



Users' Manual

*PC-294
Salesmaker Cart*



Congratulations on buying the best!

. . .and thank you for being a Ferno customer.

*Ferno is known worldwide for backing its products
with people committed to customer satisfaction.
If you need any help installing, operating, or caring
for this product, please let us know.*

We look forward to serving you.

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Ferno-Washington products are manufactured under the following patent numbers:

United States	Australia	Germany	Japan	Spain
4,037,871	532,043	27 18 037	1,004,505	282.310/1
4,052,097	586,559	32 35 857	1,113,975	
4,168,554	613,139		1,147,239	Taiwan
4,192,541		Great Britain	1,069,216	UM-40712
4,251,178	Canada	1,494,143	1,367,855	NI-35429
4,211,281	1,320,883	1,535,395	1,631,076	
4,369,955		1,544,281		
4,405,172	Europe	1,581,506	Singapore	
4,480,345	0254390	2,122,501	1006/85	
4,688,279	0324591			
4,767,148		Hong Kong	South Africa	
5,058,572	France	290	79/4148	
5,060,637	77.12317			
5,092,722	78.13508			
5,205.601	82.17328			
			Other Patents Pending	

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Safety Information

Safety Alerts

Safety alerts identify hazards to avoid. The following safety alerts appear in this manual:

WARNING

Cart modification can cause injury or unpredictable operation. Do not modify or attach objects to the cart.

An unlocked cart can cause injury or unpredictable operation. Secure all locks on the cart before loading or unloading the cart.

An unlocked cart may unexpectedly roll and cause injury or damage. Lock the front casters when the cart is not being moved.

Exceeding the load limits can cause injury or damage. Do not overload the cart platforms.

Unsecured items on the cart can fall or move, causing injury or damage. Use restraints to secure items to the cart during transport.

WARNING

Improperly placed restraints can cause injury and unpredictable operation. Make sure the restraints do not interfere with cart operation.

An unlocked cart may unexpectedly fold and cause injury. Keep clear of the area between the upper and lower platforms and the crossframes.

Improper maintenance can cause injury. Maintain the cart only as described in this manual.

Improper use can cause injury. Use the cart only as described in this manual.

Material Safety Data Sheets

The care and maintenance of the cart may require periodic use of cleaners, disinfectants, and lubricants. When using these products, follow the manufacturer's directions for use.

For additional information on handling, storage, first aid, and protective equipment, read the material safety data sheet (MSDS) packed with each product.

Limited Warranty

Ferno-Washington, Inc. ("Ferno"), warrants that its products will be free from defects in material and workmanship for one year except as follows:

- A) The warranty period on external finishes is 30 days.
- B) The warranty period on soft good items is 90 days.
- C) The warranty period on repair and service is 90 days.

This limited warranty applies only to products used under normal and proper conditions and is void for any product damaged from misuse, abuse, or neglect. All warranty periods shall commence from the date of shipment from Ferno.

Limitation of Liability

The liability of Ferno under the limited warranty set forth above is limited to repair or replacement of the defective product or part, or, at the option of Ferno, refund of the purchase price. Transportation charges for shipping allegedly defective products or parts to and from Ferno are not covered.

EXCEPT FOR THE LIMITED WARRANTY SET FORTH ABOVE, FERNO MAKES NO OTHER WARRANTIES, EITHER EXPRESSED OR IMPLIED. FERNO MAKES NO IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. IN NO EVENT WILL FERNO BE LIABLE FOR ANY INDIRECT OR CONSEQUENTIAL DAMAGES SUSTAINED IN

CONNECTION WITH THE DELIVERY, USE, OR PERFORMANCE OF ITS PRODUCTS.

The remedies of repair, replacement of defective products, or refund of the purchase price are exclusive and in lieu of all damages. Under no circumstances shall the liability of Ferno, whether under contract, tort, breach of warranty, or otherwise, exceed the selling price of the products proven to be defective.

Any legal action for breach of the limited warranty set forth above must be commenced within one year of the date on which the breach is or should have been discovered.

