

# 3M™ DBI-SALA® Flexiguard™ Modular Jib

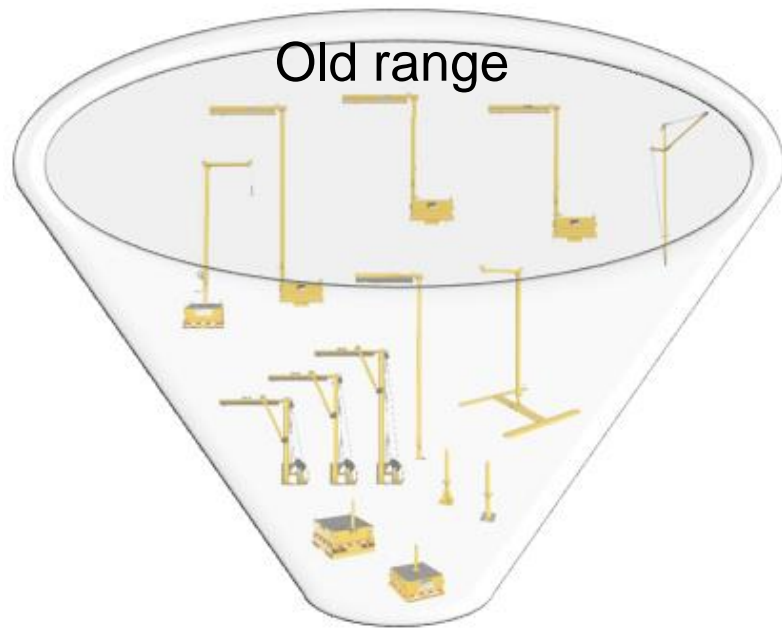
External launch presentation



# Content

- 1) Reasons to develop a new generation of Flexiguard Jibs
- 2) New Modular Jib System range
- 3) Standards
- 4) M100 feature improvement versus old range
- 5) M200 feature improvement versus old range
- 6) M100 and M200 feature improvement versus old range
- 7) New features of M100 and M200
- 8) Miscellaneous

# 1) Reasons to develop a new generation of Flexiguard Jibs



- 5 product families
- No compatibility of Jibs / base within the 5 product families
- Basic models have cheaper competition
- Advanced models have not enough features / working area and too high weight in regards to the price

Rationalisation

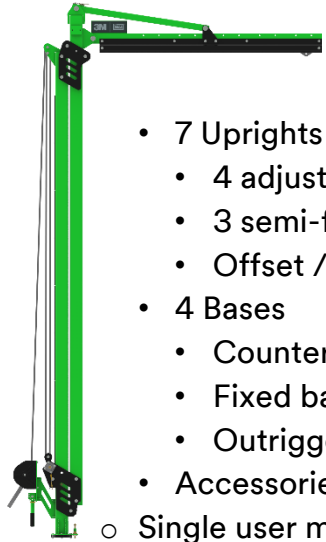
Features improvements



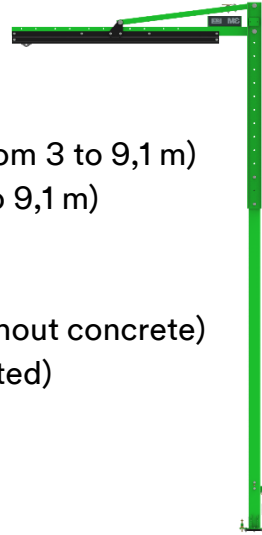
- 2 product families M100, M200
- Full compatibility of Jibs / base
- More versatility of use for customer
- Lower stock level for us
- Breaking down of design allowing 2,5 t cherry picker to handle all the components
- 27% reduction in weight
- Increased offset up to +228% and working area
- Dual user version
- Units can be assembled by customer

