

K.HARTWALL

Logistics Efficiency through Innovation

RETAIL

Combining merchandising
with logistics



WE CAN HELP YOU DECREASE COSTS AND INCREASE SALES



DISTRIBUTION CENTRE Saving cost

Minimise material handling and secondary packaging costs with K.Hartwall load carrier solutions.



TRANSPORT

Space-efficient

Boost the bottom line by cutting down fleet and fuel costs with higher cubic fill.



STORE-FRIENDLY

Cost-efficient

Display-ready merchandising units decrease handling costs by a whopping 25% in the last 50 meters of supply chain.



EXPERIENCE

Adding value

Increase sales by creating the perfect shopping experience with improved product availability and enhanced visualisation.



IMPROVE EFFICIENCY IN RETAIL OPERATIONS



There's a lot to be done to improve the logistics efficiency of goods producers.

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

In transportation, high cubic efficiency as well as faster loading and unloading help you reach your sustainability goals and lower the amount of waste. More space-efficient solutions translate into lower warehousing needs, too.

In stores, choosing units that are ready for display can decrease handling costs by 20-25%. Ergonomic, multipurpose designs make handling simpler for your staff while attractive presentation and branding as well as enhanced product availability are bound to increase sales.



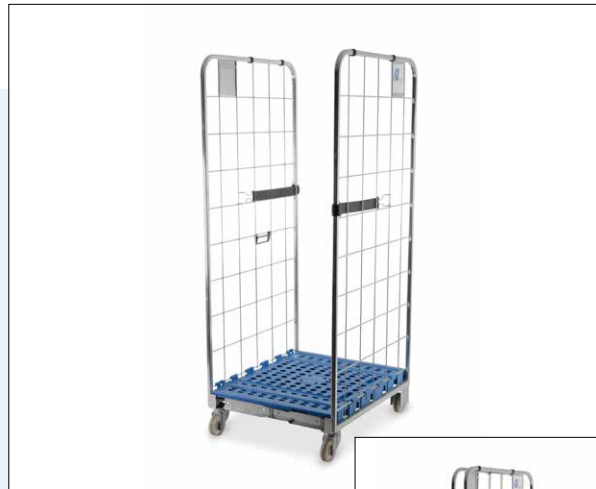
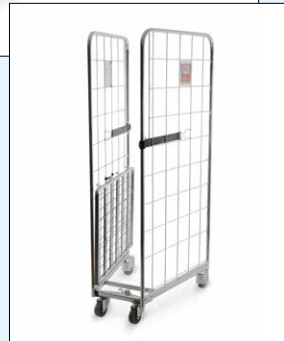
Retail, Grocery and Horeca

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 roll containers and other wheeled load carriers enable just that by enabling fast manual handling, easy and safe order-picking, less product damages 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

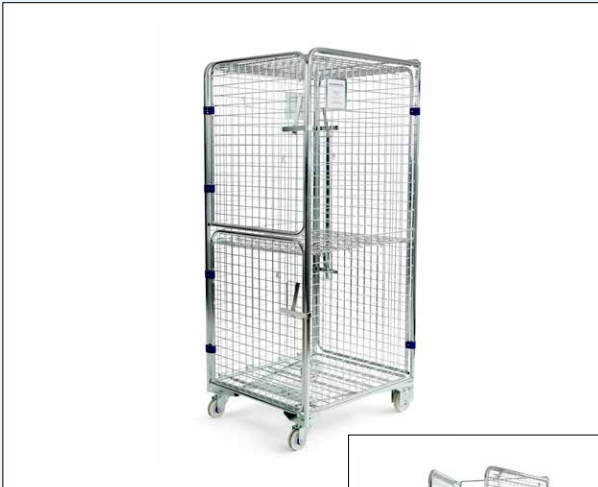
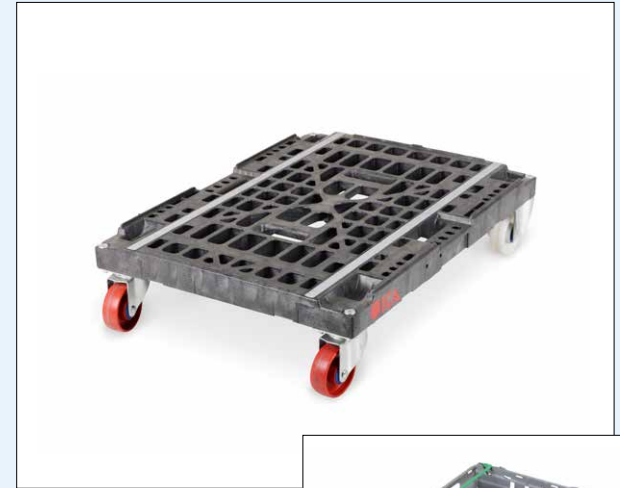
- 5 heights roll container
- Multipurpose unit
- Space-efficient
- Easy branding
- No loose parts





K.Hartwall SmartShelf®

- Adjustable shelf
- Enables transport of multiple size packages
- Can be easily retrofitted
- Suitable for Compactainer® and Foldia®