Limited Warranty Claims

To make a claim under the limited warranty, contact Ferno Customer Service promptly.

Ferno-Washington, Inc.
70 Weil Way
Wilmington, Ohio 45177-9371

Telephone..... 1-800-733-3766
937-382-1451
Fax..... 937-382-1191
Internet www.ferno.com

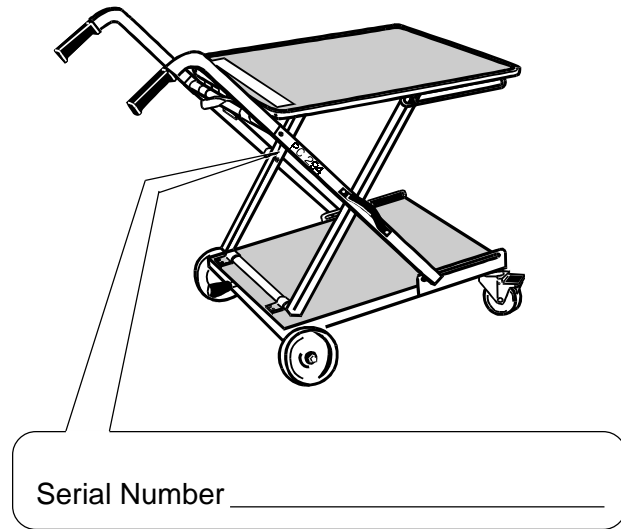
Customer Service

Customer service and product support are important aspects of every Ferno product. For assistance, contact Ferno Customer Service:

Ferno-Washington, Inc.
 Attn: Customer Service
 70 Weil Way
 Wilmington, Ohio 45177-9371

Telephone 1-800-73-FERNO
 937-382-1451
 Fax 937-382-1191
 Internet www.ferno.com

The serial number is located on the inside of the left crossframe. Please have the serial number ready when contacting Ferno Customer Service.



Product Description

The Model PC-294 Salesmaker Cart (cart) is designed to transport and display items such as personal computers, printers, and other office equipment.

Cart features include a folding frame with locking mechanisms, a restraint, a side carrying handle, upper and lower platforms, front locking casters, and handles.

General Specifications

Length 32 in 81cm
 Width 24 in 61cm
 Weight 33 lb 15 kg
 Height
 folded 10 in 25 cm
 unfolded w/handles ext. 36 in 91cm
 upper platform 29 in 74cm

Platform Size
 upper (27 x 22)in ... (69 x 56)cm
 lower (25 x 19)in ... (64 x 41)cm
 *Maximum Load 200 lb 91 kg
 upper platform 150 lb 68 kg
 lower platform 200 lb 91 kg
 *The combined loads of the upper and lower platforms should not exceed 200 lb/91 kg.

Specifications are subject to change without notice. Measurements are rounded to whole numbers. Contact Ferno Customer Service for detailed specifications.

Accessories

Ferno offers a complete line of accessories and related products. Contact your local Ferno dealer or Ferno Customer Service for more information (page 6).

<u>Accessories</u>	<u>Order Number</u>
11' Restraint Strap	410-11
15' Restraint Strap	410-15