## 2) New Modular Jib System range

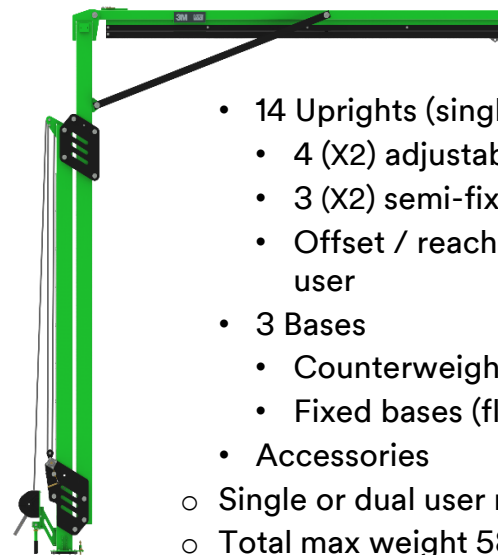
### M100



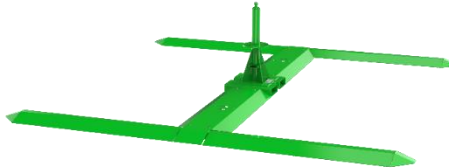
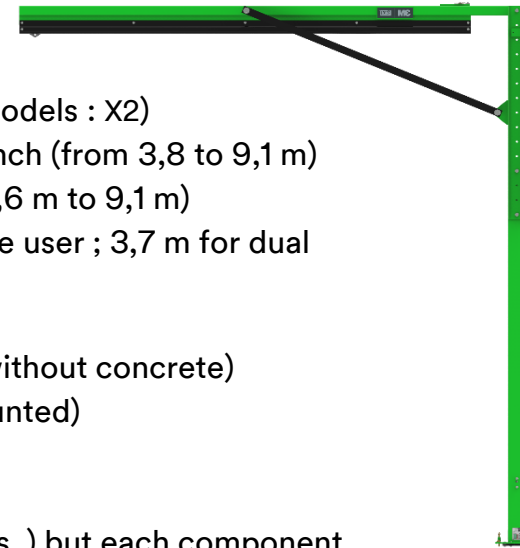
- 7 Uprights
  - 4 adjustable height with winch (from 3 to 9,1 m)
  - 3 semi-fixed height (from 4,6 m to 9,1 m)
  - Offset / reach of 2,3 m
- 4 Bases
  - Counterweight base (with or without concrete)
  - Fixed bases (floor and flush mounted)
  - Outrigger base
- Accessories
  - Single user model only
  - Total max weight 2268 kg (5000 lbs..)



### M200



- 14 Uprights (single and dual user models : X2)
  - 4 (X2) adjustable height with winch (from 3,8 to 9,1 m)
  - 3 (X2) semi-fixed height (from 4,6 m to 9,1 m)
  - Offset / reach of 4,6 m for single user ; 3,7 m for dual user
- 3 Bases
  - Counterweight base (with or without concrete)
  - Fixed bases (floor and flush mounted)
- Accessories
  - Single or dual user models
  - Total max weight 5897 kg (13,000 lbs..) but each component less than 2270 kg (5000 lbs..)



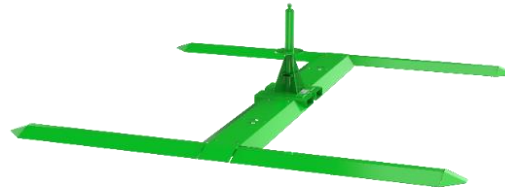
### 3) Standards

Flexiguard Modular Jib System are both CE and OSHA (same reference for European and US model)

