of good hard wax such as used on automobiles or furniture. Carpeted platforms should be cleaned with a vacuum or one of the commercial products available for that purpose.

All points where metal contacts metal and where there is movement (except springs) have been lubricated during assembly. Under some conditions, it will be necessary to periodically add lubricant. First, clean caked dirt or grime from area to be lubricated . . . then apply an appropriate amount of light oil or water-proof grease . . . then cycle mechanism several times to spread and work lubricant into place. Wipe off any excess.

CUSTOMER SERVICE

The serial number is stamped on a plate attached to the cart. It should be recorded with other pertinent information in the space provided on the front cover of this manual.

If it becomes necessary to order a replacement part, a reference to both model number and serial number will help us supply the proper parts.

Should questions arise regarding the use or care of this product that are not covered clearly in this manual, our customer service representatives will be happy to assist.

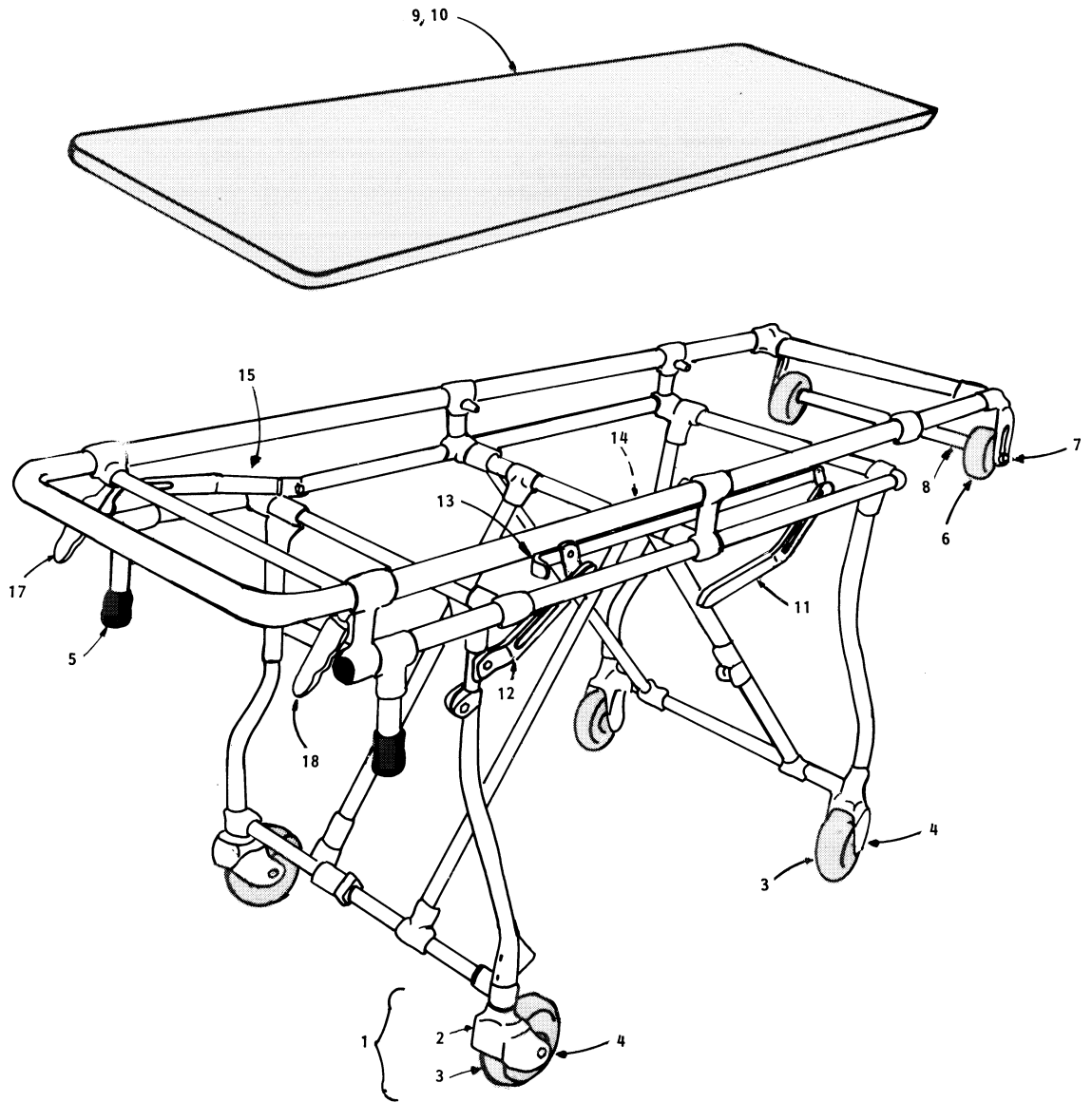
They can be reached directly at Ferno-Washington, Inc.
70 Weil Way, Wilmington, Ohio 45177. Phone
513/382-1451.

LIMITED WARRANTY

Any product claimed defective and caused by material or workmanship within one year after date of purchase will receive prompt investigation and a fair adjustment.

Obligation is limited to replacement or repair of defective components.

REPLACEMENT PARTS



NOTE: PLEASE ORDER BY
PART NUMBER . . . NOT ITEM

EFFECTIVE SERIAL NUMBER H-98136

ITEM	DESCRIPTION	QTY.	PART NUMBER		
1	5" SWIVEL CASTER ASSEMBLY, COMPLETE	1			
2	WHEEL FORK ONLY, WITH BEARINGS & PIN	1			090-0070-00
3	5" WHEEL ONLY WITH BEARINGS	1			090-0060-00
4	AXLE BOLT WITH NUT	1			
5	CRUTCH TIP WITH NYLON INSERT	2	090-0560-00		
6	4" LOADING WHEEL	1	090-0520-00		
7	LOADING WHEEL AXLE	1	090-0158-00		
8	AXLE COVER TUBE WITH INSERTS	1	090-0159-00		
9	STANDARD TOP (BROWN PAINT)	1	090-0161-00		
10	OPTIONAL TOP (BLACK CARPET)	1	090-0162-00		
11	LOCK BAR, FRONT	1	090-0163-00		
12	LOCK BAR, REAR	1	090-0164-00		
13	LOCK RELEASE BAR	1	090-0165-00		
14	TRIP ROD, FRONT LEG	1	090-0166-00		
15	TRIP ROD, REAR LEG	1	090-0167-00		
16	POLY TUBES & SCUFF BLOCKS	1 set	090-0069-00		
17	CONTROL LEVER, REAR LEG	1	090-2954-00		
18	CONTROL LEVER, FRONT LEG	1	090-2953-00		

RIGHT (OR) LEFT REFERS TO OPERATORS RIGHT OR LEFT WHEN
STANDING AT THE CONTROL END OF THE CART.