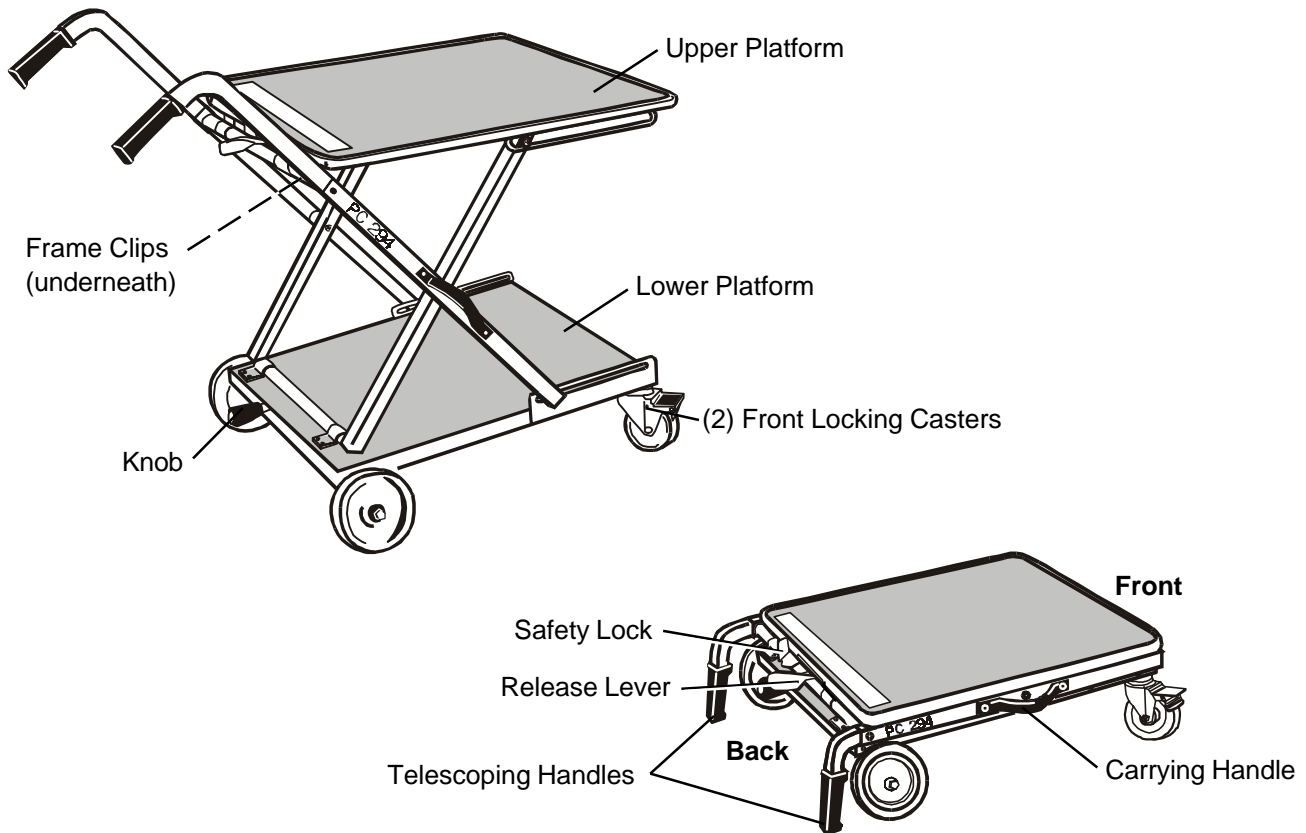
Pre-service Check

Before using the cart, have a qualified service person follow the operation instructions in this manual and check the following:

- Does the cart raise and lower smoothly?
- Does the cart lock in the raised position?
- Does the safety lock engage?
- Do the telescoping handles extend and lock?
- Do the front and back casters roll when the cart is pushed or pulled?
- Do the front casters swivel when the cart is turned?
- Do the front brakes lock and unlock?

When the check is satisfactory, the cart is ready to place in service.

Components



Features and Functions

Telescoping Handles

Use the telescoping handles (handles) to direct and move the cart. To extend a handle, pull it up and away from the cart (Figure A).

To retract a handle, press the release button and push down on the handle (Figure B).

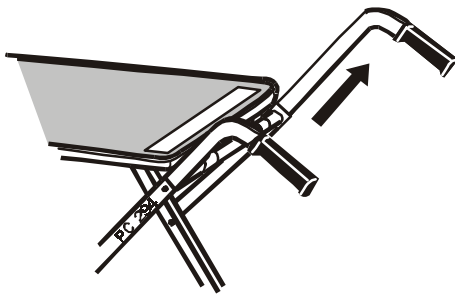


Figure A

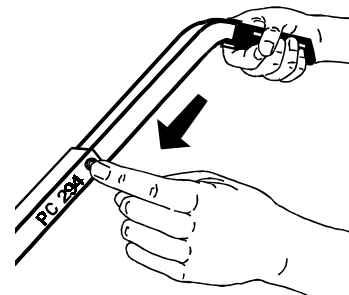


Figure B

Features and Functions (continued)

Release Lever

The release lever automatically locks when the cart is raised, securing the cart in the raised position.

