

# Work shouldn't hurt.® Period.



VOLUME 7

**Working Concepts, Inc.**  
P.O. Box 1345  
Gresham, Oregon 97030  
Phone 503-663-3374  
Toll Free 888-456-3372  
Fax 503-663-1437  
[www.softknees.com](http://www.softknees.com)  
[info@softknees.com](mailto:info@softknees.com)

©Copyright 2019 Working Concepts, Incorporated  
Tyvek® and Tychem® are registered trademarks of the DuPont Corporation  
Dickies® is a registered trademark of the Williamson-Dickie Manufacturing Company

"Work shouldn't hurt" slogan created by Situs, Inc.  
Portland, OR and Anchorage, AK

**Our Mats have  
OSHA Compliant  
Yellow  
Caution Bars  
29 CFR 1910.144(a)(3)**

Work shouldn't hurt.®

# Working Concepts



**FAMILY OWNED  
AND OPERATED  
SINCE 1997**



**SOFT KNEES** ★ WORK SHOULDN'T HURT **GENUINE ergo KNEEL** **GENUINE EXTREME STANDING MAT** **PAK a LADDER STOP a LADDER**  
Handy Mats®

# Work shouldn't hurt.®



It has now been over 23 years since Working Concepts, Inc. was founded by me, a Maintenance Millwright. Since then, we have headed down the road of producing sensible, high quality ergonomic solutions for workers who must kneel or stand.

We are a small, but growing, manufacturing company that focuses on product development, fulfillment and marketing. Most of our production is done here in Oregon.

Thank you for taking the time to peruse our catalog. We hope there is a product or two that fits your needs. Rest assured we work hard to build quality and value into our products. Our Softknees® no-strap knee pads fit into double-knee work wear providing full-time knee protection. Our Ergokneel® Handy Mats® provide a full inch of kneeling protection for those not wearing a double-knee pant. And for workers on production lines or at standing work stations our Extreme Standing® Mats allow workers to stand for hours without pain in their back, legs and feet.

As there are many different work environments, it can be difficult for our standard products to cover all these unique situations. If you have a safety need that is not clearly addressed with one of our standard products, please contact us and we will do our best to help find a solution. If we cannot find a solution, we may know somebody who can.

We also want to express our deepest gratitude to our loyal customers. Their continued support and appreciation of our products is an integral part of our growth. The Working Concepts crew would like to thank you for your interest in our products. As president, it is very gratifying to see how we have made life better for so many.

*Richard H. Crampton*

Richard H. (Dick) Crampton  
President  
Working Concepts, Inc.  
Designing Products for Workers



## Table of Contents

VOLUME 7

Page 4/5 Soft Knees No-Strap Knee Pads  
 Pages 6/7.....Disposable Knee Pads  
 Pages 8/9 .....Ergokneel Handy Mats  
 Page 10 .....Ergokneel Ground Blanket  
 Page 11 .....Gardener's Kneeling Strip  
 Page 12/13 .....Aircraft Work Mat  
 Pages 14/15 .....Extreme Standing Mats  
 Page 16 .....Extreme Standing Mats  
   in Office Grey  
 Page 17 ...Ergoland Fire Pole Landing Mat  
 Page 18/19 .....Custom Mats  
 Page 20 .....Pak•A•Ladder  
 Page 21 .....Stop•A•Ladder  
 Page 22/23 .....The Slow Accident

Standing L to R: Ryan, Bob, Leslie, Dick, Alex, Theresa, Shawn, Patrick, Edgar.  
 Kneeling L to R: DeWayne, Murtaugh (4 legs) Taylor (and Buddy), Lori.



Work shouldn't hurt!



