# Clip-Lok SimPak®

Flood guard equipment

Aquafence

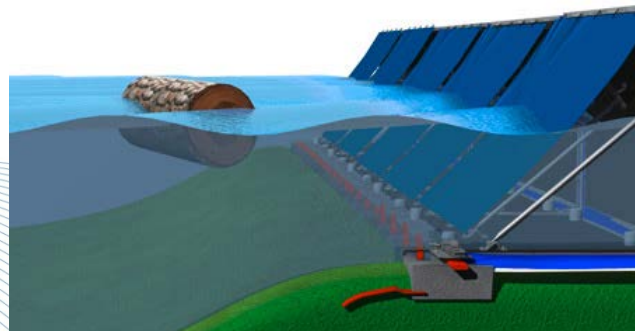By Allan Nolsøe Hansen

# Emergency equipment

## Background

- Aquafence asked us to help them develop a reusable packaging for their flood guard equipment.
- Aquafence is an OEM customer

# Emergency equipment

Aquafence
- Headquarter in Norway
- Sales offices in Europe and USA
- Production in Lituania
- Planning to set up production in USA and Thailand
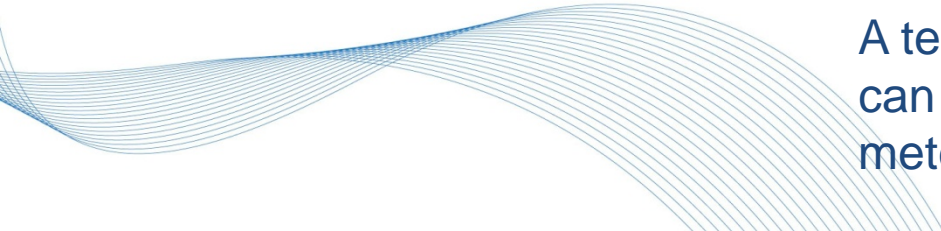
# Emergency equipment

## Product range

- V1200 – 1,2 m high – 2 m wide
- V1800 – 1,8 m high – 1,2 m wide
- V2100 – 2,1 m high – 1,2 m wide

- Weight: 80 kg per unit

**Examples of protection**
Schools
Landmarks
Food storage protection
Live stock
Homes
Buildings
Events
Towns
Building sites
Stadiums



A team of 10 people can install about 100 meters per hour.
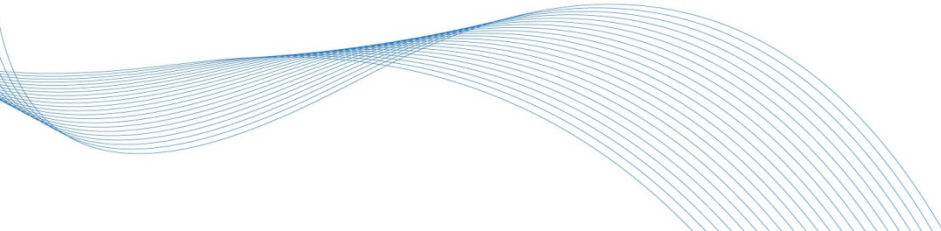
# Emergency equipment

## V1200

## V2100

# Emergency equipment

Packaging requirements
- One box to fit all models
- Flat packable and reusable
- Same box for delivery as for deployment
- Optimised for container transport

- Challenge
- 3 different models with different shapes, but almost same dimensions
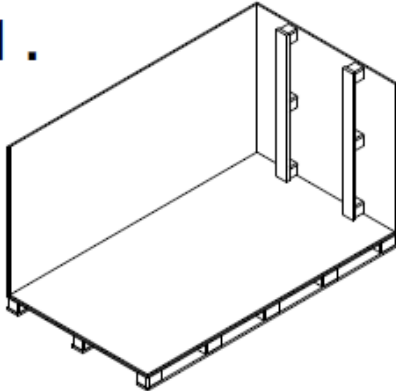
# Emergency equipment

Solution
- MP box with dunnage
- Different dunnage for each type
- Same box dimensions for all types
- Flat packed and reusable
- 2250x1264x1276
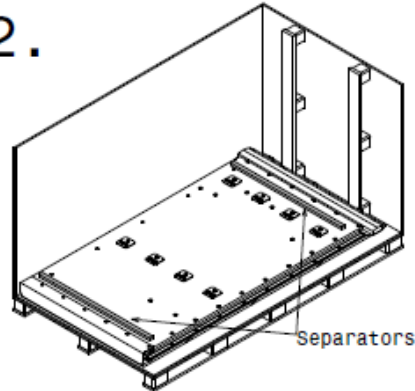  - 9 unites per box
  - 8 boxes per 20' container
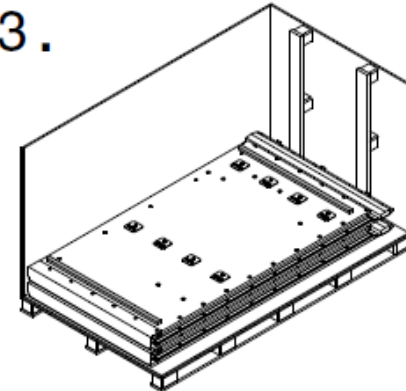
# Emergency equipment



