

## How a Professional Telescopic Pole Manufacturer develop Exten Lok Pole--EPA-104

EPA-104 is looked as one of the successful type of Telescopic Pole we design and produce, which is positioning to middle or high end market, the Pipe material is Aluminum. I will tell you what is the new technology on this model we have created?

1, How Extentool solve quick lock and open function for Fiber-Al telescopic pole?

Extentool absorbed the advantage of a common Tripod Leg using flip locking clamp system configuration instead of traditional Out/In-Twist locking. Then we designed this new model of Al telescopic pole.

2, How Extentool solve a traditional telescopic pole shortage of inner Tube Twisting?

We designed single groove shape Aluminum Pipe, one groove can provide sufficient strength from twisting in using, moreover keep pole appearance more integrated and good looking than double grooves tube..

3, How Extentool solve operation locking lever comfortable?

We design a new shape of flipping-Lever with Ergonomics which makes operation with mild strength but with stronger clamping!

4, How much strength a Telescopic Pole could bear.

As a paint roller handle or cleaning tool handle, it could bear over 25kgf at folded condition, and 10kgf at extending condition. So it could be used for any common painting and cleaning condition.

5, Another Point of it's an exact High End product.

We use Al casting Acme Threads with 2 rivets to mount. Which can be more firm and wearable than plastic Threads.

6, Why Extentool choose foam for grip?

In order to provide comfortable grasping of grip. We use high density EVA foam as the grip, which is more soft than plastic or rubber, moreover it can self rebound after squeeze.

7, Why do we choose this Green color for Foam?

As a major VI color of our Companies, bright green is environmental protection and green makes you feel more vital. You can find a pole very easily when it's in any complex working place or Tool warehouse.

As a professional Telescopic Pole manufacturer, it's our obligation to create new good operation and function product for our customer and client. It took at least half a year to analyze market, research, design and develop this NEW model.

Therefore Engineer John strongly recommend it's worthy of you to take this new product into your country and market for your honest users!

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### Quality improvement and Obligation story:

Due to lack of experience, at the beginning of development, we have ever made end of inner tube a slot to secure a plastic collar, and we had also produced a 40GP container of Poles for market, several months later after shipment, we got many complaints, and customers returned poles and distributors returned all inventories. At those days, we were borne great pressure! Obviously we had to loose much money, but we were very clear with the most importance at that time we would do:

- 1) Using less time to find a way to improve our pole strength?
- 2) Responsible for all expenses our customers took.
- 3) Try to produce renewed poles for customer to get market back asap.

Extentool researched this problem immediately and found a way with using an Al-casting Cover Acme threads instead of plastic collar, and secure Acme with 2 rivets. This way would not have to make slot on Tube and reduce Tube strength. Then we immediately improved our process and tried our best action to produce improved poles for our customer. What our desire is to lower this impact for our customer, though we lost money, but we gained not only Production experience but also customer's belief . So far this model of pole has been providing perfect performance for our customers and users!