









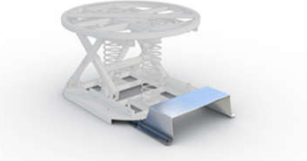

Pallet Pal– Key standard features

	Standard feature	Benefit	Customer value
	Heavy-duty springs calibrated to bring pallet to most convenient height	<ul style="list-style-type: none"> • Long lifetime • Ideal working height 	<ul style="list-style-type: none"> • Ergonomics • Cost of ownership
	Damper to provide smooth, gradual raising and lowering without overshoot or bounce	<ul style="list-style-type: none"> • Smooth lowering/lifting • Less risk of falling or moving items, so less risk of personal injuries or damaged goods 	<ul style="list-style-type: none"> • Safety • Cost of ownership
	Low-friction bearing-supported turntable for nearside loading/unloading	<ul style="list-style-type: none"> • Easy to move • Quick to move • Smooth movement – less risk of moving or falling items, so less risk of personal injuries or damaged goods 	<ul style="list-style-type: none"> • Increased productivity saves costs • Safety • Ergonomics
	Extremely stable base – no lagging required	<ul style="list-style-type: none"> • Stable construction – less risk of vibration and falling/moving items, so improved safety for persons and goods • No need for pit – quick to install • Long lifetime construction 	<ul style="list-style-type: none"> • Increased safety • Cost savings • Cost of ownership



Pallet Pal – Key standard features

	Standard feature	Benefit	Customer value
	Integral fork pockets for easy relocation	<ul style="list-style-type: none">• Quick to relocate the product• Easy use of hand-held truck	<ul style="list-style-type: none">• Cost of ownership• Safety
	Spring changes (if necessary) are fast and easy – no tools required	<ul style="list-style-type: none">• Quick replacement• Easy maintenance	<ul style="list-style-type: none">• Cost of ownership





Pallet Pal – Key accessories

	Accessory	Benefit	Customer value
	Bellows	<ul style="list-style-type: none"> • Reduces the risk of personal injury or damaged goods through squeezing or trapping • Protection against dust and dirt 	<ul style="list-style-type: none"> • Safety and health • Long lifetime – cost of ownership
	Adjustable feet	<ul style="list-style-type: none"> • Easy to level platform to overcome irregularities in floor • Less risk of falling items, i.e. less risk of damaged goods and/or personal injuries • Quick to change and adapt when moved to new location/area 	<ul style="list-style-type: none"> • Safety and health • Cost of ownership
	Foot step	<ul style="list-style-type: none"> • Quick access to goods at high level • Avoid stretching • Increased stability, less risk of losing balance, falling, injury 	<ul style="list-style-type: none"> • Ergonomic value • Safety and health • Efficiency – cost of ownership
	Portability kit	<ul style="list-style-type: none"> • Increased mobility • Quick to move • Safe movement of product • No extra tools needed to move around 	<ul style="list-style-type: none"> • Cost of ownership




Pallet Pal – Key accessories

	Accessory	Benefit	Customer value
	Solid circular top plate	<ul style="list-style-type: none"> • Nearside loading (no leaning, bending, stretching) • Minimal space needed • Easy to change to another top plate 	<ul style="list-style-type: none"> • Ergonomic • Efficiency – cost of ownership
	Solid rectangular top plate	<ul style="list-style-type: none"> • Nearside loading (no leaning, bending, stretching) • Minimal space needed • Easy to change to another top plate 	<ul style="list-style-type: none"> • Ergonomic • Efficiency – cost of ownership





Pallet Pal – Services and add-ons

	Type	Feature	Benefit	Value
	Broad Pallet Pal base program	<ul style="list-style-type: none"> • Base program to cover huge number of different applications 	<ul style="list-style-type: none"> • Easy to find right Pallet Pal solution quickly • One supplier to cover it all • Quickly customizable if/when needed 	<ul style="list-style-type: none"> • Lower complexity supplier – cost savings • Easy to do business with – cost savings • Short delivery times – cost savings
	Full accessory program	<ul style="list-style-type: none"> • Accessories program covers all Pallet Pal adaptation needs 	<ul style="list-style-type: none"> • Easy to find exact accessory needed • Easy to create the ideal Pallet Pal solution • One supplier to cover it all 	<ul style="list-style-type: none"> • Lower complexity – cost savings
	Pallet Pal service contract	<ul style="list-style-type: none"> • Opportunity to sign up for suitable service contracts 	<ul style="list-style-type: none"> • Longer lifetime – lower cost of ownership • Assured quality • Guaranteed safety 	<ul style="list-style-type: none"> • Longer lifetime – lower cost of ownership • Assured quality • Guaranteed safety
	Pallet Pal installation service	<ul style="list-style-type: none"> • Taking care of the installation • Experience from several thousand installations 	<ul style="list-style-type: none"> • Easy to do business with • Knowledgeable and experienced partner • Quick installation 	<ul style="list-style-type: none"> • Cost savings • Safety and health




Pallet Pal – Services and add-ons

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

Pallet Pal – Services and add-ons

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

Pallet Pal – Services and add-ons

	Type	Feature	Benefit	Value
	High-quality Pallet Pal	<ul style="list-style-type: none"> • Proven quality over time • Certified quality with several thousand installations, still working • First installation in 1978 – still running 	<ul style="list-style-type: none"> • Line never stops • Secure supply chain • No need for extra services • Long lifetime 	<ul style="list-style-type: none"> • Cost savings • Cost of ownership
	Innovative Pallet Pal solutions	<ul style="list-style-type: none"> • Innovative Pallet Pal, e.g. first company to introduce a dedicated accessories program for Pallet Pal 	<ul style="list-style-type: none"> • Customer can be a leader in safety and health and efficiency 	<ul style="list-style-type: none"> • Branding • Cost savings
	24 months' warranty	<ul style="list-style-type: none"> • Comprehensive warranty package 	<ul style="list-style-type: none"> • Certified and assured quality of products and parts 	<ul style="list-style-type: none"> • Branding • Cost savings • Cost of ownership