

# **BULK.**<sup>TM</sup>



INTRODUCING BULK AS THE NORTH AMERICAN  
PARTNER FOR TII KAMAG



# AGENDA

- **BULK**

- Who we are

- **TII KAMAG**

- Who they are

- **THE PARTNERSHIP**

- How it benefits North America

# WHO WE ARE

- Bulk is an equipment rental/lease and maintenance service provider; focused on the needs of industrial, steel and intermodal industries
- Family-owned business established in 1951
- Operated in the trucking, material handling and heavy equipment space throughout our history
- Recently established Bulk Lift Products, which is a distributor of lift equipment and products focused on material handling industry

# WHO WE ARE



## Equipment Rental/Lease

- Brand Independent
- Fully Maintained

## Field Service

- Brand Independent

## Lift Equipment Maintenance

- Intermodal focused
- Contracted Maintenance

## Tear Out Services

- Equipment supply
- Fully maintained
- Manned/unmanned

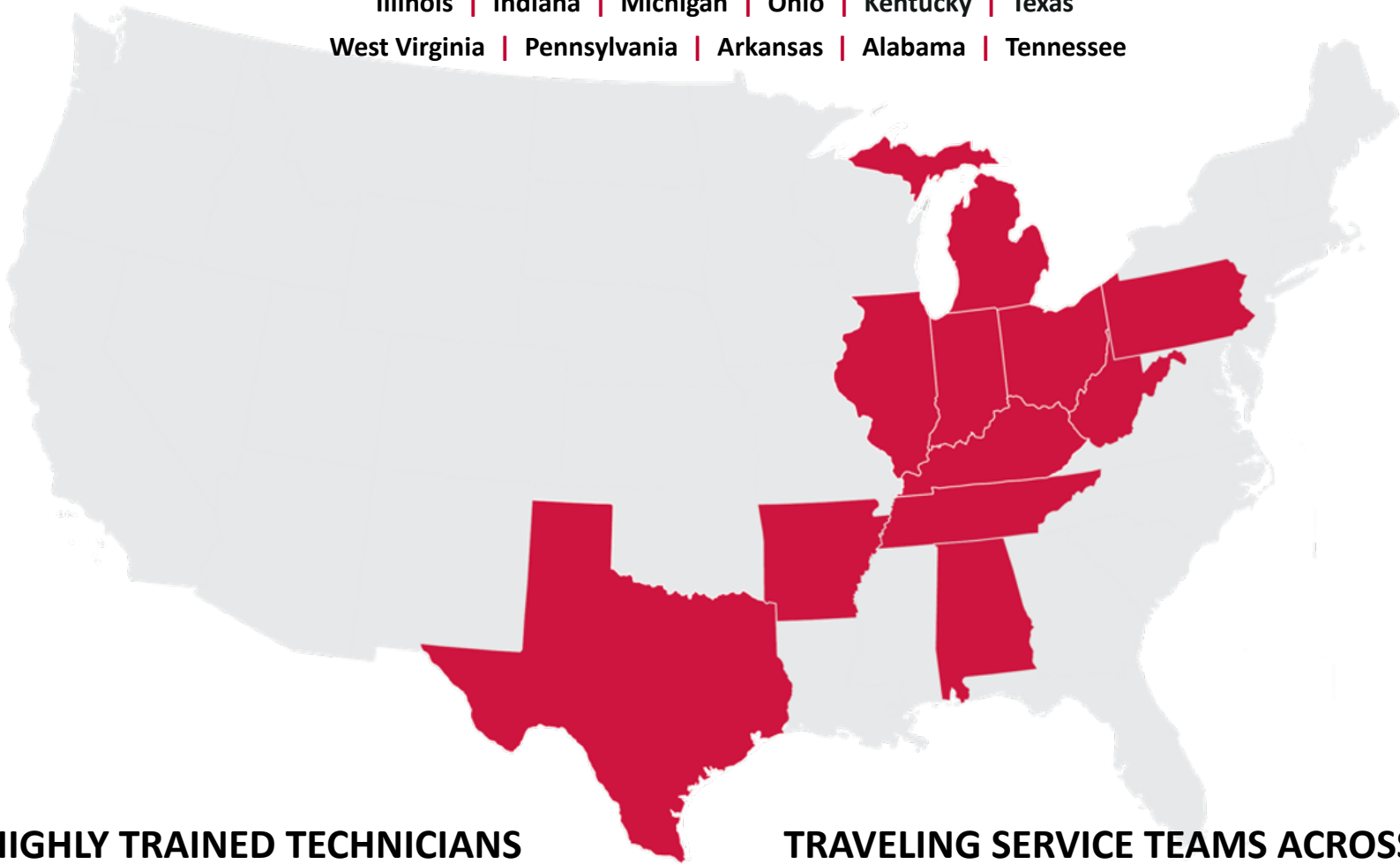


## Dealer/Distributor

- TII KAMAG
- Konecranes Lift Trucks
- Sennenbogen (ASP)
- Cummins
- Donaldson Filtration Solution,
- Terminal Tractor Parts
- Lubricants
- Rammer Hammer
- Furukawa