# SOFT KNEES® No-Strap Knee Pads

Standard #1010 size is 6" x 9"

**USED BY:**  
Workers wearing garments with double layers of fabric on the knees

- INDUSTRIES:**
- Electrical
  - Welding
  - Plumbing
  - Construction
  - Service

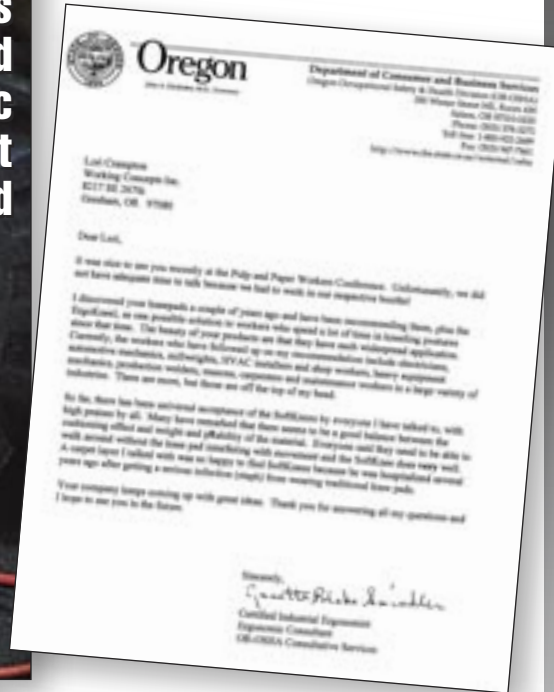
**MADE OF:**  
Long-lasting hypoallergenic material often used in prosthetics



Protects knees and inner fabric from wet and cold



Packaged product  
One pair per package  
24 packages per case



Easily Installed

Ask your retailer for a double knee garment receptive to Soft Knees!



# SOFT KNEES® XL No-Strap Knee Pads

Extra Long #1010XL size is 6" x 13"

Four inches longer at your request – 6" x 13"

- Always Stay In Place
- Reduce the Risk of Knee Injury
- Protect Knees and Shins from Hard Surfaces
- Waterproof Moisture Barrier
- Insulates from the Cold
- Cushioned Stabilization on Ladders
- Reduces Fabric Damage
- Freedom of Movement
- Added Productivity
- Painless Kneeling Reduces Back Stress

Lori,

I have had nothing but positive comments on the performance of your product. Everything from "best thing brought into this mill" to "what took so long?" and several employees have related similar events. Both employees were wearing a new set of coveralls. Both of them had their old coveralls fitted with pouches and faithfully changed the knee pads. They were so used to wearing Soft Knees that they didn't realize they hadn't fitted the new pair with pouches. They were both given jobs requiring them to kneel on the floor. It didn't take long for them to remember Soft Knees after going down to their knees rather hurriedly.

Thanks for your product and your service.

Jeff Bowers  
AWPPW Local 211 Safety Chairman  
Weyerhaeuser, Cosmopolis Pulp Mill



Item #1010XL

XL No-Strap Knee AND Shin Pads



# SOFT KNEES® Disposable Knee Pads

## USED BY:

- Nuclear power plants
- Waste burning power plants
- Hazardous waste disposal crews
- Clean rooms
- Workers wearing and working in disposable protective coveralls

**SOFT KNEES®** Disposable Knee Pads were designed for use with disposable coveralls, such as Tyvek®. Simply peel the backing off the knee pad and stick on to the garment. Knee pads can be used several times or thrown away with the disposable garment when finished.

- Can be used to protect knees, elbows, shoulders and hips
- Protect workers knees in rough working conditions
- Less soft tissue injury
- Reduces lost time on the job
- Worn inside or outside the garment
- Prevents contaminants from penetrating to the skin
- Ensures integrity of protective garments
- Available in:  
12 pair packs  
100 pair box  
2 pair pack



Super lightweight freedom



2 pair pack  
Item #10122



100 pair box Item #1012B



12 pair per pack  
3 packs per case  
Item #1012



Ideal for waste disposal



# ERGOKNEEL® Handy Mats®

## Designed for severe kneeling conditions

- Cold, hard steel
- Concrete
- Grating
- Gravel
- Reduces knee trauma and low back stress
- Pain free kneeling increases productivity
- Providing ERGOKNEEL® mats shows that you care about your workers
- Made of heavy, resilient, closed-cell foam rubber, not plastic
- Will not compression set
- Will not absorb liquids
- Impervious to petroleum products
- Thick 1" foam
- Self extinguishing
- Silicone free



**USED BY:**  
Tire Stores  
Utility Workers  
Petroleum Production  
Telecommunication Workers  
Manufacturers  
Home Use

- Built-in handle
- Easy to carry
- Hangs up
- Easy to store
- Three convenient, mobile sizes

≈ 41" x 17" Item #5080

≈ 14" x 21" Item #5050

≈ 8" x 16" Item #5040

≈ 4" x 6" 6-Pack Item #5000

≈ 4" x 6" with Lanyard Item #5000LAN



Body Mat Item #5080



Large Handy Mat®  
Item #5080



Small Handy Mat®  
Item #5040



Pocket Kneeler®  
Item #5000

## Pocket Kneeler® with Lanyard

Item #5000LAN



Use on mud, gravel or metal grating without pain!



