

**K.HARTWALL**

Logistics Efficiency through Innovation

CREATING FUTURE-FIT  
**SMART  
MOVES**  
LOGISTIC SOLUTIONS



**WE ARE  
ON A MISSION  
TO OPTIMIZE  
YOUR LOGISTICS**

# INNOVATIVE SOLUTIONS FOR 90 YEARS

Founded in 1932, K.Hartwall is a global material handling supplier with North American headquarters based in Chicago, IL.



**65  
COUNTRIES**

with our  
solutions



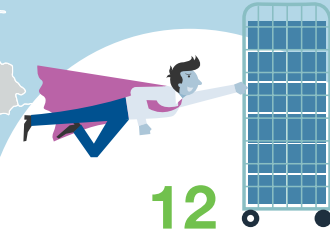
**1500+  
SATISFIED**

customers  
worldwide



**90  
YEARS**

of design &  
innovation



**12  
MILLION**

carts  
delivered





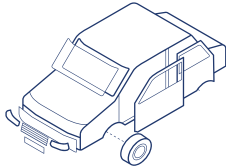
# Our expertise



RETAIL



AUTOMOTIVE



POSTAL AND PARCEL





## RETAIL

# COMBINE LOGISTICS AND MERCHANDISING

Retailers all over the world are in a race to adapt their supply chain to more frequent and diverse deliveries, while maintaining the efficiency of bulk deliveries to a mixed portfolio of store formats.

For efficiency in production, load carriers that are suitable for automated handling will make all the difference.

Our solutions enable higher cubic efficiency in transport and faster unloading to increase shelf availability and reduce your handling costs. More space-efficient solutions translate into lower warehousing needs, too.

In stores, display-ready units can decrease handling costs by 20-25%. Ergonomic, multi-purpose designs will make handling simpler for the staff, while attractive presentation and branding are bound to increase sales.

## Benefits

- Easy to use
- One-person handling
- Ergonomic & safe
- Easy to maintain
- Display-ready solution
- Lower transport costs
- Efficient return logistics
- Faster store replenishment







“The Foldia® Roll cage design makes it possible for us to fulfill our customer requirements for easy handling, less space requirements when empty, and for a hygienic and durable design. It also enables us to reduce transport costs in reverse logistics from hubs and regional warehouses to our new central warehouse.”



“The combo tray from K.Hartwall has changed the whole beverage industry in Australia.”





## RETAIL

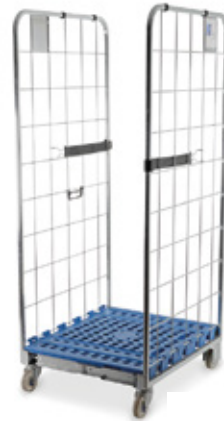
# Grocery, Dairy, and E-commerce

All retail supply chains share the need to deliver cost-effectively, both in bulk and in smaller quantities, to different locations and store sizes. Our carts and other wheeled load carriers meet this need by providing manual handling, easy and safe order-picking, less product damage, and efficient cubic fill in both outbound and reverse logistics.



### Compactainer®

- Less manual handling
- Improved ergonomics
- Space-efficient
- Light, yet robust



### Foldia®

- Space-efficient (5:1 ratio)
- Fast and easy to use
- Compatible with demountable roll cages
- Easy branding
- Suitable for automation



### Foldia® Plus

- Offers 5 adjustable heights
- Multi-purpose unit
- Space efficient
- Easy branding
- No loose parts



### Add-On Flex Doors

- Eliminate need for shrink-wrapping
- Space-efficient
- Sustainable and reusable
- Ergonomic and safe



### Hybrid Dolly

- Multi-purpose unit
- Robust (load capacity: 1100 lbs)
- Easy branding
- Stackable





## RETAIL

### DIY & Packaging Industry

Certain products can shift in transport or are too bulky to be safely moved on pallets. The right equipment for these types of items help DIY retailers to remarkably increase the efficiency of their supply chain. K.Hartwall provides a wide range of durable and modular load carriers for different distribution models.



#### Smartcube®

- Best-in-class cubic fill
- Ergonomic thanks to half-drop down gate and walk-in access
- Less product damage
- Full product visibility



#### Smartcube® Jumbo

- Ideal for odd-size items
- Robust
- Compatible with other SmartCubes and other MHE



#### HPD System® Foldable Cage

- Well-suited for the food industry
- Less product damage
- Efficient in return logistics





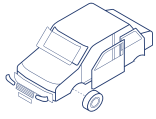


Significantly reduces  
product damage &  
shrink wrapping

Increases cubic  
fill up to **30%**







AUTOMOTIVE

# INCREASED SUPPLY CHAIN EFFICIENCY

Whether you are an OEM or a sub-supplier, the integration of your internal and external logistics will increase your efficiency.

