

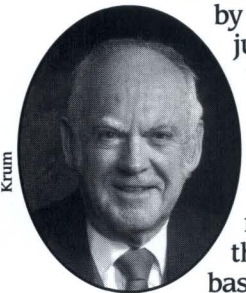
INCLINATOR COMPANY OF AMERICA INC.

75th Anniversary Prompts a Look Back on How it All Started



Crispen

In 1923, C.C. Crispen of Harrisburg, Pennsylvania visited a sick friend who was unhappily confined to the second floor of his home during his period of recuperation. That night, Crispen thought about his sick friend's second-story "imprisonment" and the vast number of persons in the country in the same predicament. Perhaps, he could design and manufacture a seat that could travel up and down stairs powered by regular house current. Since he had just sold his Cadillac dealership, believing that the automobile market was saturated, he had time on his hands and this revolutionary idea on his mind.



Krum

Like many other inventors of that time, Crispen was a self-taught engineer, building the first prototype of the "chair that climbed stairs" in his basement. It included a foot rest and seat that folded up, when not in use, to save space in narrow stairways. He named his product the INCLINATOR® and after receiving the original patents in 1923, incorporated his company in 1924, selling his first production model to a handicapped friend.

Sales were slow at first, with only six units being sold by the end of 1925. However, sales rose rapidly after the Philadelphia Electric Co. displayed the two-seat INCLINATOR® in their showroom and a unit was installed in the Westinghouse "Electric Home on the Boardwalk" in Atlantic City, New Jersey.

The success of the two-seat INCLINATOR® led to the development of the single-seat Inclinette, and in 1928, the "Elevette" residential elevator was introduced. The man who wrongly believed the auto market was saturated had recognized a different market and created a new

industry. As a result of his vision, Crispen was awarded a Business Oscar from the Free Enterprise Awards Association in New York, New York.

In 1929, Paul Krum came to work for Inclinator on a part-time basis, while working his way through Beckley Business College. After graduation, Crispen talked Krum into working for him full-time, while he attended night school at the Wharton Business School of the University of Pennsylvania, Harrisburg Campus, eventually receiving a degree in business administration. He has been with the company ever since and, upon Crispen's death, became president and general manager of the company.

The Crispen Credo "build a product of unsurpassed quality at an affordable price" has remained the company's policy through the efforts of Krum and its employees. This "credo," along with imaginative design and engineering, has made Inclinator Co. of America a leader in its field, marketing a wide range of lift equipment in addition to the original stair lift and residential elevator, including: four models of residential "Elevettes," two institutional and commercial wheelchair lifts, two different stair lift units, residential and commercial dumbwaiters, a passenger lift to travel up and down steep outdoor grades, package lifts and special-order products, such as casket lifts.

Inclinator Company of America, started in 1923 from an idea to help a sick friend in Harrisburg, has grown into a vibrant, innovative company marketing products being used in all 50 states and in many foreign countries as well. 🌐



Plant employees, circa 1938



StairLIFT SC®, a modern-day product