CE EN795:2012 Type E  
CEN/TS 16415:2013 Type E



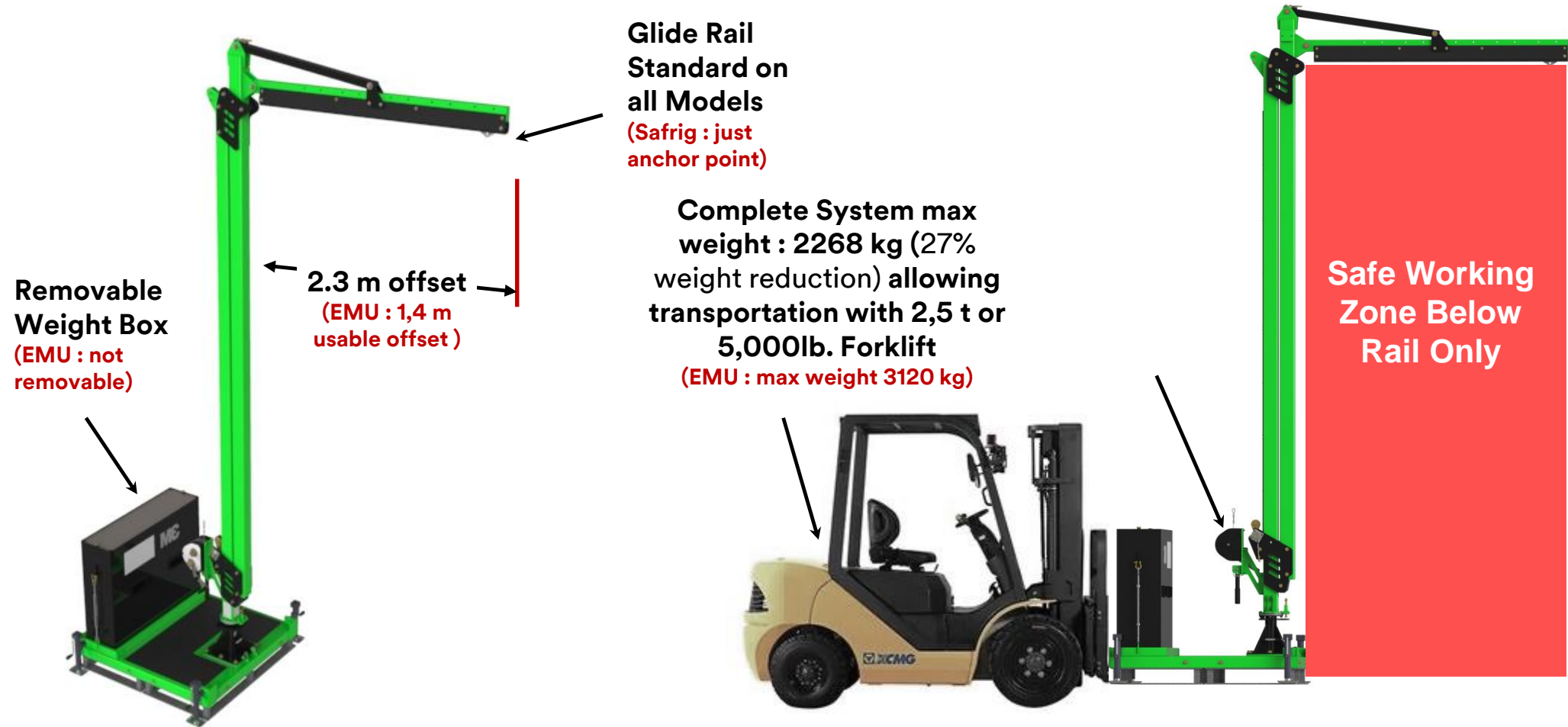
CE EN795:2012 Type B



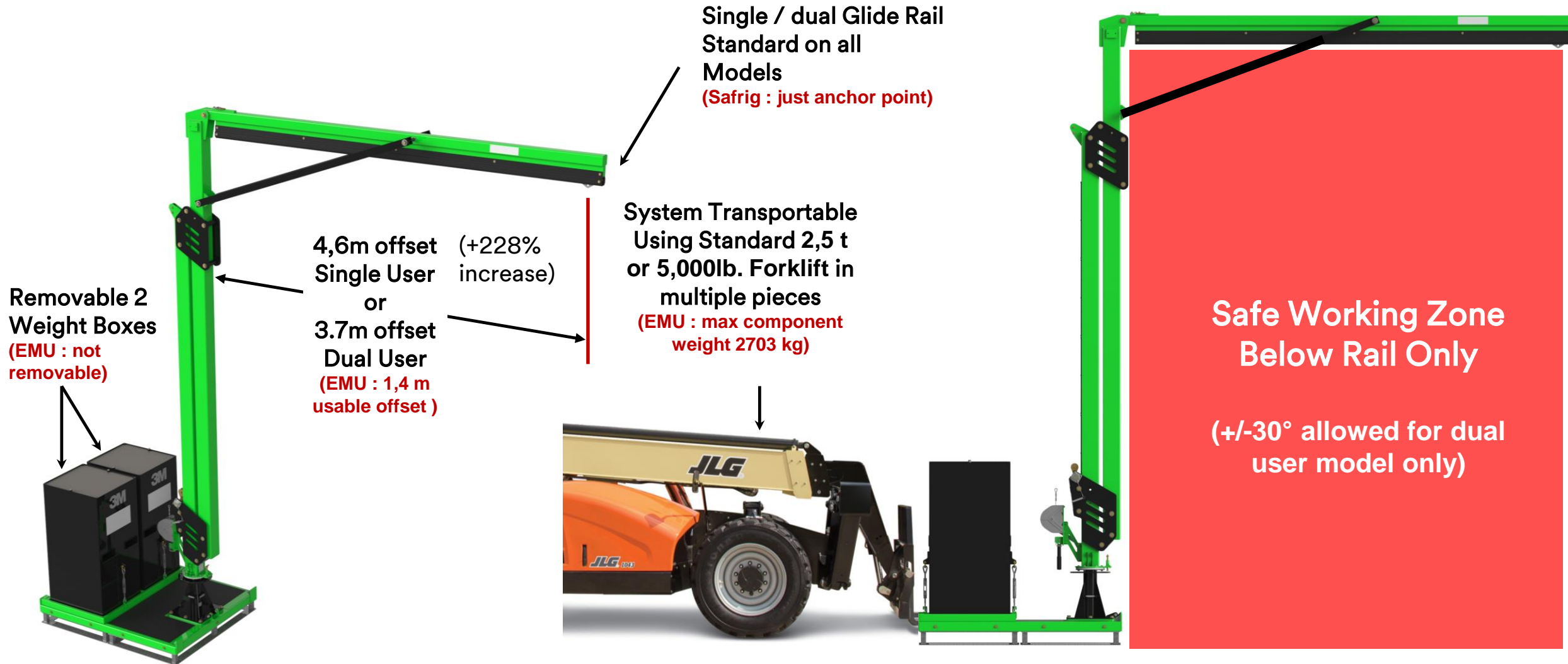
CE EN795:2012 Type A



## 4) M100 Feature improvements versus **old range**



## 5) M200 Feature improvements versus **old range**





## 6) M100 and M200 Feature improvements versus **old range**

### Color Change

- Brand alignment and consolidation.
- Leverage brand equity of confined space green.
- Differentiate from all the yellow competition.
- Higher visibility.

(EMU : yellow painting)