# SERVICE FOOTPRINT

Illinois | Indiana | Michigan | Ohio | Kentucky | Texas  
West Virginia | Pennsylvania | Arkansas | Alabama | Tennessee



OVER 150+ HIGHLY TRAINED TECHNICIANS

TRAVELING SERVICE TEAMS ACROSS THE NATION



# SOLVING A PROBLEM

## **Our Goal for the Industry:**

- Participate at a higher level
- Deliver Enhanced Value

## **Our Strategy:**

- Create competition where it doesn't exist
- Reshape Industry Dynamics
- Forces a better experience for end users from all suppliers

## **The Solution:**

- Create Tear Out Services Division
- Introduce TII KAMAG Product Line to North America

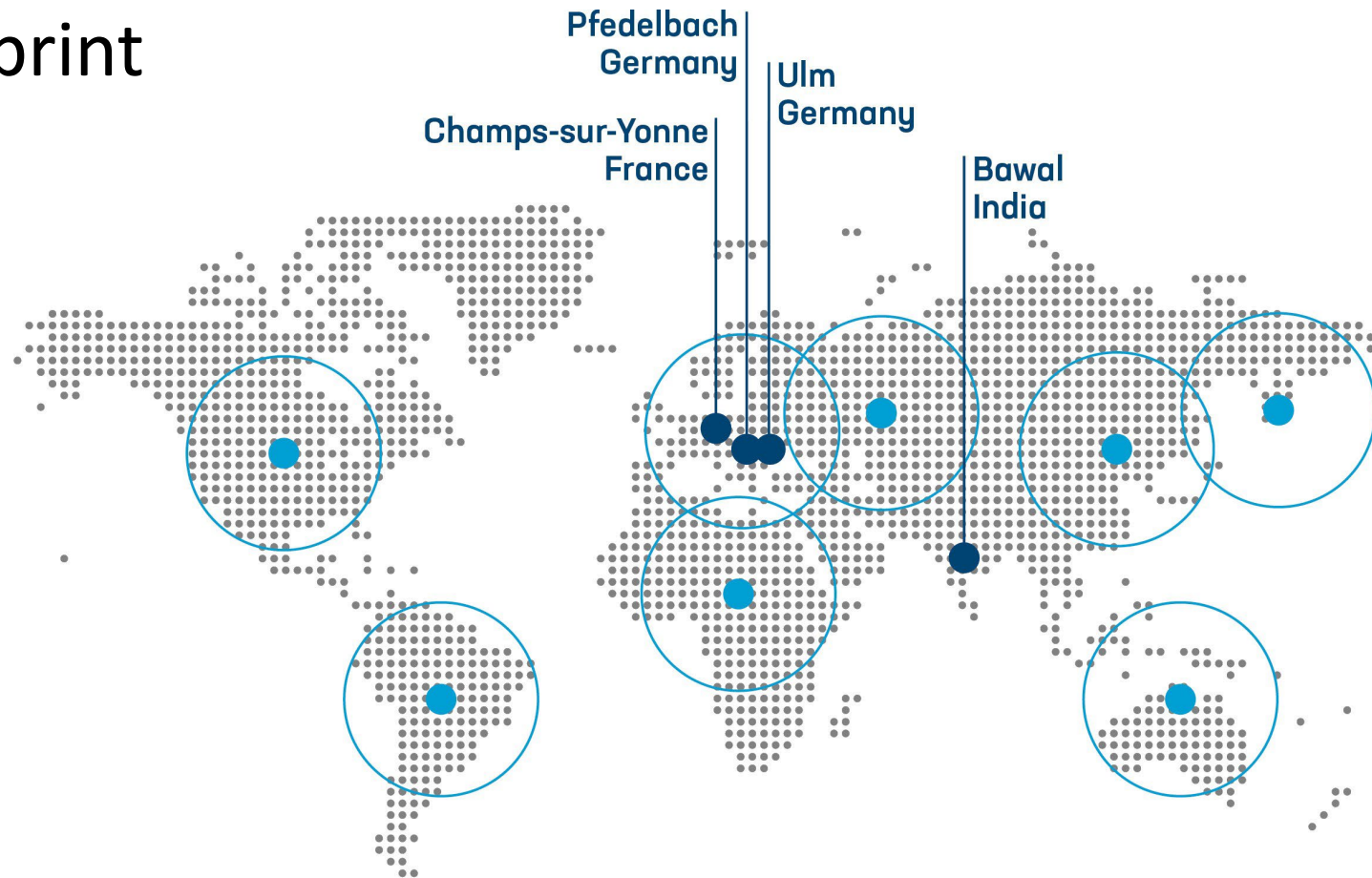


Transportation solutions for yards and industry. Specially developed for specific applications.



Heavy Transport solutions for on-and off-road. Flexibly configurable for all applications.