# ERGOKNEEL® Ground Blanket

For field or shop work

## USE ON:

- Gravel
- Concrete
- Dirt and mud
- Wet ground
- Steel
- Gratings
- Steel tracks
- Any surface!



**GREAT FOR  
MECHANICS**



Cool for  
crawling under  
rigs!

## Featuring:

- A full 1/2" thick closed cell nitrile foam rubber
- Non-absorbing
- Self extinguishing
- Impervious to petroleum products
- Cuts easily with scissors to fit your needs
- Soft, pliable and tough
- Comes with a wide velcro belt for storing rolled
- ≈36" x 84" x .5"

Item #6060



# GARDENER'S Kneeling strip

Pain Free Gardening!

- Lay between the rows of your garden or in front of your flower bed
  - Provides 84" of comfortable kneeling
  - Velcro strap for easy storage
  - Same great ERGOKNEEL® material
  - 84" x 12" x .5"

Item #6001



# AIRCRAFT Work Mat

## Designed for Aircraft Mechanics

- Will NOT compression set
- Built-in handle
- Hangs up, easy to store
- Full 1" thick
- Will NOT absorb liquids, including Skydrol
- Light-weight
- Protects sensitive surfaces and equipment
- Insulative and non-conductive (not rated)
- Conforms to irregular surfaces
- Does not disintegrate and cause FOD
- Non-skid surface, keeps your tools in place
- Durable

Item #4117 17" x 41"

Item #4135 35" x 41"

Item #4100 1 - 17" x 41" and 1 - 35" x 41"



No more sharp edges!



17" X 41" Item #4117



35" X 41" Item #4135

These mats can be custom printed! See pages 18 and 19 for information on custom mats.



For one of each size, ask for item # 4100.



For one of each size, ask for item # 4100.

# EXTREME Standing Mat®

## The ultimate shock absorber for extreme standing or kneeling

- Keeps body in gentle motion to improve circulation and joint lubrication
- Eliminates high frequency vibrations
- Designed for extreme standing at fixed workstations
- Yellow safety caution bars alert 1" height
- Keeps the shavings from sticking to your shoe soles



### Material Characteristics

- 1" thick closed cell nitrile foam rubber
- Will not compression set
- Self extinguishing
- Will not absorb liquids
- Silicone free
- Six convenient sizes
  - ≈14" x 21" Item #5010
  - ≈16" x 28" Item #5020
  - ≈18" x 36" Item #5030
  - ≈ 3' x 2' Item #5032
  - ≈ 3' x 5' Item #5035
  - ≈ 3' x 7' Item #5070

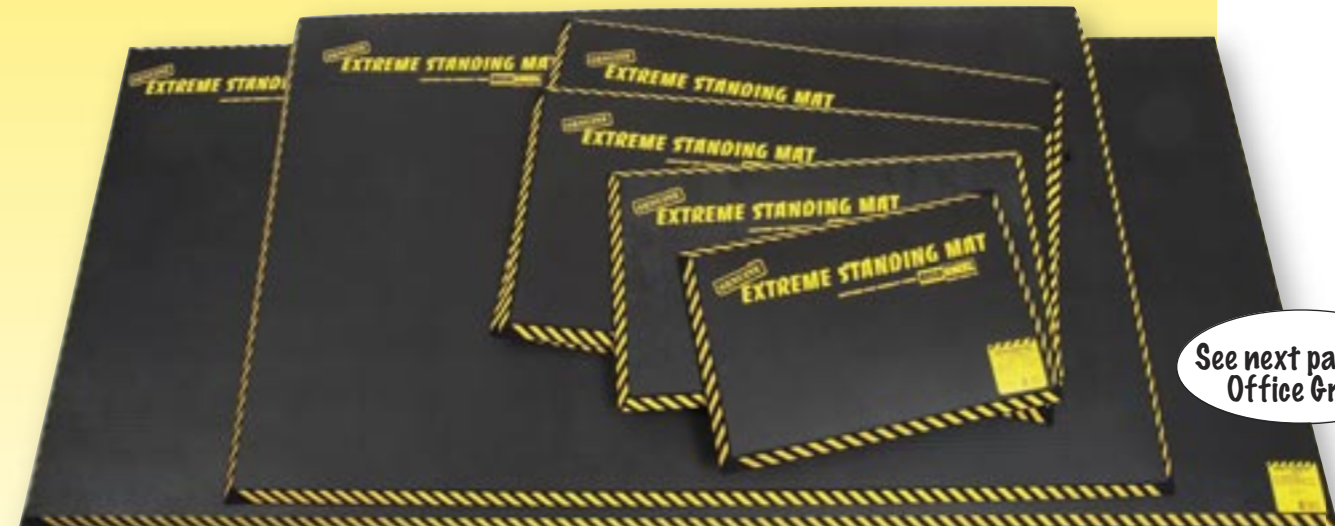
GRRRRREAT!

