



# KALMAR INDUSTRIAL HANDLING IN A WORLD OF LOGISTICS



# **In a world of logistics, Kalmar is the obvious choice**

Today's industrial climate is characterised by high tempo and low margins, and this places tough demands on efficient logistics. The material flow has to work smoothly at all time, without delays or interruptions.

That's why at Kalmar we have focused on intensive product and service development, to ensure you efficient, reliable handling. In recent years we have modernised virtually our entire product portfolio, and have also developed unique solutions for a range of different industries. Furthermore, we are continuously expanding our service network, and it is now one of the most extensive on the market. Combined with our wide range of services this gives you access to effective total solutions – something a lot of companies have already discovered and are benefiting from.

If you're looking for efficient handling with superior overall economy, Kalmar is the obvious choice.



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## From forest to timber

Kalmar has its roots in the forest industry, and in many ways the machines we offer are specially designed for fast, effective timber management. One example is the optimum function, which increases the lifting speed and the precision of our forklift trucks; another is the log handler, which in a single lift can take a whole timber load in its powerful grapple. A wide range of lifting equipment that includes individual fork adjustment makes handling faster and more efficient. A functional operator environment with visibility optimised in all directions makes for increased safety.

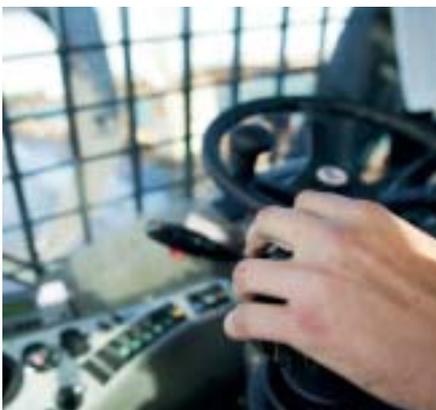
Our long experience and in-depth knowledge of the industry have also made us a complete partner to several sawmills, whereby we assume full responsibility for all handling processes. We tailor solutions to fit their handling requirements, including service and financing.



The log handler has been specially developed to handle timber, and can unload an entire trailer in one lift.



Kalmar has its origins in the forest industry. Thanks to extensive experience and a complete range of modern products, we can today provide effective turnkey solutions.



The excellent driving sensation, with all parts working in harmony, ensure safe, efficient handling.



Optimum speed, rev and drive. Intelligent options that improve the speed and precision of our 9–18 tonne forklift trucks.



Perfect visibility at every angle. The mast has been designed to allow the best possible visibility, partly by keeping hoses out of the field of vision.

