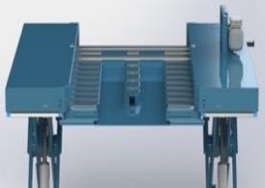


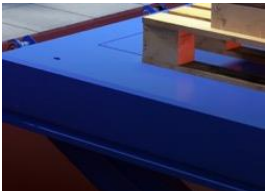
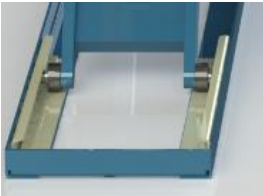








# Loading/unloading lines – Key standard features

	Standard feature	Benefit	Customer value
	<b>Innovative conveyor system</b>	<ul style="list-style-type: none"> <li>• Conveyor speed 12 m/s; flexible speed with Movimot accessory</li> <li>• Innovative chain solution to withstand heavy loads and for stable transportation</li> </ul>	<ul style="list-style-type: none"> <li>• Long lifetime – cost of ownership</li> <li>• Stable goods transportation – less risk of damaged goods or falling parts – increased health and safety</li> </ul>
	<b>Uses standard parts – 100% customizable</b>	<ul style="list-style-type: none"> <li>• Uses standard components, but totally customizable to meet customer's needs and harmonize with the rest of the line/facility</li> </ul>	<ul style="list-style-type: none"> <li>• Innovative solutions possible</li> <li>• Cost saving with standard product base</li> <li>• Assured and redundant supply – availability</li> </ul>
	<b>Lifting rings</b>	<ul style="list-style-type: none"> <li>• For lifting and handling the scissor lift during installation, service, etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Safe and efficient way of lifting, avoiding injuries and accidents – safety and health</li> <li>• Quick installation – cost savings</li> </ul>
	<b>Service hatch</b>	<ul style="list-style-type: none"> <li>• Easy access to hydraulic and electrical systems for maintenance and inspection</li> </ul>	<ul style="list-style-type: none"> <li>• Efficient and easy service – lower cost of ownership</li> </ul>


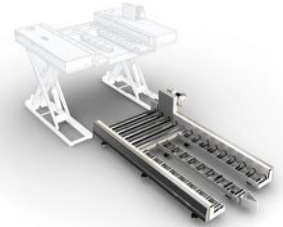


# Loading/unloading lines – Key standard features

	Standard feature	Benefit	Customer value
	<b>Wear strips</b>	<ul style="list-style-type: none"><li>• Replaceable wear strips for heavy use</li></ul>	<ul style="list-style-type: none"><li>• Long lifetime – cost of ownership</li><li>• Easy maintenance</li></ul>
	<b>Scissors made in solid flat steel</b>	<ul style="list-style-type: none"><li>• Maximum stability and minimum deflection</li></ul>	<ul style="list-style-type: none"><li>• Longer lifetime – lower cost of ownership</li></ul>
	<b>Cylinders with hard chrome plated pistons and piston rod, greaseable</b>	<ul style="list-style-type: none"><li>• Long lifetime</li><li>• Pipe burst safety valve in the cylinder</li></ul>	<ul style="list-style-type: none"><li>• Longer lifetime – lower cost of ownership</li><li>• Safety and health</li></ul>
	<b>Aluminum safety trip bar eliminates any crash hazard when table is lowered</b>	<ul style="list-style-type: none"><li>• Eliminates any crash hazard when table is lowered</li></ul>	<ul style="list-style-type: none"><li>• Ensures safe working surface and avoids injuries to operators – safety and health</li></ul>



