



Centurion Tables Newsletter

Welcome to our newsletter, we will endeavour to bring you the latest news in the natural therapy industry with a focus on treatment tables. We will also include news about our products and services and to inform

our customers of specials and new products.

I hope you will find this issue informative and useful.

Enjoy the newsletter and take care.

pg	inside
2	directors open letter
3	occupational health and safety focus
4	product focus: podium portable table, how to find us and contact details

new

adjustable height tables

As you may well know, Centurion manufactures by far the largest range of portable tables in Australia. This range includes fixed height (made to measure), adjustable height, special shapes (shoulder recess and gynaecological), adjustable backrest and many others (more than 47 models in total).

For the past two years Centurion has been working on a new design table. Many well made adjustable height tables are out of the price range for many people (particularly students), and the dominant height adjustable model (4 leg system with tension cable) has some drawbacks for certain modalities and treatments.

Essentially what we wanted to achieve was a height adjustable table that had all the benefits of a fixed height 8 legged table, not heavy, superior stiffness (no flex in the middle), and very quiet, yet did not have the price premium of metal framed 4 legged height adjustable tables. The adjustable leg system also had to be able to be retrofitted to any of the fixed height tables we have manufactured over the past 25 years. Many of the special components needed to manufacture such a table were not available off the shelf so our design process included designing and manufacturing special com-

ponents that would enable us to achieve all our objectives. This took time, but we are happy now that we have a very versatile new range of tables.

Benefits of the Centurion height adjustable table system:

- ⊙ 8 standard height adjustments from 61 cm to 78 cm (very wide range to suit most people from 150 cm to 185 cm tall)
- ⊙ Special custom higher and lower ranges of adjustments are also available
- ⊙ New table has the same stiffness in the middle as our fixed height table, "zero flex system" (ideal for adjustments)
- ⊙ Height adjustment system adds very little additional weight (around 500 gm)
- ⊙ Many brands of adjustable height tables are very noisy during treatments, the Centurion 8 leg height

adjustable table is very quiet due to the unique design, tight tolerances, and the special components used in manufacturing.

- ⊙ Table is as quick to erect as equivalent fixed height table and does not need height to be changed in order to fold it up
- ⊙ Height adjustable legs can be retrofitted to any Centurion or Censun table manufactured in the last 25 years (even including shaped tables such as the Podium (shoulder recess) model).

About the only criticism that could be levelled at the new table is that because it has 8 legs rather than 4 legs it takes a few extra seconds to adjust the table height. We consider this a small price to pay for the added benefits that this table provides. If you prefer the 4 legged adjustable height table designs see the AscentTM and TravellerTM models.

New Product

Update your fixed height table legs with brand new height adjustable legs
If you have purchased a Centurion or Censun fixed height table why not take advantage of our introductory offer of only \$135 (normally \$155) to retro fit a height adjustable leg system to your existing portable and enjoy the benefits of a height adjustable table today. Limited offer.

An open letter to Schools and Students re imported treatment tables

Why choose an Australian made portable table over an imported portable table ?

Dear Sir / Madame,

There are a number of reputable and well established manufacturers of massage tables in Australia who manufacture tables from Australian raw materials and who over the years have tailored their products to the needs of students and practitioners in Australia.

As Australia's longest established (over 25 years) manufacturer we would like to draw to your attention and also your students, some concerns that we have with regard to "cheap" imported massage (and other modality) tables many of which are being advertised for sale through the internet, either through auctioneers or small importers.

These imported tables are being sold by people who have no connection to the physical therapy industries in Australia and who have no objective other than making a quick dollar from unsuspecting students who have not researched the market very thoroughly.

These are some of the problems with the imported tables being sold on the internet:

1. Quality. - Like most things in life "you get what you pay for"

They are often of very poor quality, the landed cost to the importer is generally under \$100 which is much less than even the raw material cost of a quality table made in Australia, even the cheapest of them (bear in mind that 99% of the materials in Australian made tables are sourced from Australia e.g. the timber, the plywood, the aluminium, the steel, the hinges and fittings, the vinyl, the foam are all made in Australia from Australian sourced raw materials and so they are competitively priced on the world market). The only way these cheap tables can be manufactured and sold at such low prices is to use inferior quality raw materials (and cheap unskilled labour). A table that rattles and squeaks from day one will be a constant annoyance to practitioner and patient alike.

2. Weight - Is it really a light weighttable?

They are often very heavy. Most Australian made tables are in the 10-15 kg range while many of these cheap imported tables weigh more than 16 kg. Some years ago OHSA (Occupational Health and Safety Standards - Australia) recommended that most people should not regularly carry loads greater than 15 kg many of these imported tables fall well outside this recommendation.