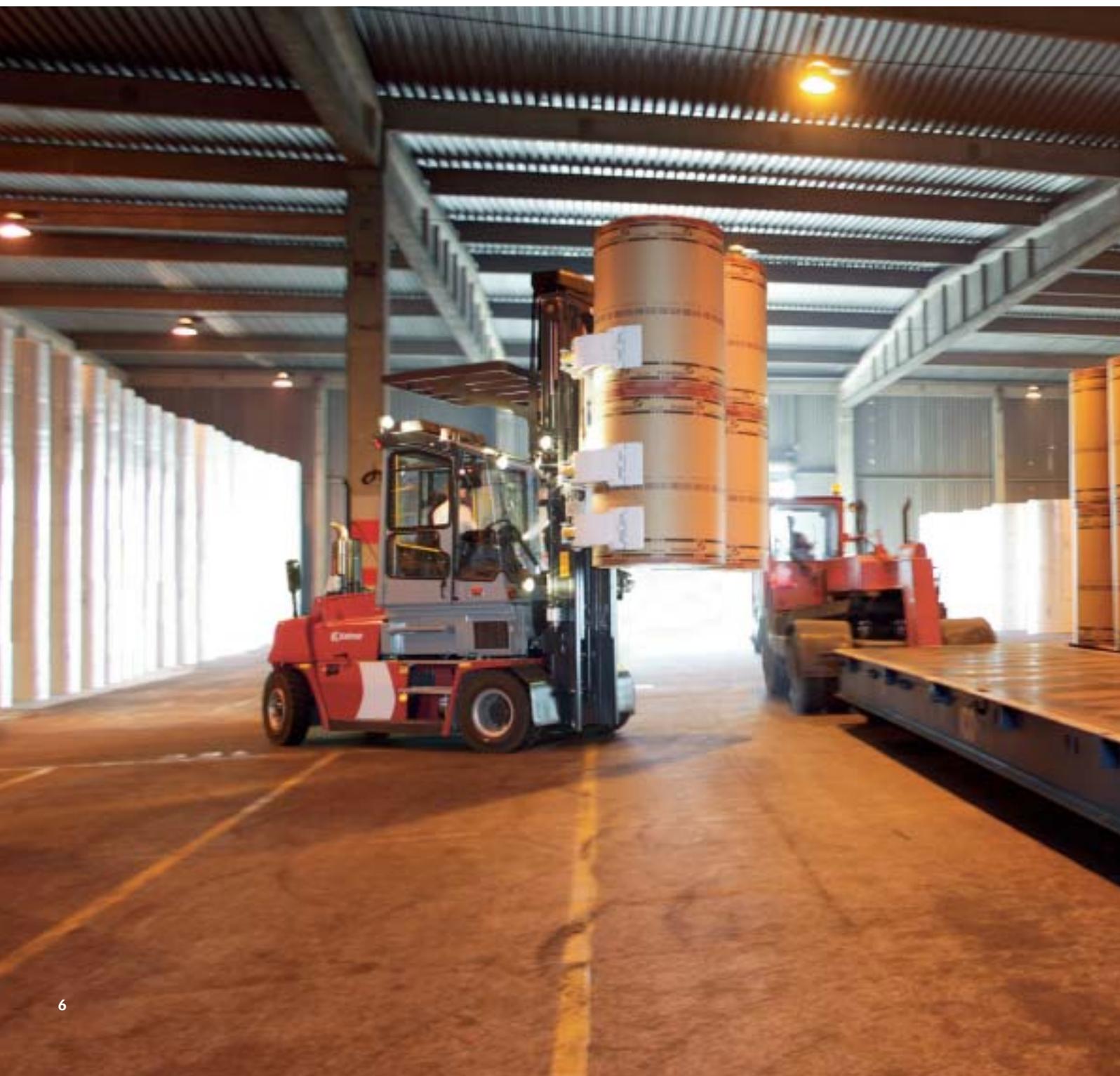
## When demands become new solutions

How can we reduce your costs? This was one of the questions in a study we conducted among our customers in the paper industry. The result was a truck developed entirely to fulfil customer demands. With built-in intelligence it enables swifter handling with a greatly reduced risk of costly damage to paper reels. The machines can be powered by either electricity, diesel or LPG, making it ideal for any environment.

Firmly based on our customers' demands, Kalmar has developed complete solutions covering every single aspect – the machines, the financing, the maintenance and the personnel. So now the question is: How much can we reduce your costs?



**Kalmar has developed a truck specially for handling paper. A whole range of built-in functions allow maximum efficiency with minimal risk of damaging paper reels.**





The four-wheel-drive terminal tractors are extremely powerful and are ideal in demanding conditions such as ports, on ramps and other slippery surfaces.



New Spirit Delta Space features a rotating operator's seat with the pedals, steering column, instruments, controls and any additional equipment all following the rotation.



A wide choice of attachments. We offer complete solutions whereby we assemble the attachment in the factory and integrate it with the truck's other functions.



KCS is Kalmar's specially developed electronic control system. CAN-bus technology and fast processors enable high performance and true dependability.



All optional extras are integrated with the truck's other functions and can easily be checked by the operator.



## Strength and flexibility

Stone and concrete call for genuine heavy-duty handling. Kalmar's forklift trucks with up to 50 tonnes lifting capacity are designed and built for tough demands down to the finest detail. They offer a high level of reliability and a long life span.

This type of handling is not only heavy. The loads are often awkward and fragile as well, which places strict demands on the lifting equipment. Kalmar offers a vast array of forks and attachments, made either by Kalmar itself or other leading manufacturers. We supply tailor-made machines direct from the factory, whereby the attachment is integrated with the truck's other functions. This increases dependability and precision, while also reducing the risk of damage during the handling process.



**Kalmar's terminal tractors have a capacity of up to a full 230 tonnes. Built for tough handling, they combine high efficiency with superior operating reliability and a long life.**



Stone handling calls for a precision attachment that can deal with often fragile loads. Kalmar offers a wide array of attachments from the leading manufacturers.



High strength steel in the lifting equipment ensures a long life, while optimally positioned cylinders allow the best possible driver visibility.