The Ergokneels aren't just clean . . . as foams go, they are AMAZINGLY clean.

Just thought you would like some more bragging data since you have earned bragging rights.

These are very special kneelers and I gush about them whenever I can. It took so long to find a clean foam.

Tim Chavez  
Boeing.com



See next page for Office Gray!



See pages 18 and 19 for information on custom mats.



# EXTREME Standing Mat®

Now in Office Gray!  
The ultimate shock  
absorber for extreme  
standing or kneeling

- Keeps body in gentle motion to improve circulation and joint lubrication
- Eliminates high frequency vibrations
- Designed for extreme standing at fixed workstations
- Gray safety caution bars alert 1" height

14" X 21" Item #5010 OG

16" X 28" Item #5020 OG

18" X 36" Item #5030 OG

3' X 2' Item #5032 OG

3' X 5' Item #5035 OG

3' X 7' Item #5070 OG



**New Office Gray  
Printing for a less  
Industrial Look!**



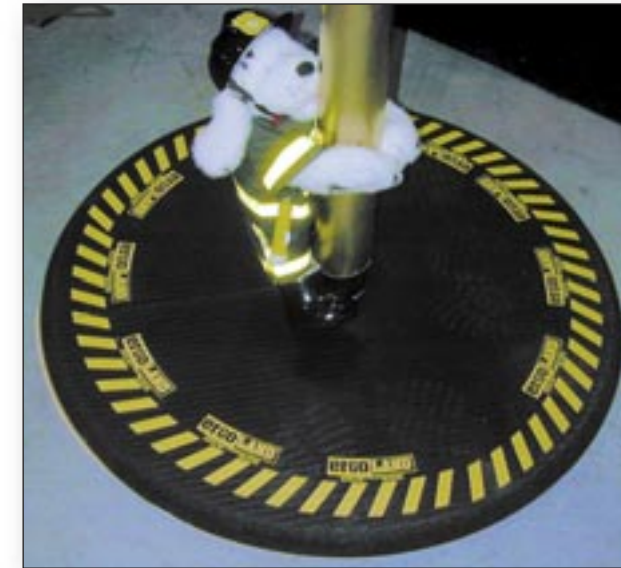
Ask for Custom  
Sizes if needed



# ERGOLAND Fire Pole Landing Mat

Finally! A shock  
absorbing mat that  
works

- Reduces joint trauma
- Provides a safe and secure landing
- Lowers risk of injury
- Reduces hazard of tripping
- Ask us for custom sizes or needs!