Move the release lever to the left to release the lock and lower the cart (Figure C). See *Lowering the Cart* on page 13.

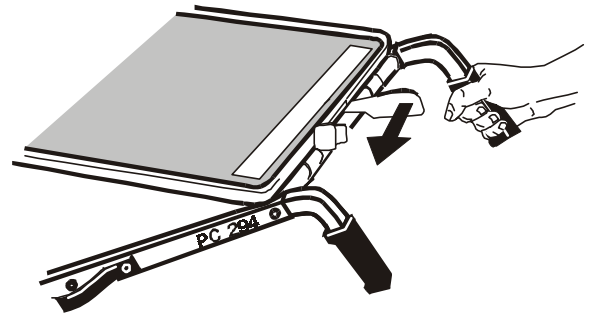


Figure C

Safety Lock

The safety lock holds the release lever in the locked position when the cart is raised.

To engage the safety lock, push it to the right (Figure D).

To disengage the safety lock, push it to the left.

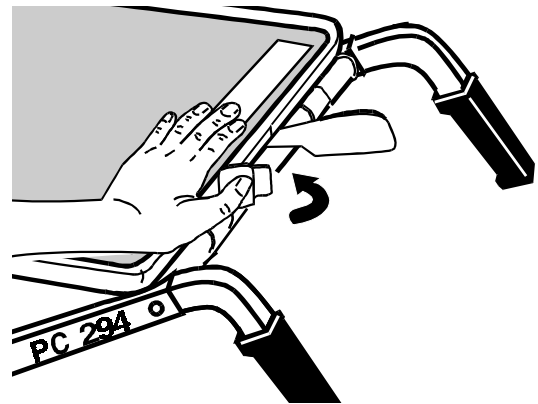


Figure D

Front Locking Casters

The front casters have foot-operated brakes. The brakes limit cart movement.

To lock a front caster, step on the “on” portion of the brake (Figure E).

To unlock a front caster, step on the “off” portion of the brake.

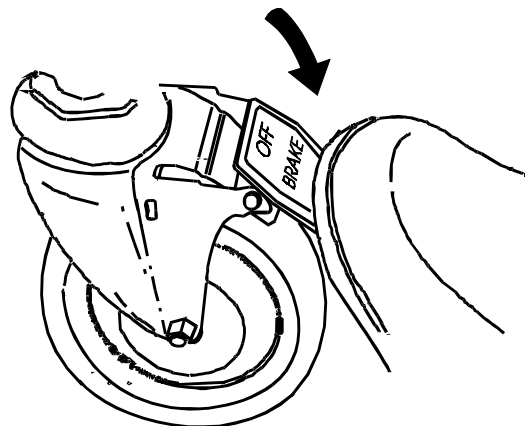


Figure E

Features and Functions (continued)

Restraint

One 11' restraint is supplied with the cart to secure items during transport. Additional or replacement restraints can be ordered by calling Ferno Customer Service (*Accessories*, page 6)

Always use a restraint to secure equipment on the cart. Use additional restraints as needed for large or oddly-shaped equipment. Make sure to position the restraint so it does not interfere with any moving parts of the cart or with the locking mechanism.

Wrap the restraint around the platform and the item on the platform and pass the loose end of the restraint up through the buckle, over the divider, down through the buckle, and under the release tab (Figure F).

To tighten the restraint, pull the strap away from the buckle (Figure G). To loosen or remove the restraint, pull the release tab up and feed the strap back through the buckle (Figure H).