# Loading/unloading lines – Key standard features

	Standard feature	Benefit	Customer value
	<p><b>Low-built construction</b></p>	<ul style="list-style-type: none"> <li>• Easy to use hand truck for safe load/unload</li> <li>• Easy installation without pit</li> <li>• Open space facility solution particularly useful in congested loading/unloading areas</li> </ul>	<ul style="list-style-type: none"> <li>• Installation – cost savings</li> <li>• Cost of ownership</li> <li>• Branding</li> </ul>
	<p><b>High-speed line solution</b></p>	<ul style="list-style-type: none"> <li>• Conveyer 12 m/s even at max load (UXB 1600 kg)</li> <li>• Lift speed 70 mm/sec</li> <li>• Less risk of bottlenecks</li> </ul>	<ul style="list-style-type: none"> <li>• Higher in/output, increased productivity – cost of ownership</li> </ul>
	<p><b>Fully automated line loading/unloading</b></p>	<ul style="list-style-type: none"> <li>• Fully automated, so no leaning, bending, etc., i.e. fully ergonomic solution</li> <li>• Future-proof solution – no need for later adaptation</li> <li>• Adapted to ageing work force</li> <li>• Increased efficiency</li> </ul>	<ul style="list-style-type: none"> <li>• Ergonomic – low cost of ownership</li> <li>• Branding</li> <li>• Cost of ownership</li> </ul>





# Loading/unloading lines – Key accessories

	Accessory	Benefit	Customer value
	<p><b>Safety barrier</b></p>	<ul style="list-style-type: none"> <li>• Withstands even heavy truck collisions</li> <li>• Increased safety for people and goods</li> <li>• Safeguard the lift table</li> </ul>	<ul style="list-style-type: none"> <li>• Safety and health</li> <li>• Cost of damaged goods</li> <li>• Cost of machine</li> </ul>
	<p><b>Infeeder</b></p>	<ul style="list-style-type: none"> <li>• Increase productivity by working as automatic load/unload buffer</li> <li>• For safe hand truck solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Higher in/output, increased productivity – cost of ownership</li> </ul>
	<p><b>Separate high-efficiency oil cooler</b></p>	<ul style="list-style-type: none"> <li>• Enables high-duty operation</li> </ul>	<ul style="list-style-type: none"> <li>• Higher in/output, increased productivity – cost of ownership</li> </ul>
	<p><b>Positioning sensors ensure trouble-free operation</b></p>	<ul style="list-style-type: none"> <li>• Automatic fault detection</li> <li>• Automatic handling</li> <li>• Positioning of table and goods</li> </ul>	<ul style="list-style-type: none"> <li>• Ensures safe working and avoids injuries to operators – safety and health</li> </ul>





# Loading/unloading lines – Key accessories

	Accessory	Benefit	Customer value
	<b>Frequency converter maintains perfect flow at different conveyor speeds</b>	<ul style="list-style-type: none"><li>• Smooth flow of goods</li><li>• Increased JIT possibilities, lean approach</li><li>• Smooth transportation and less risk of collisions with falling or moving goods</li></ul>	<ul style="list-style-type: none"><li>• Increased productivity</li><li>• Cost of ownership</li></ul>
	<b>Comprehensive accessory program to cover all safety and efficiency needs</b>	<ul style="list-style-type: none"><li>• Makes it quick and easy to adapt the lift table precisely to all loading/unloading situation</li></ul>	<ul style="list-style-type: none"><li>• Easy to find exact part needed</li><li>• Easy to create the ideal solution</li><li>• One supplier to cover it all</li></ul>