Hybrid Dolly

- Multipurpose unit robust (load capacity: 500kg)
- Easy branding
- Hygienic



Security Compactainer®

- Less product theft
- No need for shrink-wrapping
- One man operation easy handling



Add-on doors Flex

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



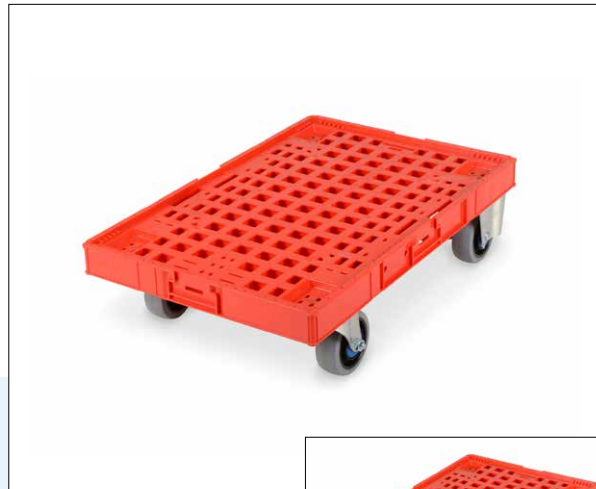
Beverage

Our close cooperation with beverage industry and retailers have given us a unique insight to build innovative One-Touch-Merchandising solutions. Our cost-efficient and well functioning load carriers can provide outstanding service for producers and retailers while being safe and consumer-friendly at the same time.



Beverage Tray

- Product in focus
- Ready-to-sell unit (reduce manual handling in stores)
- Compatible with automation



Eurodolly

- Ready-to-sell unit
- Hygienic
- Easy branding
- Suitable for automation



Ro-Ro Adaptor Pallet

- No forklift needed
- Reduce turnaround time
- Space-efficient in transport and warehousing
- Robust

Dairy

In order for a chilled distribution system to work properly, every link of the chain has to be considered. Our Dairy Solutions help minimise the need for manual handling while maximising supply chain efficiency and in-store display value.



Frontload Dairytainer

- Universal display for multiple products
- Ready-to-sell
- Easy to wash and maintain
- Suitable for automation



Side load Dairytainer

- Space-efficient
- Easy to handle
- Ready-to-sell



Dairy Dolly

- Ready-to-sell
- Easy and safe to handle
- Suitable for automation
- Low maintenance



DIY & Packaging industry

Several products either refuse to stay in order in standard crates or are too bulky to be safely transported on pallets. The right load carriers 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

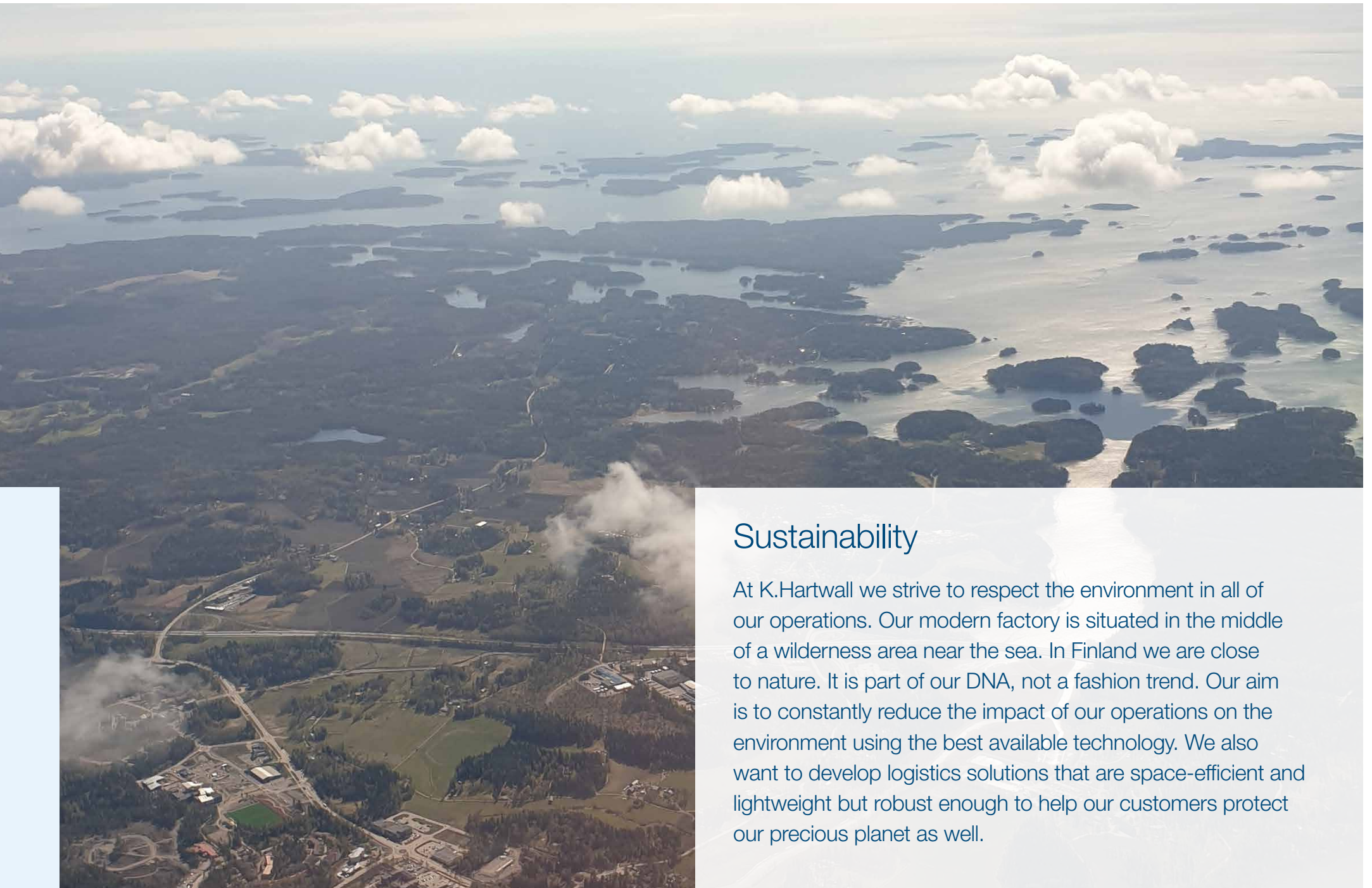
- Ideal for odd-size items
- Robust
- Compatible with other SmartCubes and other MHE



