Operator's Guide And Astm Guidelines
Posted by csfdan - 2007/10/29 08:22

Hey everyone,
Our new insurance company is requiring us to conform to ASTM standards. The standards require us to follow manufacturer guidelines for things such as inflation pressure, maximum capacity recommendations, anchoring recommendations etc.

Here's the problem: we have never received an owner's manual or operation guidelines with any inflatable we have ordered. When I called the manufacturers, they said they didn't have manuals and it was up to each inflatables rental company to determine those guidelines.

Do any of you have manuals? How do you come up with these numbers?

Please, any help would be appreciated here. I don't think, as the last manufacturer I spoke to suggested, that I should just make all this up myself!

Thanks,

csfdan

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Re: Operator's Guide And Astm Guidelines
Posted by ahigherbounce - 2007/10/29 09:07

You should buy from a manufacturer who provides manuals with their products. If they dont then they dont know the guidelines themselves. How can they produce a quality product w/o knowing the guidelines. They also probably dont have manufacurer's liability insurance. Certain States require manuals for each inflatable.

Go to the Comsumer Products Safety Council (CPSC) for some guidelines and the moonwalk training site SIOTO for some help. As far as ASTM you have to be apart of the organization to buy the guidelines I believe.

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Re: Operator's Guide And Astm Guidelines
Posted by kenmartin - 2007/10/29 09:12

I would like to know who the manufacturers you speak are? The ASTM Standards are a series of documents that will cost you a few bucks. If the Manufacturer you speak of in in the US they have vilated federal law.

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Re: Operator's Guide And Astm Guidelines
Posted by ahigherbounce - 2007/10/29 09:14

Sic'em Ken!!!!

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Re: Operator's Guide And Astm Guidelines
Posted by kenmartin - 2007/10/29 18:23

I just have to keep reminding my self that there are suckers born every minute. Some of us have all seen the poor quality on display at trade shows. They take an unsuspecting person and make them a deal they can't refuse. The equipment gets deliver and it is not what was on display at the trade show. It is a know fact that the trade show will take anyone's money. All you need is a product to sell. Perhaps I should consider one of a kind wonders.

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Re: Operator's Guide And Astm Guidelines
Posted by Ken - 2007/10/29 19:39

Cutting Edge provides manuals with each piece of equipment you buy, as does The Inflatable Store.

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Re: Operator's Guide And Astm Guidelines
Posted by kenmartin - 2007/10/30 04:59

So does Wappello and E Inflatables, NJ gives you something. The last one I saw from them was a little incomplete. It appears they have two sets of manuals, one for PA & NY and another one for the rest of the country. At least that was my experience.

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Re: Operator's Guide And Astm Guidelines
Posted by csfdan - 2007/10/30 07:03

Our inflatables are from Bouncin Bins and World Wide Inflatables. Both were pretty highly recommended by people on this board. Has anyone had success in getting manuals from them?

I don't think we were "suckers". We've been very pleased with the equipment.

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Re: Operator's Guide And Astm Guidelines
Posted by kenmartin - 2007/10/30 12:38

Our inflatables are from Bouncin Bins and World Wide Inflatables. Both were pretty highly recommended by people on this board. Has anyone had success in getting manuals from them?

I don't think we were "suckers". We've been very pleased with the equipment.

I would have your attorney write them a letter, your insurance company too. It seems that both of these companies do business in California. A phone call to the State Attorney General's Office to report a violation like this would be appropriate. In California the State goes after people like this, particular when children are involved.

It seems they think they are not subject to Industry Standards. By chance do you know if they have product liability insurance. That coverage would cover you in the event of a failure of their product. If they don't then you would bear the full cost of a claim. By the way, one of the companies said insurance companies did not require manuals. He knew several of them. Perhaps you should go with one of those companies.

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Re: Operator's Guide And Astm Guidelines
Posted by larry cossio - 2007/11/10 14:56

There is only one insurance group asking you to buy the ASTM standards. We do not require it nor do any of our carries that we represent.

What is a good point is that every inflatable operator should purchase the inflatable operator standard so at least you know what you are supposed to be doing, beside the operational manual with each unit. The cost is minimal considering the investment into the business, $35 per standard or you can become a member of ASTM for $75 and have a say so in what happens in your industry as far as safety standards. Since it is copywrited material you can not copy and give to your friends or other people. We recommend it to everyone we speak with. I bought it, and am a member of ASTM.

www.astm.org

The person that mentioned to ask if the manufacturer has product liability coverage brought up a good point. If there is a manufacturer defect and causes a claim then you have someone to go back against. You would be amazed at how many manufacturers do not have it in this industry. Ask to see the front page of the policy, do not take their word for it.

Training that you aquire from Sioto or other groups will usually give you discounts on your insurance, and teach you some things that maybe you took for granted.

Any questions, just give us a call or email me at larry@cossioinsurance.com

Larry Cossio
www.cossioinsurance.com

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