# Loading/unloading lines – Services and add-ons

	Type	Feature	Benefit	Value
	<b>Full program of products: from fully automatic to manual</b>	<ul style="list-style-type: none"> <li>• Standard lift table to cover most loading/unloading needs (UXB)</li> <li>• Manual solution for redundancy (Pallet Pal)</li> <li>• Other products suitable for loading/unloading (Optima/low-built)</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to go straight to the correct base lift solution</li> <li>• Quick to customize</li> <li>• Redundant supply with standard products</li> </ul>	<ul style="list-style-type: none"> <li>• Lower complexity supplier – cost savings</li> <li>• Easy to do business with – cost savings</li> <li>• Short delivery times – cost savings</li> </ul>
	<b>Service contract</b>	<ul style="list-style-type: none"> <li>• Opportunity to sign up for suitable service contract for loading/unloading solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Longer lifetime – lower cost of ownership</li> <li>• Assured quality</li> <li>• Guaranteed safety</li> <li>• Regular safety inspections</li> <li>• Easy to do business with</li> </ul>	<ul style="list-style-type: none"> <li>• Longer lifetime – lower cost of ownership</li> <li>• Assured quality</li> <li>• Guaranteed safety</li> </ul>
	<b>Installation service directly at line</b>	<ul style="list-style-type: none"> <li>• Take full responsibility for installation from A-Z</li> <li>• Experience from several thousand installations</li> </ul>	<ul style="list-style-type: none"> <li>• Knowledgeable and experienced partner – high-quality installation</li> <li>• Quick installation</li> <li>• Easy to do business with</li> <li>• Reduced load on own personnel</li> </ul>	<ul style="list-style-type: none"> <li>• Cost savings</li> <li>• Safety and health</li> </ul>
	<b>Robust design</b>	<ul style="list-style-type: none"> <li>• Heavy duty design with extra strong building materials, steel. Design and material</li> </ul>	<ul style="list-style-type: none"> <li>• Long lifetime lift table</li> <li>• Be leader in safety and health</li> </ul>	<ul style="list-style-type: none"> <li>• Branding</li> <li>• Cost savings</li> <li>• Low cost of ownership</li> </ul>

# Loading/unloading lines – Services and add-ons





	Type	Feature	Benefit	Value
	<b>Customizing support from experienced engineers</b>	<ul style="list-style-type: none"> <li>Long experience from loading/unloading solutions from thousands of installations across various countries and regions</li> </ul>	<ul style="list-style-type: none"> <li>Identify and support with the right solution for any need</li> <li>Know-how partner – what works, what doesn't</li> <li>No overshoot/undershoot</li> <li>Knowledge transfer, reduced load on own personnel</li> </ul>	<ul style="list-style-type: none"> <li>Risk reduction</li> <li>Cost reduction</li> <li>Short time-to-market</li> </ul>
	<b>Training program for efficient and safe loading/unloading</b>	<ul style="list-style-type: none"> <li>Full training offer, on/off site: F2F or online, local review, design tips, etc.</li> </ul>	<ul style="list-style-type: none"> <li>Knowledge transfer</li> <li>Increased customer safety and health</li> <li>Reduced load on own training organization</li> <li>Quick onboarding of customers/new personnel</li> <li>Better product service/maintenance</li> </ul>	<ul style="list-style-type: none"> <li>Improved branding</li> <li>Safety and health</li> <li>Cost savings</li> <li>Total cost of ownership</li> </ul>
	<b>Local partner</b>	<ul style="list-style-type: none"> <li>Local representatives with local working platforms knowledge</li> </ul>	<ul style="list-style-type: none"> <li>Quick and targeted support</li> <li>Easy to do business with</li> <li>Easily scalable, i.e. for customer to go from local to global solution</li> </ul>	<ul style="list-style-type: none"> <li>Improved branding</li> <li>Increased safety</li> <li>Cost savings</li> <li>Total cost of ownership</li> </ul>
	<b>The flexible line loading/unloading partner</b>	<ul style="list-style-type: none"> <li>Organization with the right products, services, and knowledge</li> </ul>	<ul style="list-style-type: none"> <li>Can give the customer the exactly correct line loading/unloading solution at the right time, over time</li> <li>Easy to do business with</li> </ul>	<ul style="list-style-type: none"> <li>Cost savings</li> <li>Cost of ownership</li> </ul>