Efficient, forklift-free internal logistics can cut the costs of inventory, handling and in-house transportation. Our solutions bolster Lean production principles with improved space optimization, shorter turn-around times, and improved health and safety for staff.

## Benefits

- Forklift-free environment
- Improves workflow
- Reduces handling costs
- Promotes stock level reduction
- Utilizes less floor space
- Improves ergonomics
- Fast and safe truck loading



**brose**  
Technik für Automobile



**Vibracoustic**

**Valeo**





Decrease handling costs



Reduce inventory



Forklift-free environment

## Lean Logistics

Choosing the K.Hartwall Lean Solution for in-house logistics lets you expand with wheeled logistics both upstream and downstream in your supply chain.

The Lean Dollies are modular and can be customized with different types of wheels and accessories. They also can be combined and used to create a logistics train, enabling packages and totes of multiple sizes to be delivered all at once. The Lean Adaptor Pallet enables swift and efficient loading, securing, and unloading of wheeled units.



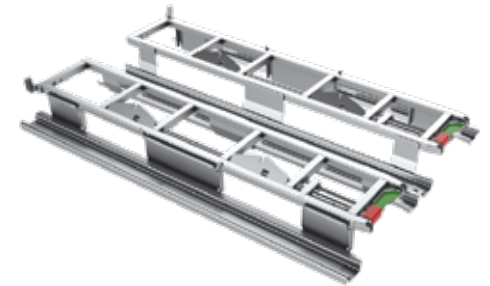
Lean Pallet Size Dolly



Lean Shelf Wagon



Lean Dollies



Lean Adaptor Pallet

# WE ARE ON A MISSION TO

## DISTRIBUTION CENTER

Faster order picking



## TRANSPORTATION

30% higher cubic fill





# OPTIMIZE YOUR LOGISTICS

**MODULARITY**  
Compatible with  
current MHE

**RETAIL-FRIENDLY**  
Display-ready for  
faster replenishment

**SPEED & SAFETY**  
Less forklift traffic





# EFFICIENCY IN OPERATIONS

Growing parcel volumes and increased competition are driving parcel operators to find new and more efficient ways of moving parcels.

Today both robotics and automation are driving a need for a new generation of parcel load carriers – where effective manual handling is combined with automation compatibility.

Having the right parcel load carrier, such as a roll cage for distribution or a foldable cage for line hauls, will make a big difference in operational efficiency. Everything from (un)loading operations in terminals, cubic fill in transportation, and automation compatibility, is affected by your choice of load carrier.

K.Hartwall works with you, and with our automation and robotics partners, to develop the best in Postal and Parcel solutions for your operations.







### 3-Sided Foldia®

- **5:1 ratio when empty**
- Space efficient at destination and in reverse logistics
- Easy and ergonomic manual handling – no lifting
- Efficient vehicle cubic fill
- Easy branding

### 4-Sided Compactainer®

- **No need for shrink-wrapping**
- Improves ergonomics and health & safety
- Less product damage
- One-person operation: easy handling

### Parcel Cage

- **100% reliable automatic tipping**
- Half-drop down gate and walk-in access for easy and ergonomic loading
- Easy branding
- Compatible with other MHE



# COMPATIBLE WITH ROBOTICS AND AUTOMATION

Advanced automation technologies are utilized in the parcel supply chain to decrease the dependence on personnel. However, benefits from increased levels of automation may not be fully realized if your load carriers are not compatible or if the solution forces you to use suboptimal ways of working. Every solution has to be individually designed and all relevant factors taken into account, to ensure full compatibility and business success.



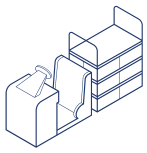




## Sustainability

At K.Hartwall we strive to respect the environment in all of our operations. Our modern factory is situated in the middle of a wilderness area near the sea. In Finland we are close to nature. It is part of our DNA – not a fashion trend. Our aim is to consistently reduce the impact of our operations on the environment by using the best available technology.

We develop logistics solutions which optimize your operations and support our precious planet by being reusable, space-efficient, and lightweight-yet strong enough to meet your operational needs.