### Galvanized Skid

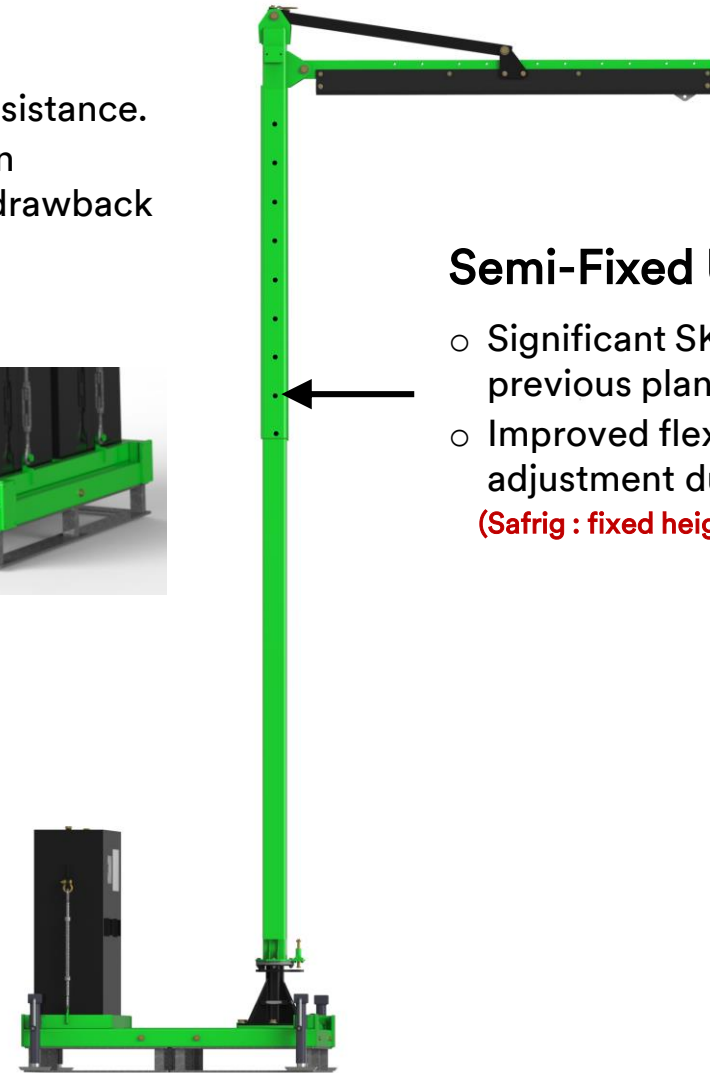
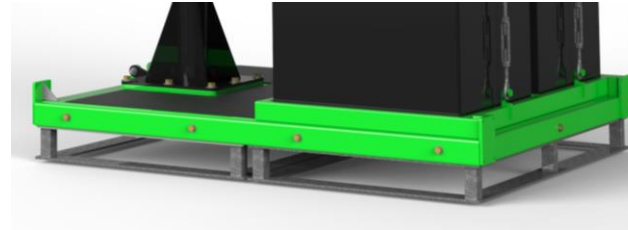
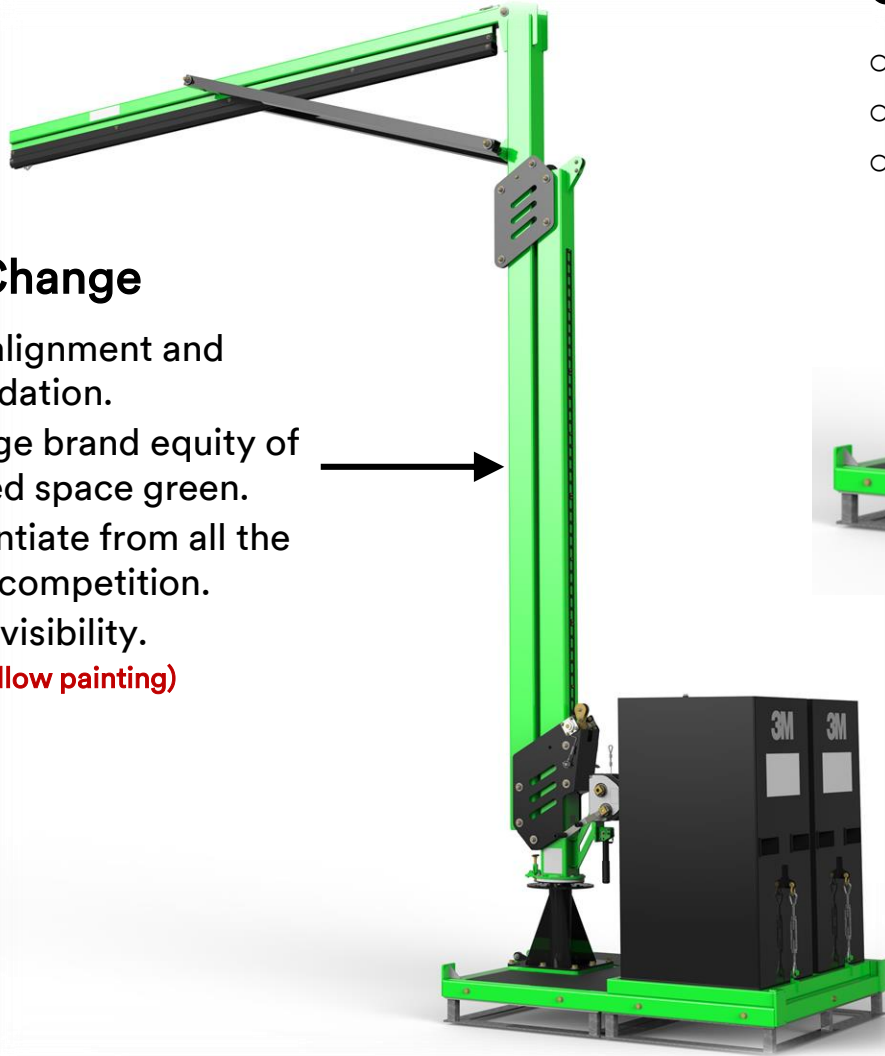
- Improved durability.
- Improved corrosion resistance.
- Current painted design referred to as critical drawback from key customer.

(EMU : painting)

### Semi-Fixed Upright

- Significant SKU reduction vs. previous plan.
- Improved flexibility and adjustment during installation.