# Loading/unloading lines – Services and add-ons



	Accessories	Feature	Benefit	Customer value
	<b>Verified quality</b>	<ul style="list-style-type: none"> <li>• Tested and approved</li> <li>• Thousands of field tests over time</li> </ul>	<ul style="list-style-type: none"> <li>• New UXB is comprehensively tested in XXX xx XXX test</li> <li>• Complies with and exceeds all limits</li> </ul>	<ul style="list-style-type: none"> <li>• Reliability</li> <li>• 100% loading/unloading availability – line will never stop</li> </ul>
	<b>Pallet flexibility</b>	<ul style="list-style-type: none"> <li>• Standardized for whole or half standard EU pallets (1200x800, 600x800 and 1200x1000) mm at line heights up to 1000 mm.</li> </ul>	<ul style="list-style-type: none"> <li>• One base model covers a wide range of applications and situations</li> </ul>	<ul style="list-style-type: none"> <li>• Versatile machinery – cost of ownership</li> <li>• Longer worker drive towards higher line (1000 mm) for better ergonomics – safety and health</li> </ul>
	<b>Innovative loading/unloading solutions</b>	<ul style="list-style-type: none"> <li>• Innovative working platform solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Customer can be a leader in safety and health and efficiency solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Branding</li> <li>• Cost savings</li> </ul>



# Loading/unloading lines– Services and add-ons

	Service	Feature	Benefit	Value
	<b>Advanced tech support for loading/unloading</b>	<ul style="list-style-type: none"> <li>Highly skilled tech support with long experience from efficient and safe loading/unloading</li> </ul>	<ul style="list-style-type: none"> <li>Reduced load on own personnel – free up customer's own resources</li> <li>Not finding <i>a</i> solution - finding <i>the</i> solution</li> </ul>	<ul style="list-style-type: none"> <li>Cost savings</li> <li>Brand building</li> </ul>
	<b>Loading/unloading spare parts ex-stock</b>	<ul style="list-style-type: none"> <li>Immediate availability of high-quality original spares parts ex-stock</li> </ul>	<ul style="list-style-type: none"> <li>JIT service and manufacturing opportunities</li> <li>Reduce customer's own inventory – free up cash and warehouse space</li> </ul>	<ul style="list-style-type: none"> <li>Cost savings</li> <li>Cost of ownership</li> </ul>
	<b>Third-party approvals on demand when needed</b>	<ul style="list-style-type: none"> <li>Certified according to local/global legislation</li> </ul>	<ul style="list-style-type: none"> <li>Assured quality</li> <li>Guaranteed safety</li> <li>Minimize customer's own administration</li> </ul>	<ul style="list-style-type: none"> <li>Safety and health</li> <li>Certified quality – cost of ownership</li> </ul>
	<b>Global manufacturing</b>	<ul style="list-style-type: none"> <li>Factories in Europe, US, Asia</li> </ul>	<ul style="list-style-type: none"> <li>Assured availability – redundant supply</li> <li>Able to sign global agreements</li> <li>JIT deliveries worldwide</li> <li>Short delivery distance eliminates long-distance transportation</li> </ul>	<ul style="list-style-type: none"> <li>Reduced complexity – cost of ownership</li> <li>Assured availability – cost savings</li> <li>Environmental – branding</li> </ul>

# Loading/unloading lines – Services and add-ons

	Type	Feature	Benefit	Value
	<b>High-quality components</b>	<ul style="list-style-type: none"> <li>• Proven quality over time</li> <li>• Several thousands of installations, still working</li> <li>• First installation in 1978 – still running</li> <li>• Highest quality requirements for all ingoing materials and components</li> </ul>	<ul style="list-style-type: none"> <li>• Running 24/7 – Line never stops</li> <li>• Secure overall supply chain</li> <li>• No need for extra services</li> <li>• Long lifetime, outstanding field tests/real life experience</li> </ul>	<ul style="list-style-type: none"> <li>• Cost savings</li> <li>• Cost of ownership</li> </ul>
	<b>24 months' warranty</b>	<ul style="list-style-type: none"> <li>• Comprehensive warranty package</li> </ul>	<ul style="list-style-type: none"> <li>• Certified and assured quality of products and parts</li> </ul>	<ul style="list-style-type: none"> <li>• Branding</li> <li>• Cost savings</li> <li>• Cost of ownership</li> </ul>