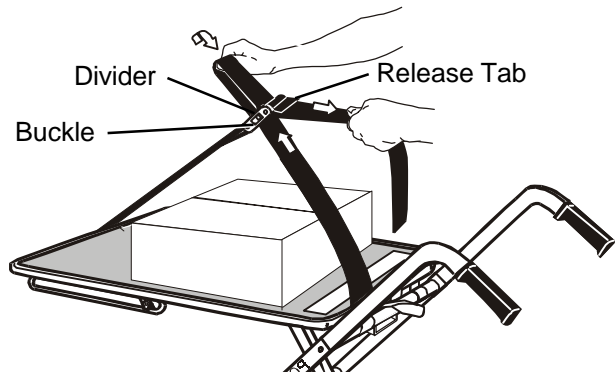


Figure F



Figure G

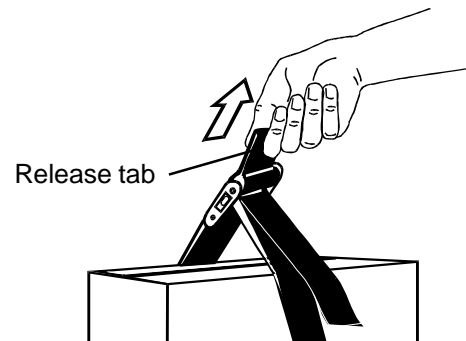


Figure H

Using the Cart

Operating Guidelines

- Practice using the cart, unloaded and loaded, before putting it into regular service.
- Complete a pre-service check before use.
- Only use the cart when it works properly.
- Secure the safety lock before using the cart in the unfolded position.
- Lock the front casters whenever the cart is stationary.
- Maintain the cart as described in this manual and keep maintenance records (page 15).

▲ WARNING

Improper use can cause injury. Use the cart only as described in this manual.

▲ WARNING

Cart modification can cause injury or unpredictable operation. Do not modify or attach objects to the cart.

Raising the Cart

Two clips hold the top and bottom platform together.

Grasp the knob with your right hand while grasping a handle with your left hand (Figure I).

Pull up on the handle while pushing down on the knob until the clips release the lower platform.

Continue pulling up on the handle while pushing down on the knob until the cart “clicks” and locks in the raised position.

Lock the safety lock and front locking casters.

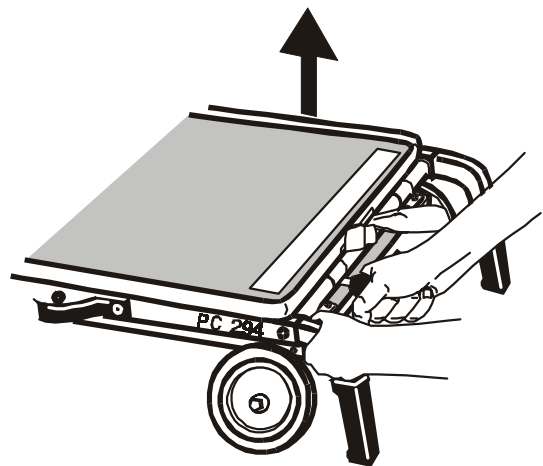


Figure I

▲ WARNING

An unlocked cart can cause injury or unpredictable operation. Secure all locks on the cart before loading or unloading the cart.

Using the Cart (continued)

Loading the Cart

Watch the cart at all times. Keep the front casters locked while loading the cart.

Load the items onto the cart. Read *General Specifications*, page 6, for the individual load limits of each platform. The cart has a total* load limit of 200 lb/91 kg.

*The combined loads of the upper and lower platforms

Use the restraint (supplied) to secure the load on the cart (Figure J).

For additional or replacement restraints see *Accessories*, page 7.

Make sure the restraints do not interfere with any moving parts or locking mechanisms.



Figure J

⚠ WARNING

Unsecured items on the cart can fall or move, causing injury or damage. Use restraints to secure items to the cart during transport.

⚠ WARNING

Improperly placed restraints can cause injury and unpredictable operation. Make sure the restraints do not interfere with cart operation.