**1.** One side-panel and the end-panel with the "inside"-runners are mounted on the bottom.
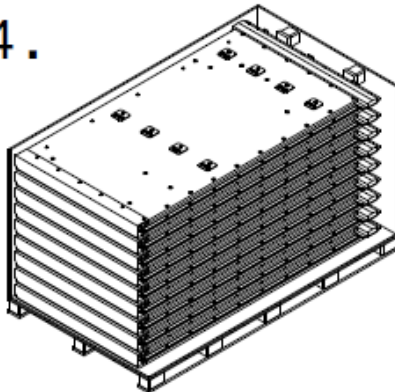
**2.** The first Fence is placed on the bottom with the membrane upwards and pushed against the "inside"-runners. Two separators are placed on top, one in each end.
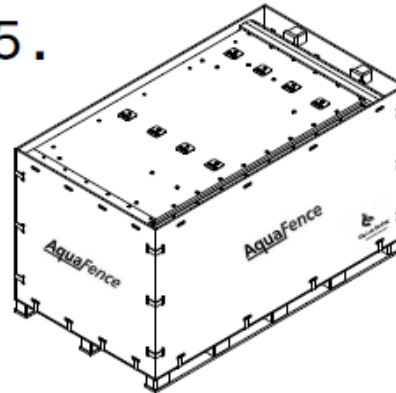
Separators

**3.** The next Fence is placed on top of the first with the same orientation and again with two separators on top.
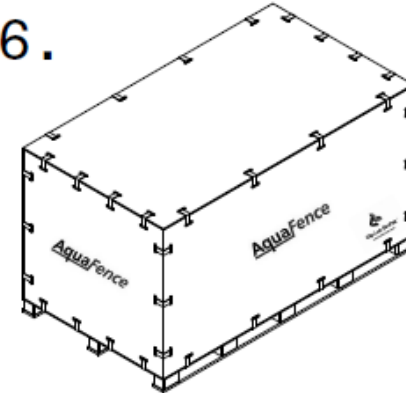
**4.** Step 3 is repeated until 9 Fences is placed in the box.

**5.** The second side- and end-panel is mounted.

**6.** The lid is mounted as the final step.

| Clip-Lok SimPak (Scandinavia)ApS | Solvang 25 DK-3450 Allerød | DESIGNED BY: KSJ DATE: 08-04-2013 | | WEIGHT (kg) | AQUA 008 - v2100 | SHEET |
| --- | --- | --- | --- | --- | --- | --- |
| | | | | | Packing instruction | 1/1 |

# Emergency equipment

## Packaging
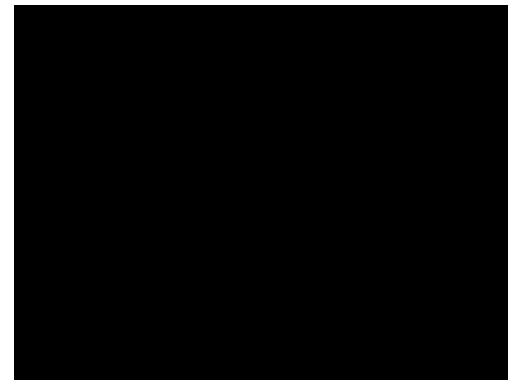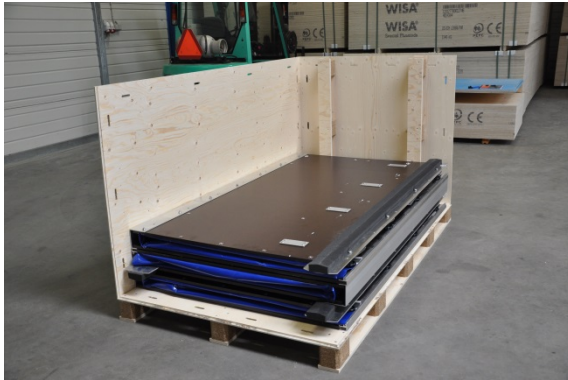
# Emergency equipment

Advantages
- Clip-Lok Box
  - 20 min to build and pack the boxes
  - Open 2 sides and lid to access the units
  - Strong
  - Reusable

# Emergency equipment

Why is this segment interesting for Clip-Lok ?
- OEM customer
    - Every time they sell one unit ➡ CL will sell one box
- Global warming
    - Governments will increase investments in emergency equipment
    - Cheaper to invest in protection than rebuilding/restoring.
    - Emergency Units

# Emergency equipment

## Potential

- Producers of similar flood guard equipment
  - 1.801 producers in the world

- Users of flood guard equipment
  - Emergency Units
  - Relief Organisations
  - Governments

Geografiske regioner

Canada (212)
Danmark (1)
Forenede Arabiske Emirater (2)
Frankrig (9)
Grækenland (1)
Holland (2)
Hviderusland (1)
Indien (8)
Italien (3)
Japan (1)
Kina (4)
Kroatien (1)
Mexico (2)
Norge (2)
Polen (19)
Rumænien (6)
Rusland (2)
Schweiz (5)
Singapore (1)
Spanien (13)
Sri Lanka (1)
Storbritannien (7)
Sverige (1)
Taiwan (1)
Tjekkiet (18)
Tyskland (9)
USA (1468)
Ukraine (1)

# Defence contactors

Any questions ?

Thank for your attention!