Kalmar has made the world's biggest forklift truck. With a capacity of a full 90 tonnes it is used to lift concrete pipe sections in water pipeline construction.

# Machines and service for the toughest demands

An extremely demanding environment with long shifts, heavy loads and high demands on accessibility. The steel industry is a real test of manhood for forklift trucks, reachstackers and terminal tractors, which could be why you see so many Kalmar machines there.

Needless to say, the fundamental factor is the machines' high quality, although our continually developing service solutions are equally important. Whatever the environment a machine will be working in, we can tailor a maintenance package. And in an industry as tough as steel, service quality will sooner or later be a critical factor in efficiency and accessibility.



Kalmar's reachstackers can be fitted with special attachments for steel handling. Long reach and high lifting capacity allow great flexibility.



Service and maintenance are crucial in the steel industry. Extreme handling puts a lot of strain on the machines. But a tailor-made solution from Kalmar increases dependability and life span, which naturally leads to excellent overall economy.



Custom-built machines with special attachments make work efficient and problem-free. The cab is high with large glass areas for the optimum visibility.



Kalmar's own fork-fitting system means that forks and attachments can quickly and easily be replaced by the machine operator.



The machines can be specially equipped for even the most extreme environments in foundries, for example.





## Speed and safety

Time is money, and nowhere is this more in evidence than at ports, terminals and distribution centres. Modern technology makes it possible to maintain precise control over each product, and the margins are shrinking all the time.

In this kind of environment, Kalmar's cohesive product range and local service organisation can help increase efficiency and dependability. The foundation is Kalmar's complete range of machines which combine quality, performance and operational reliability with an even more important factor: an effective, safe operator environment.

With a wide selection of services covering everything from service and maintenance to financing and turnkey packages, Kalmar solutions work when it really counts. Year after year.



**Robust construction and reliability turn the Kalmar terminal tractor into a true workhorse. It is built to provide maximum performance, reliability and guaranteed value for money.**



Kalmar's extensive product range and solid experience from every conceivable type of handling make us an ideal partner at ports, terminals and distribution centres.



With forklift trucks from 5 to 50 tonnes, you can quickly and efficiently handle all types of load. Good visibility and a top-class operator environment vouch for excellent safety.



Reachstackers reach high and long, allowing great flexibility. Kalmar is a world leader in this field and offers a wide range of special attachments for different types of handling.



All Kalmar operator environments are designed for optimum visibility – a vital factor for safe, efficient handling in intensive traffic at ports and terminals

## Efficient distribution

Distribution centres and various types of warehouse are all placing increasingly high demands on safe, effective handling solutions that are also environmentally friendly. Kalmar's vast range of products and services tailored to each customer's needs means that you can always find an efficient handling solution, whichever industry you work in.

All Kalmar machines have one main factor in common: they are built for tough conditions. For instance, our terminal tractors are specially designed for fast, high-frequency changeovers involving short driving distances. The turntable for example can be raised so that trailers can be moved without the operator leaving the cab to adjust the trailer's support legs.



We base our solutions on our customers' needs. Shown here, an attachment specially designed for wide pallets in fruit and vegetable distribution.





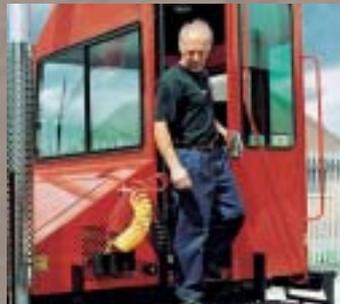
The new range of trucks have excellent environmental properties with the lowest possible emissions. A catalytic converter and particle filter are available as optional extras to reduce exhaust fumes to a minimum.



Breweries are one example of an ideal working environment for our powerful electric trucks. With efficient motors and intelligent controls they can cope with long, hard working sessions.



Hydrostatic operation is available on Kalmar forklift trucks with 5-9 tonne capacity. This enables precision control while lifting at full power.



The terminal tractors are built for a high number of rapid reconnections. The cab allows full standing height and is easy to get into and out of. The turntable has a high lifting height to enable easy movement of trailers.



## Why Kalmar customers enjoy better economy

Just like our customers, we focus on overall economy. Alongside a comprehensive revitalisation of our product programme, in recent years we have devoted an increasing amount of resources to developing services that optimise overall economy, from service packages to rental and outsourcing. In the meantime we have also expanded our far-reaching service network.

