













# Coil handling – Key features

	Standard feature	Benefit	Customer value
	<b>Robust design</b>	<ul style="list-style-type: none"> <li>• Withstand coil weights up to 40,000 kg</li> <li>• Heavy-duty parts for long lifetime</li> <li>• Flexibility – one supplier able to manage all capacities</li> </ul>	<ul style="list-style-type: none"> <li>• Low total cost of ownership</li> </ul>
	<b>Well-proven base design for customization</b>	<ul style="list-style-type: none"> <li>• Enables standard, well-proven platforms to be used as the base for custom solutions</li> </ul>	<ul style="list-style-type: none"> <li>• Long lifetime – total cost of ownership</li> <li>• Reliability</li> </ul>
	<b>Mobility</b>	<ul style="list-style-type: none"> <li>• Automatic motorized rail wheel frames for easy coil loading in (e.g.) decoiler and haspel machines.</li> </ul>	<ul style="list-style-type: none"> <li>• Increased efficiency – higher savings</li> <li>• Lower total cost of ownership</li> <li>• Increased reliability</li> </ul>
	<b>Coil tilter</b>	<ul style="list-style-type: none"> <li>• Tilters in combination with lifting decreases the effort of handling the coils manually</li> <li>• Tilting up to 90 degrees</li> </ul>	<ul style="list-style-type: none"> <li>• Increased efficiency – higher savings</li> <li>• Lower total cost of ownership</li> <li>• Increased reliability</li> </ul>





# Coil handling – Services and add-ons

	Type	Feature	Benefit	Value
	<b>Easy to integrate with coil weighers, haspel/decoiler machines, etc., in complete coil conveying systems</b>	<ul style="list-style-type: none"> <li>• Flexible base construction program to cover a huge number of different coil applications</li> </ul>	<ul style="list-style-type: none"> <li>• Short time-to-market to customize a standard platform for unique purposes</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to do business with – cost savings</li> <li>• Short delivery times – cost savings</li> </ul>
	<b>Full accessory program</b>	<ul style="list-style-type: none"> <li>• Accessories program covers all adaptations needed for coil handling</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to find exact accessory needed</li> <li>• Easy to create the ideal coil-handling solution</li> <li>• One supplier to cover it all</li> </ul>	<ul style="list-style-type: none"> <li>• Lower complexity – cost savings</li> </ul>
	<b>Coil handling service contract</b>	<ul style="list-style-type: none"> <li>• Opportunity to sign up for suitable service contracts</li> </ul>	<ul style="list-style-type: none"> <li>• Assured quality</li> <li>• Guaranteed safety</li> <li>• Quick and easy maintenance</li> <li>• Guaranteed functionality of products</li> </ul>	<ul style="list-style-type: none"> <li>• Longer lifetime – lower cost of ownership</li> <li>• Easy to do business with</li> <li>• Reliable functionality</li> </ul>
	<b>Coil handling installation service</b>	<ul style="list-style-type: none"> <li>• Taking care of the whole installation</li> <li>• Experience from several thousand installations</li> </ul>	<ul style="list-style-type: none"> <li>• Easy to do business with</li> <li>• Knowledgeable and experienced partner</li> <li>• Quick installation</li> </ul>	<ul style="list-style-type: none"> <li>• Cost savings</li> <li>• Safety and health</li> </ul>



# Coil handling – 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 coil-handling solutions across several thousand installations</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> </ul>	<ul style="list-style-type: none"> <li>Risk reduction</li> <li>Cost reduction</li> </ul>
	<b>Coil handling training</b>	<ul style="list-style-type: none"> <li>Full offer of coil-handling training: 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 coil handling partner</b>	<ul style="list-style-type: none"> <li>Local representatives with local coil handling knowledge</li> </ul>	<ul style="list-style-type: none"> <li>Quick and targeted support</li> <li>Easy to do business with</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 coil handling 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 coil handling 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>

# Coil handling – Services and add-ons

	Service	Feature	Benefit	Value
	<b>Advanced coil-handling tech support</b>	<ul style="list-style-type: none"> <li>Highly skilled tech support with long experience from coil handling</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>Coil-handling lift equipment spare parts ex-stock</b>	<ul style="list-style-type: none"> <li>Immediate availability of spares ex-stock</li> </ul>	<ul style="list-style-type: none"> <li>JIT service</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 coil handling 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 coil handling equipment manufacturing</b>	<ul style="list-style-type: none"> <li>Factories in Europe, US, Asia</li> </ul>	<ul style="list-style-type: none"> <li>Secure supply chain – 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>

# Coil handling – Services and add-ons

	Type	Feature	Benefit	Value
	<b>High-quality coil-handling equipment</b>	<ul style="list-style-type: none"> <li>• Proven quality over time</li> <li>• Certified quality</li> <li>• Several thousand installations, still working</li> <li>• First installation in 1978 – still running</li> </ul>	<ul style="list-style-type: none"> <li>• Line never stops</li> <li>• Secure supply chain</li> <li>• No need for extra services</li> <li>• Long lifetime</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>