



## Essential Tips for buying a lift

(Be an informed professional)

The purchase of a lift is a process by which you find out and trigger needs to meet a return that will accompany **the next 10 years as a working tool and a half day workshop billing.**

Any wrong choice can affect little disappointment and fun experience. So Velyen want to ask the following list of tips to help you avoid a fate unfavorable to get the **most return on their investment.**

Although it is only a starting point, **it is worth devoting a few minutes:**

### 1. Legal Guarantee and any thing else?

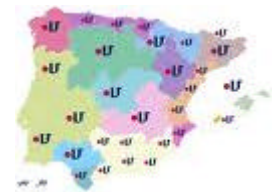
Even **the lift made the world better is just a machine**, so it is susceptible to damage in the 10 year life of the machine.



**There is a legal guarantee** that requires a minimum purchase, but there are few companies that offer **extended warranties** for the life of the machine (usually up to 7 years). Take this as a good sign because it **means commitment and confidence behind the product.** You do not run on empty promises, words are not binding.

### 2. Customer care and After-sales service.

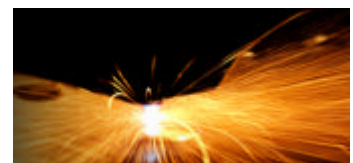
All we are happy with a sale, **but where are when something does not go exactly according to schedule?** You should **be able to measure their**



**attitude pretty quickly call and / or digital**, if they have a **network of trained technicians**, trained and geographically located throughout the country to receive assistance quickly and professionally, and of course and **structured agile logistics of spare parts.**

### 3. What resources are available at the company for my needs?

The availability of technology and production processes indicates what is behind a team. They usually have specialists in **manufacturing processes** such as machining, stamping, laser, welding, etc. In addition to availability of resources **i + d + i** in order to progress and modernization of the machinery, **global outsourcing to be competitive and a control system ISO quality.**



#### 4. Availability of clear and accurate information.

Today there are no secrets on the Internet, new digital media have more information than sellers, so you have an **updated Web page** with technical information and commercial and even recommended prices market **indicates that we are on the right track, which is open and transparent practice there is nothing to hide.**



The industry-leading companies tend to use the Web **as a tool for consumer information** so we can pass on experiences, developments and range of products and services available.

Also check the attitude of the dealer who claims to be the shadow of the "exclusive provider" because **many of them really just looking for immediate sale and as having a product that leaves more margin or other vendor that offers the same products, leave this other alternatives,** ensure getting bit by the customer.

#### 5. Reliable Company

To determine the **reliability of its history and reputation** so you can assist and service in the 10 years of life that accompanies the machine.



Verify the views and digital forums, but watch out for possible accomplices, some sellers posing as members of the community spending efforts to discredit anything that is your competition. **Order tests and examples nearby.**

#### 6. Rigt price

Make sure the value is to be paid as **agreed and that includes a market price.**



Remember, you must obtain a product that will have an **experience working with the machine for 10 years** as part of their cost or savings should check post acquisition services

## 7. Know yourself

It is important not to get carried away, **the purchase is for 10 years.**



Check that you have the **minimum space** required for elevator chosen, the location and boundaries. **Find out if elevators were installed closer** to the mark to give their opinion. Also, make sure that the **point of electrical connection** is ready and close. If you need a compressor, make sure that have enough power. **Verify that the soil has the depth, strength, level and quality** of concrete is required to avoid surprises. That there are **no basements** possible to prevent proper installation. Or that meet **safety regulations**.

Moreover, the lift must comply **with the services to which it is intended**, it can serve the **wide range of vehicles** of their customers, but of course it **has security features and after-sales so you can work in peace.**

## 8. Building standards and approvals

Implementation of all **harmonized standards EN 1493** Lifting Equipment in compliance with European Directive **2006/42/EC**, establishing the **unique security building standards** required in professional equipment for **Europe**.



We are members of **EGEA** Europe through **AFIBA** in Spain and we are advised to constructive and legal level **AIMME - FEMEVAL** and independent technical consulting by **SGS**.

What happens when you buy an elevator outside the norm? We ask you to upgrade or replace the elevator and you will face penalties of the inspectors or, worse, an accident or close their business altogether. **Yes, can and does happen.**

It should also be borne in mind that until now, many machines as CE marked and approved no longer meets the minimum requirements, and this will require an **upgrade under the new standards, which must always be paid and that any law not exclude us not to know.**

## 9. Full service for your workplace

Your best bet would be to advise and offer **equipment that is suited to their needs** in the event that times change.



Find out **versions of the models**, broad, high, narrow, asymmetric, with base, baseless, and so on. to best suit their needs. Ask if they offer **optional accessories** for trucks, vans, telescopic booms, light-air intakes, special props, extensions, Alignment, 4x4, run flat, etc.

## 10. i+d+i, not only a lift

After a lift there is a **technician team** who knows the designs, components, hearing your questions and proposals to provide more efficient products and also to offer a **reliable, secure and productive**. In conclusion, **progress is a commitment** to meet the **needs of the workshop today and tomorrow's demanding customer**.



Finally add that the leading companies with R + D + i, his designs are subjected to virtual simulations through **powerful 3D CAD programs like Solid Works Cosmos**, validating its structure, and optimizing products.

We hope that is useful for an optimal choices.