3. Warranty - Who will do the repairs?

The cheap tables often have little if any warranty. If you read the fine print on many of the auction sites on the web you will see that the table is only guaranteed for 2 months (or less in some cases). The other problem is that in some instances we have heard that an auction house who sold a defective table with no warranty referred their customer to the manufacturer in China for a warranty claim! Even if the overseas manufacturer spoke English (unlikely), and agreed to repair the table (also unlikely), the cost of sending the table overseas or trying to arrange some local repair would be prohibitive. Compare these arrangements with our own for example, where Centurion tables are guaranteed for life as far as the main structural elements are concerned (the legs, the frame and the plywood), and all other components (excluding the vinyl which is covered by a separate manufacturer warranty) are unconditionally guaranteed for 10 years. We also provide free service for 10 years!

4. Public liability - Are you covered?

All Australian manufacturers are required to have product liability insurance. Auction houses are able to avoid this requirement. It is doubtful that these cheap imported tables being sold through auctioneers would have any type of product or public liability protection and if a patient was injured as a result of a collapsing table then the practitioner may be personally sued for damages. The small print on many auction sites specifically transfers any liability through to the manufacturerbut the manufacturer is

a back yard affair in China, and doesn't speak English. I think it is easy to see the type of problem that could potentially arise in this situation.

5. Lack of knowledge.

Is the table suitable for my needs?

The importers and auctioneers selling these cheap tables have no real knowledge of the Australian industry and the real needs of students and practitioners. This lack of knowledge is likely to result in them recommending a table that will not suit the real needs of the student or practitioner. As an example, some of the imported height adjustable tables have a limited range of adjustments designed for smaller physiques than most Australian practitioners, (some with only 3 height settings compared with 8 on our own tables). These inferior products are sold on the basis of price alone, to the unsuspecting purchaser. The Australian manufacturers have the knowledge borne out of working for years with students and teachers (as well as practitioners) to develop tables for the Australian market (and have stood the test of time). The Australian manufacturers are working on the basis of correctly addressing needs and maintaining an on-going relationship with their customers as their career progresses. They would only damage their own future if they approached a potential sale from the quick dollar perspective. Conversely, the auction houses have no incentive to maintain any form of customer relationship.

Our company has been committed to the Australian physical treatment industry for more than 25 years and we are sending you this letter so that you and your students can be better informed of some of the pitfalls for the unwary in purchasing cheap imported tables. In the last 6 months the number being advertised on auction web sites has gone from a trickle to hundreds. We hope this letter will at least help you and your students make better informed decisions.

Yours sincerely,
Stephen L Falkiner
Director

Occupational health & safety

focus

Unfortunately there is a lot of misinformation when it comes to Occupational Health and safety issues in the natural therapies industry. Many manufacturers are misquoting the literature or taking it out of context to suit their individual needs or to disadvantage their competition. Centurion tables is at a distinct advantage to offer unbiased advice since we make all types of treatment tables: fixed height and adjustable height both with the tension cable design and centre support legs.

The following information is equally relevant for employers, students and practitioners who may not be aware of the new interpretations of the National Code of practice for manual handling (NOHSC:2005(1990)). This article deals with the sections of the act that can be applied to the use of treatment tables. It includes article references, in brackets, if you wish to check the source document for further details.

Guidelines

You will not find any specific reference to treatment tables in the new Occupational Health and Safety literature. The code sets out guidelines for equipment use and manual handling issues that is of a general nature, that is, not industry specific.

Workplace equipment

Employers are required to provide equipment in the workplace that provides for the range of physical characteristics of the workforce therefore an employer cannot supply an average or "one-size fits all" solution (section 2.7). The best solution is an electrically height adjustable treatment table, as the height can be set on most tables anywhere between 50cm to 95cm.

If a height adjustable portable is supplied it must be suitable to the specific height requirements of the working practitioners. Many people presume that because a portable is height adjustable it will be able to be set at a height that will suit most practitioners. Although this is the case for most well made height adjustable portables (a good height range is between 61cm and 78cm with at least 5 adjustment points as this will suit 95% of all practitioners) there are many portables on the market that have a limited range of adjustments and will not suit some practitioners that are very tall or those of shorter stature.

If a fixed height table is supplied it must be made to suit the working practitioner, (section 2.9).

To avoid work cover claims it is important to be professionally measured for your correct working height, then check that the table can be set to the height you require. Contact Centurion Tables for information on how to do this, or refer to our website for instructions at www.centuriontables.com

Carrying loads

The risk of back injury increases significantly with lifting loads above 16kg, (section 4.23b). Note: This statement specifically refers to lifting loads. Treatment tables are also carried, often some distance, a far more strenuous task. Therefore it is recommended to exercise caution even when carrying loads of 13kg, especially for practitioners of slight build.

Young workers, under the age of 18, are at greater risk than adult workers because they are still developing physically and should not be required to lift, lower or carry objects weighing more than 16 kg without mechanical or other assistance..." (sections 4.39 & 4.41).

When looking for a portable treatment table ensure that you know the weight of the table. Many manufactures advertise "lightweight portables at 16kg" or do not mention the weight of their tables at all! A general rule is to avoid tables that are made of heavier materials such as steel and choose lighter materials such as aluminium or with a combination of aluminium in their construction. Most lightweight quality massage tables weight between 10 and 14kg.