(Safrig : fixed height)

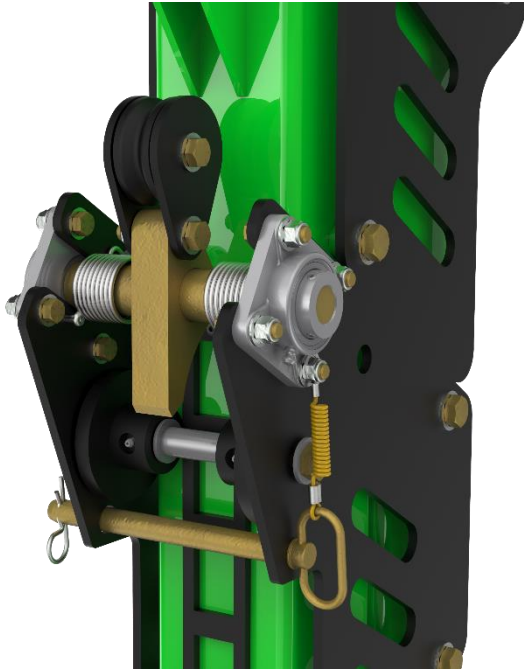




## 7) New features of M100 and M200

### Fail-safe mast lock (on adjustable height models)

- If primary lifting mechanism fails, automatic safety lock engages to prevent uncontrolled mast movement
- Fail-safe locking mechanism automatically locks mast position in the event of a primary mechanism malfunction

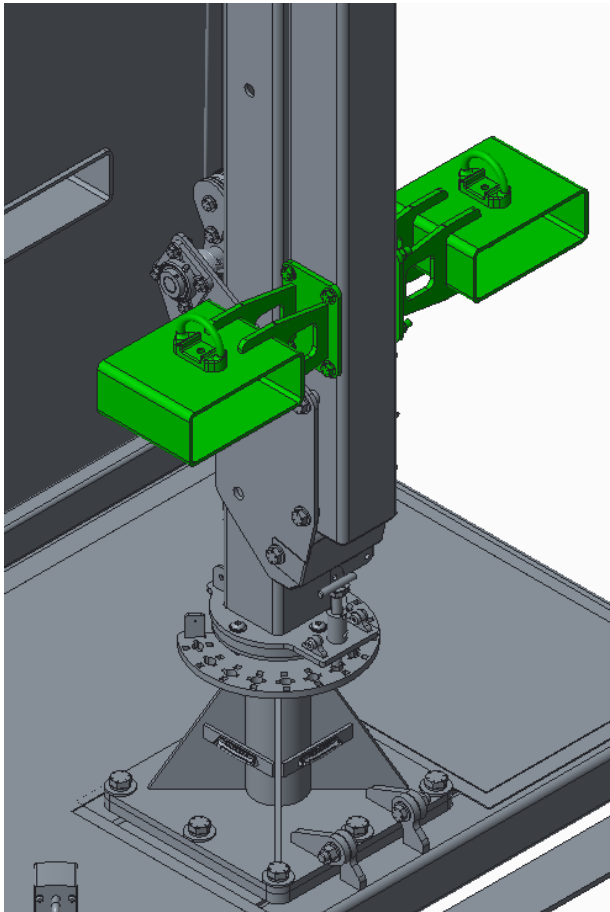


### Power Assisted Adjustment

- Optional power assisted device adjusts system height 4 times faster vs. manual adjustment methods.
- Improve productivity with optional power assisted adjustment device.
- Power drill requirements : 45 Nm. (40 in.lbs.) torque

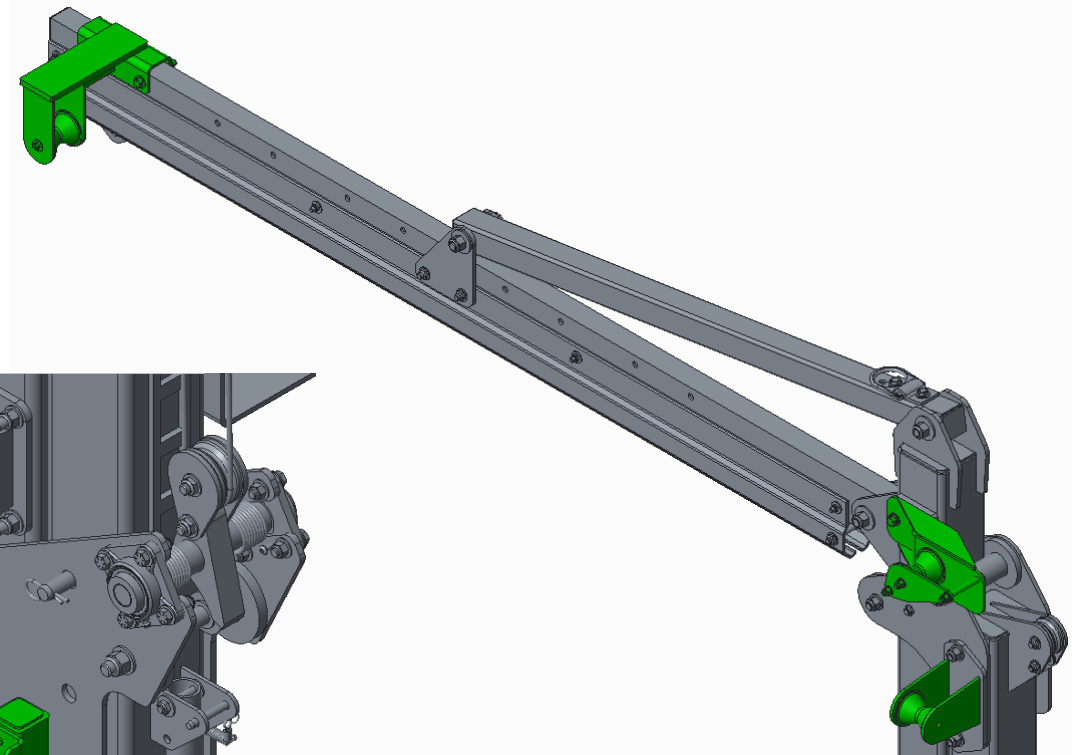
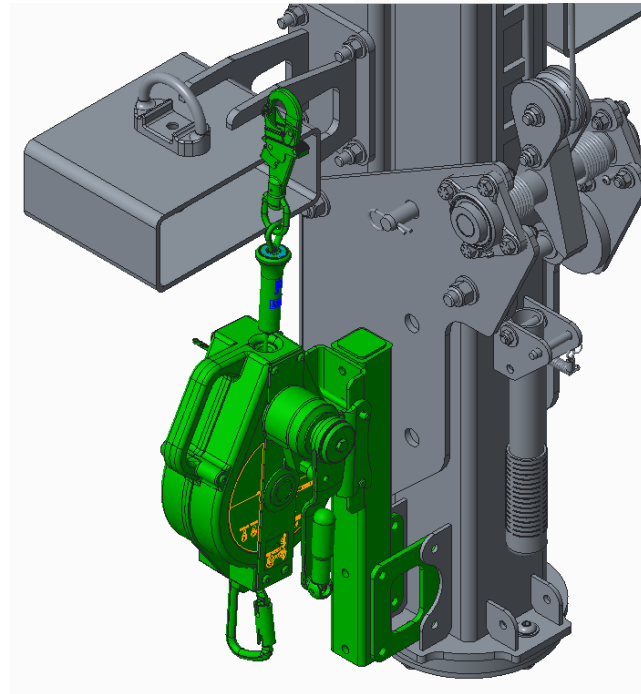
# New features of M100 and M200