## TUGGER TRAINS



**< 3 SECONDS**

Time to lift  
2200 lbs

# LiftLiner® SAY GOODBYE TO FORKLIFTS

The LiftLiner is a unique solution for internal logistics and an excellent choice for forklift-free environments. With it, you avoid the complexities of sequencing deliveries to the production line in advance. You can also load different sizes of K.Hartwall carts on it from both sides to truly enable a streamlined logistics process.

The crossbar coupling system offers an impressively tight and precise turning radius capability for very efficient transport.

Its “rooftop shape” allows for ergonomic and safe handling of loads up to 2200 lbs.





## Flexibility

Compatible with a wide range of cart types to efficiently and simultaneously handle loads of all shapes and sizes.



## Accessibility

Carts can be loaded and unloaded from either side, allowing you to create the fastest, most efficient routes through your facility.



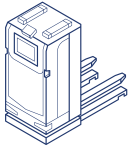
## Maneuverability

Patented crossbar coupling system allows sharper turns and superior cornering.



## Simplicity

Unique tiling technology makes it easier for operators to unload even heavy loads.



## MOBILE ROBOTS

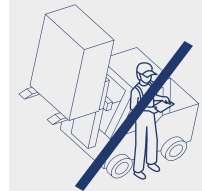
# AUTOMATE YOUR LOAD CARRIER MOVEMENTS

Today, almost half of all working hours are spent on manual routine jobs. The World Economic Forum estimates that by 2035, automation will reduce that number to 35%.

Key to this evolution, is the increasing deployment of AGVs and autonomous mobile robots (AMRs), which, in addition to boosting efficiency, can literally take the load off their human coworkers' backs.



**COST SAVINGS**



**IMPROVED SAFETY & LOWER DEPENDENCY ON LABOR**

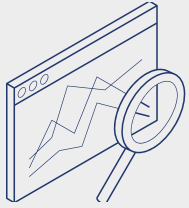


A-MATE™ mobile robot can carry multiple load carriers such as pallets, carts, foldable cages, or adaptor pallets

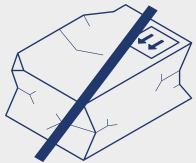




# A-MATE



**SYSTEMATIC  
TRACKING**



**LESS PRODUCT  
DAMAGES**



## A-MATE™ Freelift

- ✓ Slim design
- ✓ Omnidrive
- ✓ Free navigation
- ✓ 360° safety scanning
- ✓ Long lasting Li-Ion battery
- ✓ Electric free lift



## A-MATE™ Counter

- ✓ Slim design
- ✓ Bidirectional drive
- ✓ Intelligent AMR software
- ✓ 360° safety scanning
- ✓ Long lasting Li-Ion battery
- ✓ Electric free lift
- ✓ Transports closed pallets & load carriers

A-MATE™ is the best-in-class, fully-electric, pallet AGV. Its key advantage compared to other AGV solutions is its free lift (no scissors), allowing it to lift up to 2200 lbs and as high as 3 feet.



**THIS IS US**







**A GLOBAL PARTNER**

## **WHY K.HARTWALL?**



A reliable partner who understands the trends and listens to your issues



A global player on the load carrier market



An innovative partner who can develop new solutions



A company who provides high quality and durable solutions



A supplier with a large portfolio and worldwide delivery capabilities



A local presence with headquarters in Chicago, IL

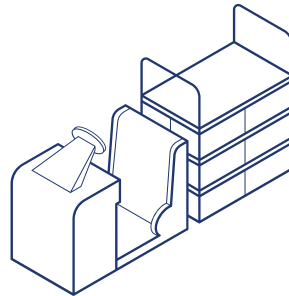
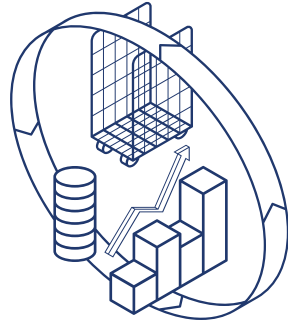
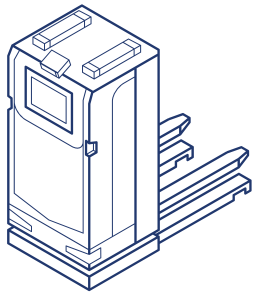
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Learn More About  
K.Hartwall

MAKE THE NEXT  
**SMART MOVE**  
IN LOGISTICS