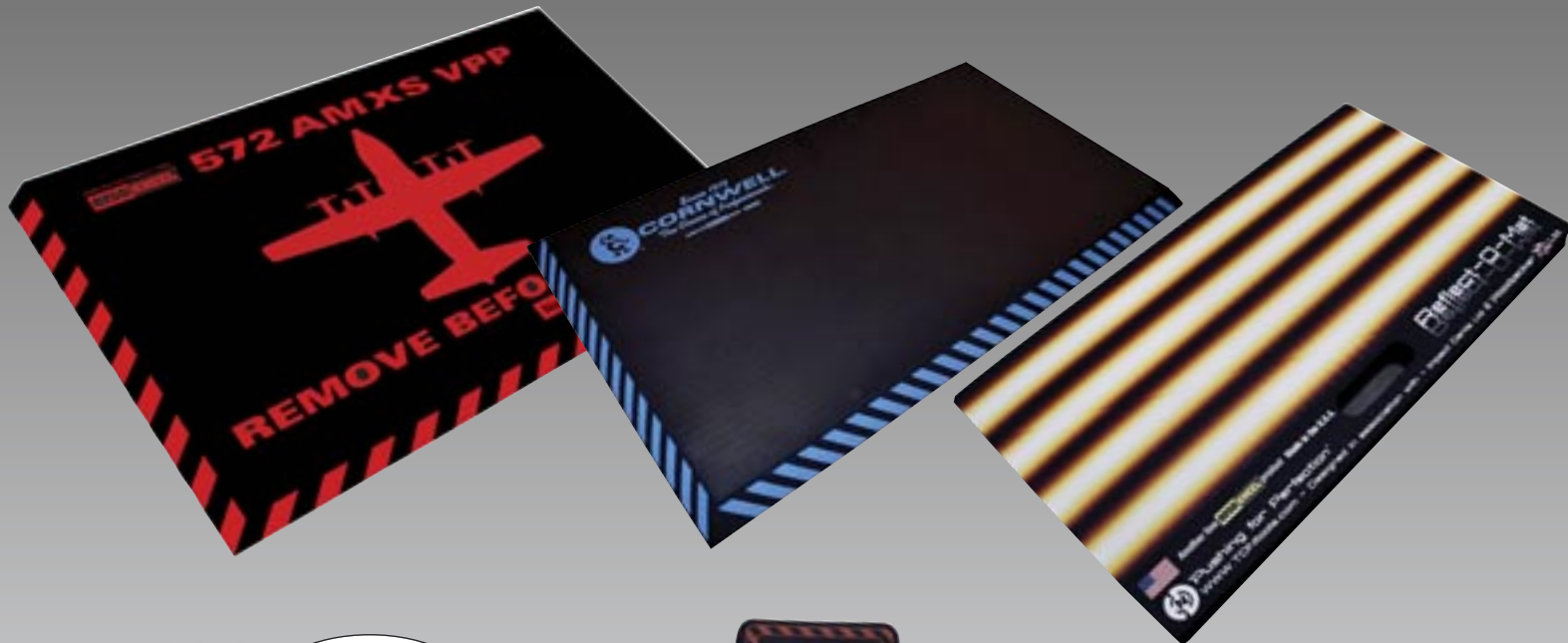
- 10-minute, no-hassle installation
- 1" thick closed cell foam rubber
- 34" diameter with 45° beveled edge
- Can be hosed off for cleaning
- Safety caution stripes on edge
- Pressure sensitive adhesive seals it to the floor
- 3" hole, fits most fire poles
- Will not compression set
- Self extinguishing

Item #FP100

Helping those  
who help us!



# CUSTOM PRINTED MATS



Print your own slogan or logo



# CUSTOM ORDER GENERAL INFORMATION

We have low minimum orders.

Our raw material is in 1" thick, 3'x 7' sheets.

Mats larger than our raw sheets will come in sections with adhesive strips (street marking tape) to assemble on site.

For high volume orders, we may need to produce a die for a nominal charge.

For large projects/installs, we can send an install crew if you prefer.

Most custom mats take 2 - 4 weeks depending on complexity of mat.

Please fill out the form, take a picture with your phone and e-mail to [quotes@softknees.com](mailto:quotes@softknees.com).

## My Custom Mat Quote Request

Fill out, snap a photo, and email or fax

Name		
Company		
Phone		
City and State		
Email address		
Size and Shape		
Width	Feet	Inch
Length	Feet	Inch
Special Shape?	Please include a drawing (rough is OK)	
Circle one below		
Corners? (circle one)	Square cut	Rounded charge for die may apply
Other - please explain		
Hand Hole	YES	NO
Beveled Perimeter Required for standing mats		
Estimated Quantity		
Fax to: 503-663-1437		
Email to: <a href="mailto:orders@softknees.com">orders@softknees.com</a>		

# CUSTOM PRINTING

We need vector art (.ai or .eps files) or our designer can do this for you for a reasonable charge.