⚠ WARNING

An unlocked cart may unexpectedly roll and cause injury or damage. Lock the front casters when the cart is not being moved.

⚠ WARNING

Exceeding the load limits can cause injury or damage. Do not overload the cart platforms.

Using the Cart (continued)

Moving the Cart

Extend the handles and unlock the front casters. Push or pull the handles to move the cart.

To move the cart over low obstacles, such as door sills and uneven pavement, square the cart to the obstacle.

Move to the front of the cart, lift and pull the front casters over the obstacle (Figure K). Pull the cart until the back casters clear the obstacle.

Maintain balance of the cart and any item(s) loaded on the cart. If necessary, have others help move the cart.



Figure K

Lowering the Cart

Lock the front casters and remove all items from both platforms.

Retract the handles.

Unlock the safety lock. Grasp a handle. Pull the release lever to the left. Push down to lower the cart.

Keep hands and feet clear of the area between the two platforms and the crossframes.

Push the upper platform down until the clips engage the lower platform and secure the cart in the lowered position (Figure L).

Use the carrying handle to transport the cart to a storage area (Figure M).

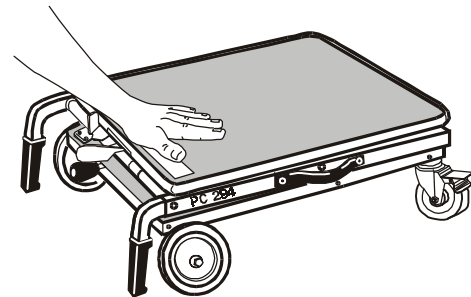


Figure L

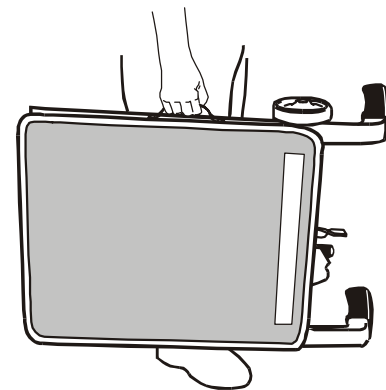


Figure M

WARNING

An unlocked cart may unexpectedly fold and cause injury. Keep clear of the area between the upper and lower platforms and the cart crossframes.

Repair and Replacement Parts

Use only Ferno-authorized repair parts and service to maintain the safety and performance of the cart.


To order repair or replacements parts, contact your local Ferno dealer or Ferno Customer Service (page 6).

<i>Part</i>	<i>Order Number</i>
11' Restraint Strap	410-11
15' Restraint Strap	410-15
Front Locking Caster	090-4962-00
Transport Wheel	090-0513-00
Knob	090-0514-00
Left Telescoping Handle	090-0515-00
Right Telescoping Handle	090-0516-00
Telescoping Handle Grip	090-0517-00

Scheduled Maintenance

Clean	Dampen a soft cloth with warm water and soap or a mild solvent and wipe all plastic and metal surfaces.
Seal	After cleaning, wax the metal surfaces with a hard wax, such as automobile wax, to seal and protect the metal. Use a light silicone spray or rubber sealant to protect the rubber surfaces.
Lubricate	<p>Moving parts such as wheel bearings, lock levers, and hinges are lubricated before Ferno ships the cart. Reapply a light oil or waterproof grease for smooth operation of the cart. Follow the lubrication guidelines listed below.</p> <p style="margin-left: 20px;">light use lubricate every 6 months medium use lubricate every 3 months heavy use lubricate monthly</p>
Inspect	Have a qualified maintenance person inspect the cart. Inspect all moving parts and locking mechanisms. Follow the pre-service check in this manual (page 7). If repairs are necessary, take the cart out of service.
Keep maintenance records. A convenient form is included in this manual on page 15.	

Contact Ferno Customer Service (page 6) to order cleaners and disinfectants.

 WARNING

Improper maintenance can cause injury. Maintain the cart only as described in this manual.