## Forklift Mast Transport Option



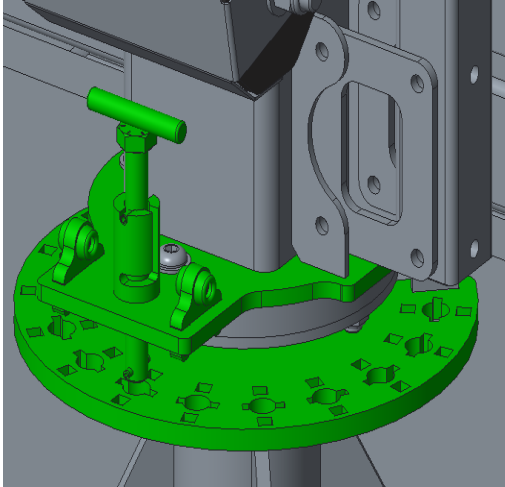
## Rescue Kit

*(Not available for CE for Launch)*

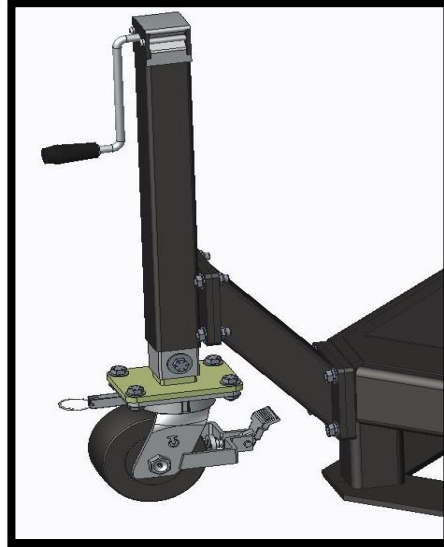


# New features of M100 and M200

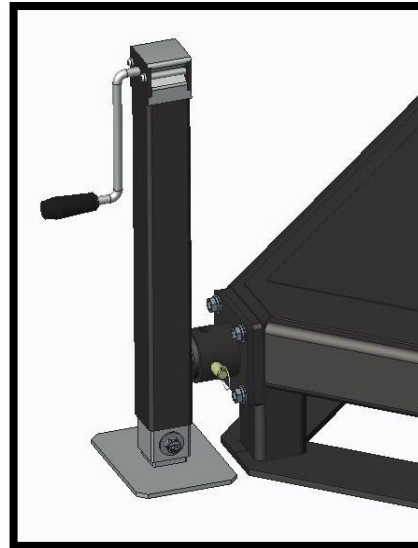
Rotation Limiter  
and position lock



Wheel Kit

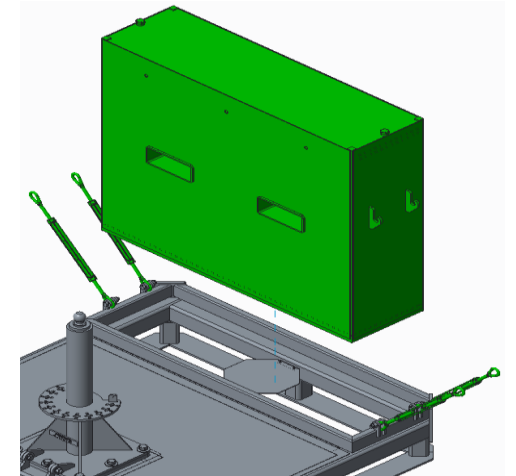


Jack Kit  
*Included on M100 CW Base*



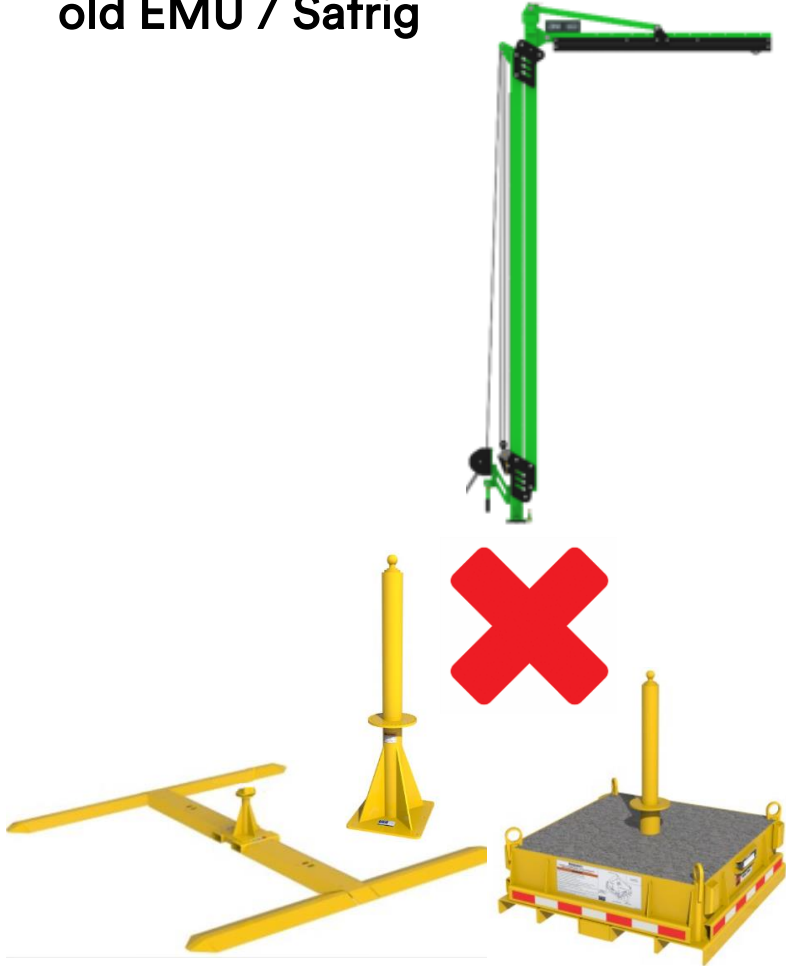
Counterweight :

- Removable