Tips on how to carry a load are also covered. It is important when carrying a bulky item to carry the load close to the body and lift it slowly, smoothly and without jerking (section 5.62). Lifting with one hand should be avoided, [section 5.66(g)].

Massage tables should always be transported with carry bags that feature a shoulder strap. This has the effect of making the table feel upto 40% lighter as your body absorbs the table weight more evenly. If you do not have a carry bag tables should always be carried with two arms one holding the handle the other holding the face-hole recess, (particularly important when negotiating stairs).

We hope this information has been useful in clarifying some of the important issues and remember for a physical therapist good health starts with looking after your back.



Feedback

If you, or if you have a friend that you feel may benefit from receiving future copies of this newsletter or if you would like to contribute an article to this newsletter contact us at info@centuriontables.com

We at Centurion Tables are continually striving to improve our products and service we value and welcome your feedback.

Centurion product focus

Podium™

Centurion first introduced this shape in 1983. It was the first portable table made in Australia with a cut away shoulder recess that allows clients comfortable access to an adjustable arm sling beneath the table top. This shaped professional massage table has many advantages over conventional rectangular tables, circulation in arms is not restricted as in conventional rectangular tables with arms hanging over sides, and the cut away shoulder section increases practitioner access to the back, neck and shoulder

regions. This allows the practitioner to complete treatments with minimum leaning over the patient, reducing practitioner back strain.

22 years later it is still one of our most popular models. You can customise your table with a wide choice of quality high resilient foams (choose from multi-layered, dual and triple densities and varying thicknesses) and marine grade protective coated vinyl. The new 2005 Podium™ model is also available with height adjustable legs so it is now even more versatile.



How to find us

BY PUBLIC TRANSPORT

Light rail: We are located 600m from the Catherine Street station. After exiting the station turn right into Catherine Street then first left into Lilyfield Road, we are at the second traffic lights 500 metres along Lilyfield Road.

Bus: The 445 (Balmain bus) or 440 (Rozelle bus) from Circular Quay or George Street in the city will take you to the Leichhardt Aquatic Centre bus stop, corner of Mary Street and Lilyfield Road. We are diagonally across the road from the bus stop.

Train: The closest train station is Petersham then catch the 445 bus.

DRIVING TO US

From Parramatta Road (Inner west and western Sydney suburbs): From Parramatta Road turn left into Wattle Street (Bunnings clock tower is on the right) follow into the City West Link turn left into the James Street exit we are on the right at the top of the hill across the intersection (at the traffic lights).

From Northern Suburbs via Harbour and Anzac Bridge:

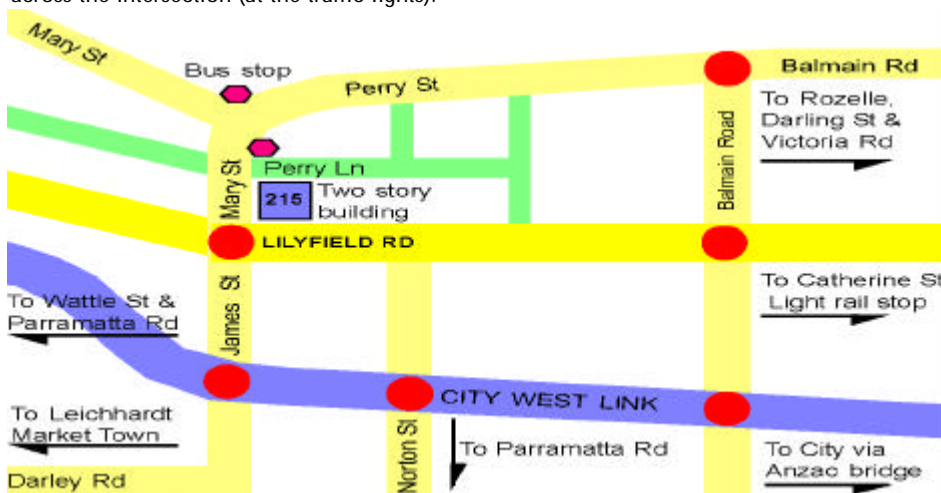
Follow through to the City West Link, turn right into Norton Street and then first left into Lilyfield Road, We are on the right hand side corner at the traffic lights, 50 metres from the T-intersection.

From Victoria Road (North and lower north shore suburbs):

Take Victoria Road across the Iron Cove Bridge (Birkenhead shopping complex to the left), turn right at the traffic lights into Darling Street (top of the hill) follow Darling Street, changes name to Balmain Road then Perry Street, continue straight into Mary Street until you reach the Lilyfield Road intersection. We are on the left hand corner at the traffic lights. (Large mural is on the side of our building)

From Parramatta Road (Eastern suburbs):

From Parramatta Road turn right into Norton Street, cross the City West Link, turn left at the Lilyfield Road T-intersection. We are on the right hand side corner at the traffic lights, 50 metres from the T-intersection.



Contact us

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Saturday 10am to 4pm.

Closed Sundays and Public holidays.

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