

CREATING | MOVEMENT

Customised Heavy Load Handling Systems

Est. 1977



The Solving Concept

Our core business is developing and manufacturing equipment for heavy load handling

- **Problem solving**
- **Customised solutions**
- **A long-term partner**
- **Close co-operation**



Air Film Movers



Wheeled Movers



Automated Guided Vehicles



Turn-key deliveries

- Advisory service / Problem solving
- Design / Planning
- Manufacture
- Assembly & Test
- Training
- Documentation
- Coordinating / Subcontracting
- After Sales





Solving Heavy Load Handling Systems in Norway



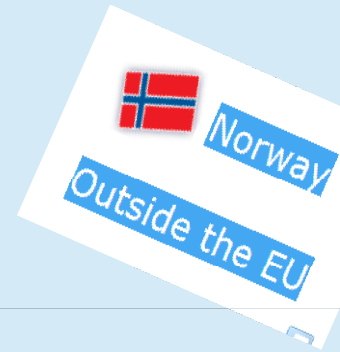
Why Norway

- **Part of Nordic home market**
- **Same business culture**
- **Same language (Scandinavian)**
- **Heavy load handling systems needed**



Preparations

- **After sales support**
- **Account for payments in NOK**
- **VAT regulations**
- **Customs clearance**
- **ATA-Carnet**



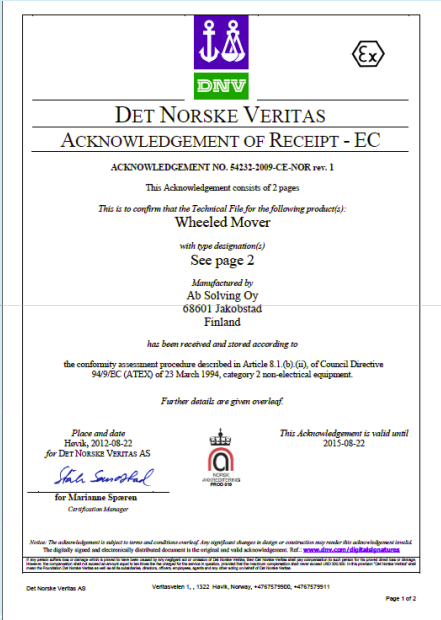
Requirements

- **Safety / EHS Policy**
- **Product / Process quality**
- **CE / ISO 9001**
- **Risk assessment**
- **ATEX**
- **Norsok**
- **FAT procedures**
- **Documentation**
- **GSK Safety courses**



Certificates

- Achilles JQS
- DNV Certificate
- Material Certificates
- Welders Certificates
- Project-specific certificates



Lead generation

- **Exhibitions**
- **Delegation Trips**
- **B2B meetings**
- **References**
- **Press releases**



Norwegian customer

- **Open minded**
- **Reliable**
- **Problem solver**
- **Business partner**
- **Good ability to pay**



Competition

- **Conventional systems**
- **Unique product**
- **Added Value**
- **Money Bags**



Keys to success

- **Right contacts, all levels**
- **Good references**
- **Proven technology**
- **Efficient After Sales**
- **Partners for "Packages"**
- **Entrance to global offshore market**



Success stories

- **Pneumatic offshore trolleys for maintenance**



Success stories

- Air film movers for modules



Your partner in heavy load
handling



Thank you !