We do ask to keep our tag line "Another fine Ergokneel Product" on the product, in secondary position.  
(About 25% of the size of the primary logo.)

Call us to discuss!  
888-456-3372



# PAK·A·LADDER®

## Ergonomics designed for service workers

- Stops channel from biting shoulders
- A safer carry method is now possible
- Compresses to fit most step ladders
- Also fits under step to carry vertically
- Safer, providing better control
- Closed cell, won't absorb liquids
- No screws, no glue
- Withstands UV and high temperatures

## USED BY:

- Cable installers
- Telephone repair
- Gas companies
- Power companies
- HVAC work
- Electricians
- Painters
- Roofers
- Builders
- Many more...

Item #7001



The safest way to carry a ladder!



Packaged product  
One piece per package  
12 per case



# STOP·A·LADDER®

- Keeps extension ladders from slipping on slick surfaces such as composite decking
- Unique design of foam creates tiny suction cups that grip the surface, even when wet
- Light weight for easy use, weighs only 6 pounds
- Works on smooth surfaces, plastic, wood, concrete, etc., even when wet
- Prevents marring and scratches to deck caused by ladder feet
- Attaches to the bottom ladder rung, with adjustable strap, for easy movement of ladder along wall
- Fits most extension ladders, up to 19" wide

Item #7002



Ladder falls - 2nd leading cause of work-related injuries!\*



\* <https://www.cdc.gov/niosh/nioshtic-2/20034690.html>



# The SLOW ACCIDENT and Your Knees

These accidents occur over long periods and often do not generate accident reports or present themselves until it is too late.

## A Working Machine

The patella tendon/patella/quadriceps tendon, is a working machine. It's job is to work for the quadriceps muscle in standing you up from a bent knee or squatting position. The patella tendon is fastened to the front of the tibia. This working machine is very strong. You could likely tow a small vehicle with it. It's only attribute is it's strength from end to end. Though far better than man-made rope, like rope, it still has it's limits when being impacted from the side. It's tolerance is directly related to the number of hits it takes.

## Cumulative Trauma Disorder

Your body usually speaks when you do something damaging. Unfortunately, there are few nerves involved with the patella tendon. If nature had known about specializing tradesmen and their repetitive work habits, there would probably be extra sensory nerves to signal "enough." Many workers simply block out the pain and do their work believing that better solutions do not exist. It is unreasonable to believe that your patella tendon is not being traumatized when you crush it between the end of your femur and a hard surface with your full body weight. The effects of this repetitive traumatizing of the patella tendon accumulates over the years. If statistics were developed by the shear number of late life knee surgeries and knee replacements, the need for concern would be obvious.

## Circulation in the Legs

Strap-on knee pads of many different styles and types have been on the market for 60 – 70 years. They have been resisted by most workers and rightfully so. Besides the irritation of being hot and sweaty, pulled hair and annoying mislocation, they more seriously impair the lymphatic migration from the lower extremities. This lymphatic fluid (plasma) is the nourishment for your entire body. Nature has given this system the ability to defy gravity and with reasonable activity return to the thoracic artery above your heart for replacement. We believe this system will not tolerate

straps around your legs particularly tight enough to keep knee pads positioned.

## Knee Infections

Knee infections are caused by bacteria entering the body. This can be caused by your body weight forcing contaminants through your skin. Sterile knee infections can be caused by excessive cumulative trauma where soft tissue is damaged and has lost it's blood supply. Both of these health threatening infections may be avoided with proper knee protection. Working Concepts is dedicated to searching for and developing new and better solutions for kneeling workers and to teaching the long term affects of kneeling with out knee protections.