- Order of models already filled with concrete will be reserved on special cases
- Transportable thanks to forklift pockets (or lifting rings or lifting lanyards)



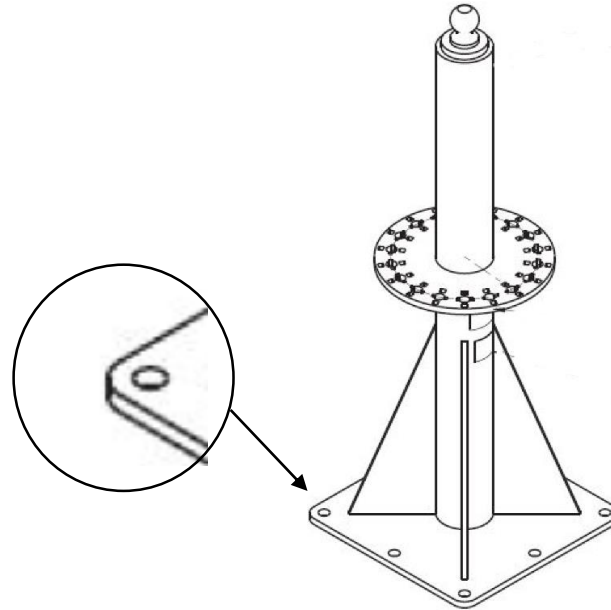
## 8) Miscellaneous

No compatibility with  
old EMU / Safrig



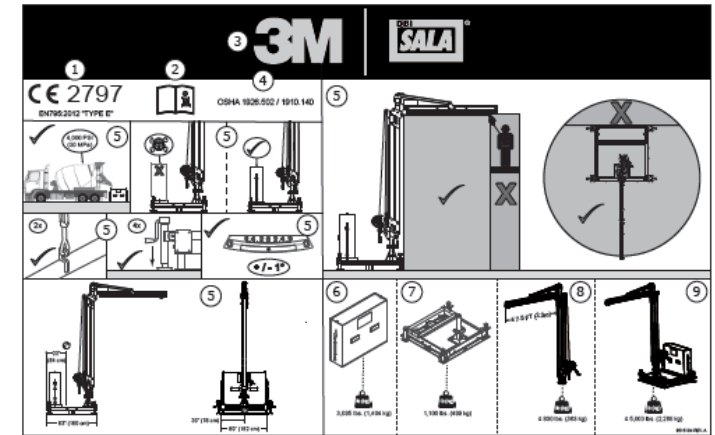
Increased size of mounting bolt

Mounting holes of M100 and M200  
floor mount base allow M20 bolt  
=> easier choice of bolt selection  
(EMU allowed only M16 bolt)