As a customer of Kalmar you have

access to a wide range of products and services, as well as all the personal service that only a well-trained, experienced, motivated salesperson or service engineer can provide.

### Financing and rental

We can offer various competitive financing solutions for your machines. Rental is an attractive alternative should you choose

not to own your machines. With Kalmar you can enjoy guaranteed availability for a fixed monthly cost. If your business changes, you can simply change to machines that fulfil the new requirements. Rental gives you advance insight into exactly how much your machines, and therefore a large part of your material handling, cost.

### Outsourcing

Our true turnkey solution is called outsourcing, whereby we take on overall



responsibility so you can focus on your core business. We buy the entire fleet of machines and guarantee the availability of the units you require. This gives you complete control of all your costs.

#### **Service and maintenance contracts**

If you prefer to own your machines, there are several different contracts to choose from. The most effective way of avoiding down time and costly repairs is a specially structured preventive maintenance package. We can tailor a service

schedule in line with each machine's specific operating circumstances.

#### **Training**

We offer a wide array of courses for service engineers and operators.

#### **Global service**

Kalmar can provide service worldwide through an expanding network of dealers and agents. This network has developed dramatically in recent years, and offers advanced assistance with

everything from on-site service to full service contracts.

#### **Spare parts**

Our effective logistical solutions put 50,000 spare parts at your disposal for quick delivery. As a Kalmar customer you can order spare parts online.

# The complete product programme for industrial handling

Our machines are built for the demands of industry. All of them can cope with long sessions of tough handling with high accessibility. The operator environment offers the best possible ergonomics with good visibility, high comfort and logical control placement. Any optional extras and accessories are generally fitted in the factory and integrated with the truck's other functions for greater dependability.

We focus proactively on developing new products that fulfil our customers' demands, and in recent years we have modernised virtually our entire programme. Whatever your type of industrial handling, you will always find a Kalmar machine that can cope with your demands.



**5–9 tonne forklift trucks** combine fast, reliable driving with powerful lifting, for efficient handling. There is extensive freedom of choice, so you can always find exactly the truck you need to suit your requirements. These various options include three cab concepts, hydrostatic operation or a conventional gearbox, and electric, diesel or LPG power. The new KCS system gives the driver access to continuously updated information, and also enables a number of intelligent optional extras.



**The 9–18 tonne forklift trucks** are in a league of their own when it comes to driving sensation, smart handling and visibility. Characteristics that together with high quality, long life and simple servicing lay the right foundations for efficient working – with superior overall economy. The new Kalmar 9–18 tonne is also easy to adapt to your needs. Choose from a host of unique solutions, where advanced electronics rationalise handling and make it safer than ever.



**20–50 tonne forklift trucks** are powerful, effective machines that combine fast lifting with precision and a superior operator environment. Efficient low-emission engines together with hydrodynamic transmission make for a gentle drive and sound economy. Wet disc brakes are effective and virtually maintenance-free.



**Reachstackers** combine high dependability and efficiency with good environmental properties, and come in capacities of up to 45 tonnes. The machines can be fitted with various types of attachment, such as a boom for cable reels, a combi-unit, a grapple and a pipe-handling system – optional extras that make the Contchamp and Contmaster ideal handling solutions for different industrial applications.



**The log handler** is specially built for handling timber in the forest and paper industry, and at terminals. It has a capacity of 15–30 tonnes and can stack up to 9 metres high. The rotating grapple and telescopic boom make the log handler perfect for unloading logs from trucks and rail wagons, stacking them and forwarding them along the process.



**Terminal tractors** streamline trailer handling. They are extremely robust and are specially designed for swift, safe handling in small areas, even boasting the tightest turning radius on the market. The operator environment is safe and effective. It offers excellent visibility, and because the driver cab allows full standing height it is easy to get into and out of. Terminal tractors come in capacities of 55–230 tonnes.

For full details of our product programme, go to [www.kalmarind.com](http://www.kalmarind.com)

**Contact information:**

**Make things easy.** These three little words symbolise the Kalmar philosophy.

Making heavy things easier to handle is nothing new for Kalmar. The company has over 100 years of experience in lifting and moving heavy objects with our machines in over 140 countries around the world.

But the three little words "make things easy" also encompass another dimension. Kalmar is more than just a machine supplier. Kalmar offers solutions that make life easier for its customers, everything from driver assistance to contract maintenance and fleet management.

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*Make things easy*