HPD System® foldable cage

- Can be used in the food industry
- Reduce product damage
- Efficient in return logistics





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 constantly reduce the impact of our operations on the environment using the best available technology. We also want to develop logistics solutions that are space-efficient and lightweight but robust enough to help our customers protect our precious planet as well.

DON'T TAKE JUST OUR WORD FOR IT

Throughout our 85-year history, we have always valued genuine long-term partnerships. Here is what some of our partners have to say about us.



“We have considered the process and looked at where we have potential in using the Foldia® roll container. At the beginning we only thought about the transport, but it affects several areas of the supply chain such as

- Space saving in the markets
- Higher backhauling capacity on the transport
- Less additional pickups for empties
- Space saving and faster handling when unloading”



“Retail-ready tray has transformed the Australian beverage industry

The Combo trays, when combined with the plastic display pallets have helped the company provide a holistic solution to beverage manufacturers and retailers, saving them money on packaging and handling costs.”



“The test results exceeded all our hopes

Here at our central warehouse we were quite positive towards the new load carriers as they will save us a lot of time in our operations. Being able to see the content of each SmartCube® and spot mistakes at an earlier stage is also a big advantage. But the real jackpot came when we got the feedback from the stores that they really loved the SmartCube® as they could easily use it inside the stores as a display unit thanks to the open door feature.”



“With K.Hartwall’s Compactainer® we managed to decrease manual handling time, especially during replenishment in stores.

With over 600 stores every minute saved is crucial to the cost-effectiveness of our operations.”



“Easy handling, low space requirements combined to hygienic and durable design

The Foldia® roll cage design makes it possible for us to fulfill our customer requirements when empty, 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.”



“Lower handling costs and high space efficiency

The new Foldia® roll container has clearly improved our distribution process and provides us with secure load carrier that we can trust in our new automation system.”



INNOVATIVE SOLUTIONS FOR OVER 85 YEARS

K.Hartwall was founded in Söderkulla, Finland in 1932. Over the years we have acquired in-depth knowledge of logistical processes and of their financial and environmental impacts. Today we bring logistic efficiency by delivering innovative solutions, including returnable load carriers and associated services.

K.Hartwall works closely with customers around the world to realise measurable benefits through improved logistical flows. Our efficient global delivery capability has made K.Hartwall the partner of choice for numerous companies in the retail, dairy, beverage, industrial logistics and automotive sectors.

Wherever you are located our global production network ensures that we can serve you with the best quality and lead time.



**85
YEARS**

of design and
innovation

• Söderkulla



**9
MILLION**

roll cages
and dollies



**65
COUNTRIES**

worldwide



**1500+
SATISFIED**

customers



WHY K.HARTWALL?



A global player on the load carrier market



An expert in the field of Retail, Postal & Logistics, and Automotive



An innovative partner who can develop new solutions



A company who wants to provide good quality



A supplier with a large portfolio

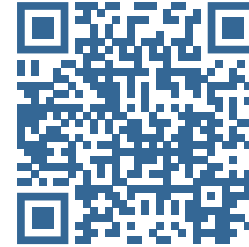


A reliable partner who understands the trends and listens to your issues

K.Hartwall Oy Ab

Kay Hartwallin tie 2
01150 Söderkulla, Finland
Tel. +358 9 413 1833
contact-khw@k-hartwall.com
www.k-hartwall.com

MAXIMISING YOUR
LOGISTICS
EFFICIENCY



Compactainer®
training video



SmartCube® video



K.Hartwall modular
beverage solution



K.Hartwall
Corporate video