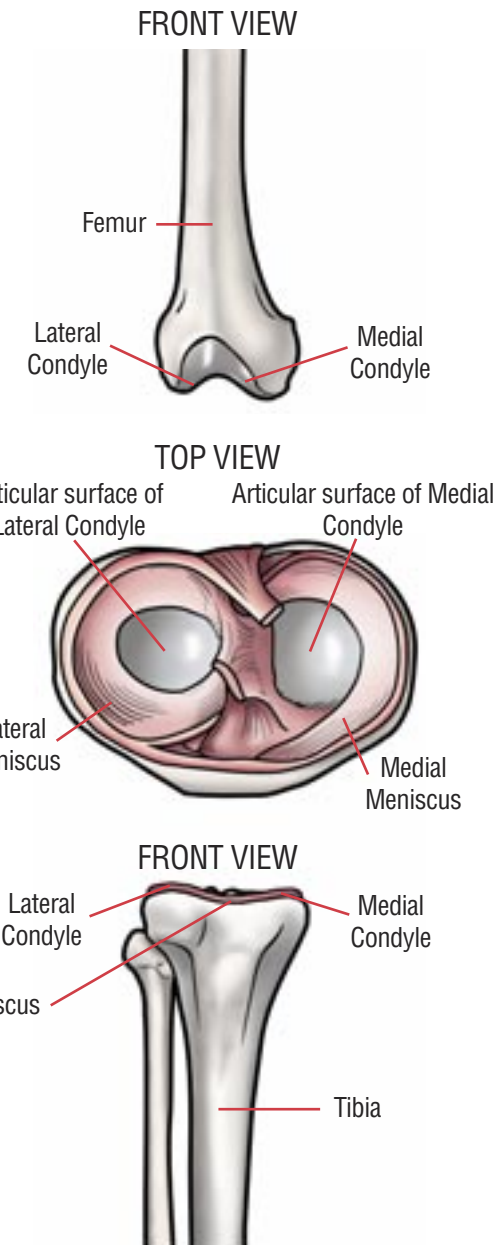
The distal end of the femur and the tibial plateau both have hard, shiny, smooth, silver gray surfaces called condyles.

The meniscus does NOT offer cushion to this joint while standing.

The condyles meet in the middle, making hard surface to hard surface contact.

## Why static standing is painful:

- Your skeleton struggles against gravity to hold up your soft tissue
- Contact points remain the same when standing
- Body weight forces nature's lubricant out of these contact points
- Both earth and man-made vibrations are now wearing on one very small, unlubricated area
- All load bearing joints feel these vibrations
- The instability of these soft mats triggers the proprioceptive muscles that shift your body weight from side to side. The end result is a lube job for your load bearing joints.



Load bearing joints are better lubricated on soft or uneven surfaces.

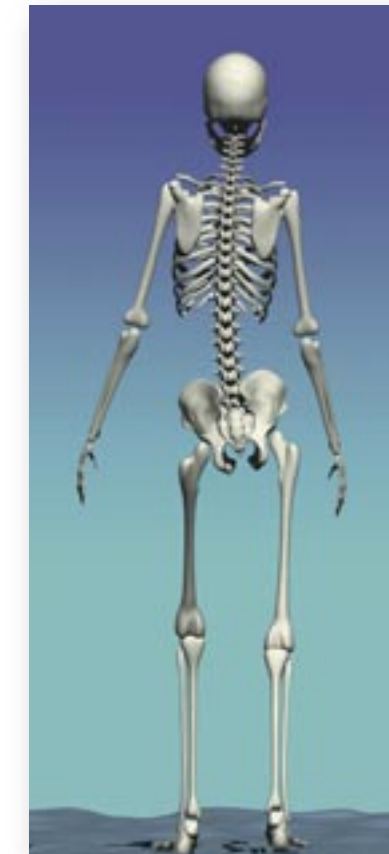
# The SLOW ACCIDENT

## and Your Low Back

There is mounting evidence that the flat, firm and stable surfaces that we spend so much time on, coupled with static work, may be responsible for many of the unexplainable lowback attacks. Many back surgeons admit to missing something due to so many unsuccessful back surgeries.

A case study reveals that flight attendants do not have low back trouble. Standing in flight is very similar to standing on an Extreme Standing Mat.

Have you ever wondered why walking on the beach or a mountain trail feels so much better than the floor of a convention center? Have we done too good of a job stabilizing, supporting and reducing muscular demands in our effort to reduce musculoskeletal problems?



The Extreme Standing Mats, an Ergokneel product, was designed for and proven successful in providing substantial relief for people doing standing work. Please go to our web site, [www.softknees.com/research.html](http://www.softknees.com/research.html) and click on "Preventing The Slow Accident" for more information.

**The Psoas muscles connect the lumbar spine to the head of the femur. Many static work environments result in atrophy of these muscles that provide supporting tissue for the lumbar spine. We use them or lose them. Period.**

See our website for a short education video. [www.softknees.com](http://www.softknees.com)