Product labels use only  
pictograms

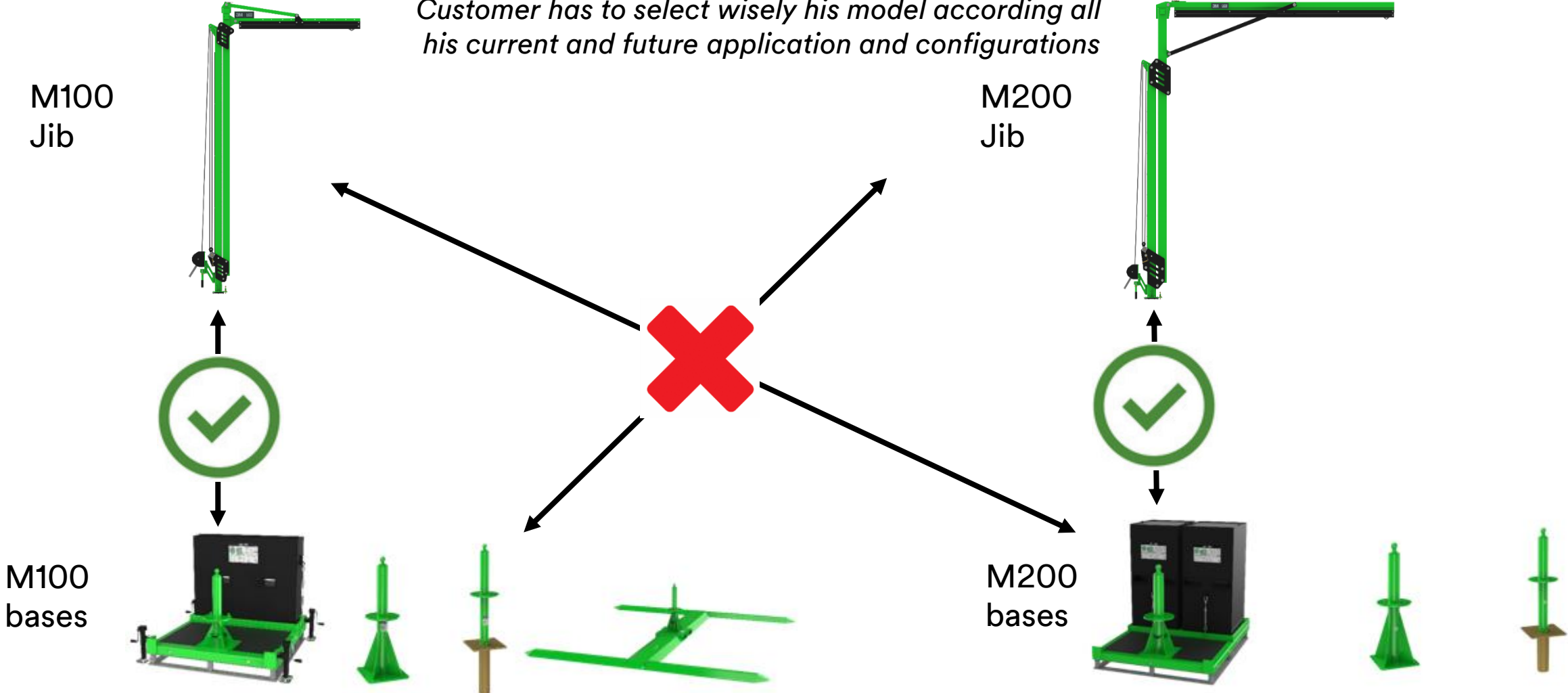
Product labels are understandable  
regardless of the end-user country.  
No need to order specific translated  
label as we did with EMU.



# Miscellaneous

No compatibility between M100 bases and M200 Jib  
nor between M200 bases and M100 Jib

*Customer has to select wisely his model according all  
his current and future application and configurations*

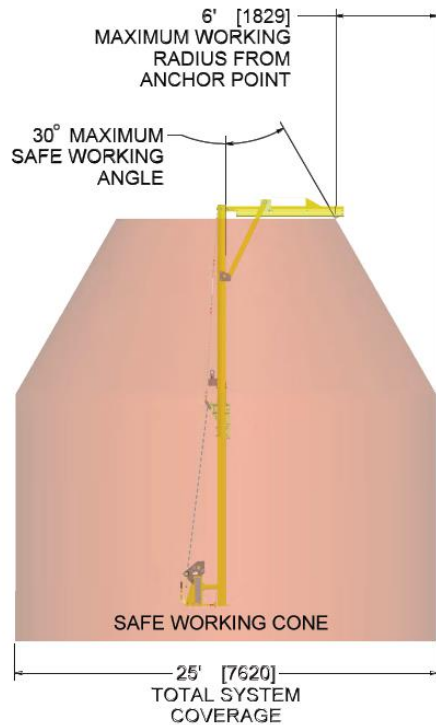




# Miscellaneous

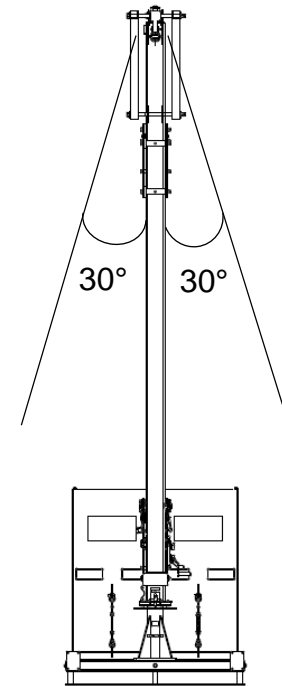
## Change of working area rules

### EMU : partial conical working area



### M100 / M200 : working area beneath rail only

- Easier to follow
- Rotating mast will follow user movements
- Eliminate swing fall risk
- M200 2 users ONLY will allow +/-30° angle working area because the 2 workers will not work both below the rail on the same time



M200 2 users only

### Rotation

- Rotation shown only applicable when installed with a counterweight base.
- Fixed and H base is 360° for all systems.