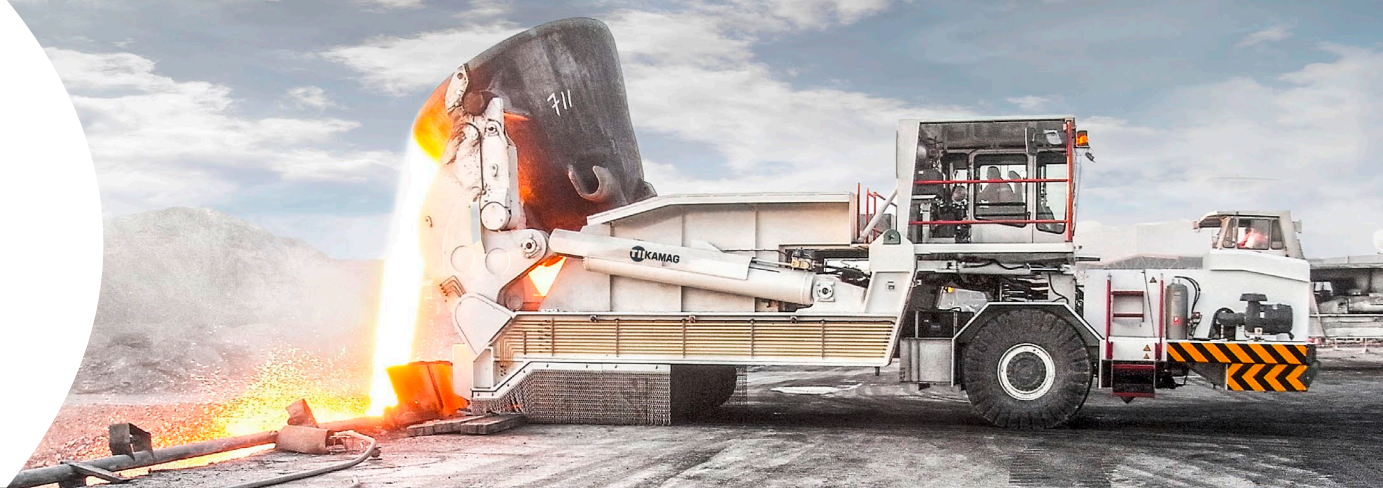
## Global Footprint



100 TII sales and service sites and partners worldwide



# TII KAMAG BACKGROUND



- Established in 1969
- Manufacturing Steel Mill Equipment Since 1983
- Product Lines
  - Slag Pot Carriers, Industrial Transporters, Articulated Pallet Carriers , Slab Carriers & Specialized Carriers

# KAMAG | SLAG POT CARRIER

- First Slag Pot Carrier was manufactured and delivered in 1983
- Design Options
  - Platform
  - U-Frame
- Built for 24-hour operation
- Active Population World-wide
  - Over 300 units



# KAMAG | SLAG POT CARRIER – U-FRAME

- Payload Capacity
  - 66,000 lb. [30 t ] to 374,000 lb. [170 t]
- Pot Capacity
  - 212 ft<sup>3</sup> [6m<sup>3</sup>] to 1765 ft<sup>3</sup> [50m<sup>3</sup>]
- Engines
  - Cat 9.3B,C13, C15, C18
- Gradients up to 15%





# KAMAG | SLAG POT CARRIER – PLATFORM

- Payload Capacity
  - 88,000 lb. [40 t ] to 265,000 lb. [120 t]
- Pot Capacity
  - 282 ft<sup>3</sup> [8m<sup>3</sup>] to 1059 ft<sup>3</sup> [30m<sup>3</sup>]
- 180° Rotation of Pot possible
  - Knocking can be greatly reduced or eliminated



# KAMAG | IHT – INDUSTRIAL LIFT TRANSPORTER

- For use with “Palletized Loads”
- First IHT was manufactured and delivered in 1972
- Design Options
  - Rigid Frame
  - Articulated
  - Dumping
- Active Population World-wide
  - Over 700 units





# KAMAG | IHT – RIGID FRAME PALLET CARRIER

- Highly maneuverable with low ground pressures
- Payload Capacity
  - 110,000 lb. [50 t] to 661,000 lb. [300 t]
- Drive Type Options
  - Hydrostatic Drive – with multiple hydraulic motors and 360° steering
  - Mechanical Drive – for High speeds and long distances





# KAMAG | IHT – ARTICULATED PALLET CARRIER

- Payload Capacity
  - 198,500 lb. [90 t] to 397,000 lb. [180 t]
- Benefits
  - Reduced turning radius
  - Large lateral pendulum angle of  $10^{\circ}$  –  $12^{\circ}$  allows for optimal power transmission on uneven surfaces



# KAMAG | SLAB CARRIER

- Payload Capacity
  - 154,000 lb. [70 t] to 330,000 lb. [150 t]
- Benefits
  - Extremely maneuverable with 90° steering angle
  - Transportation of hot and cold slabs





# KAMAG | SPECIALIZED



Hot Ladle Transporter

- 220,000 lb. [100 t] to 661,000 lb. [300 t]



Aerospace Transporter

- NASA, Blue Origin, SpaceX

# KAMAG | MAJOR COMPONENTS

- Major Components are well known brands in the NA market with strong dealer networks and easy access to parts and service

- Engine:

- Caterpillar C9.3B, C13, C15, C18

- Transmission:

- Dana TE32 Series; Allison 4000 Series

- Axles:

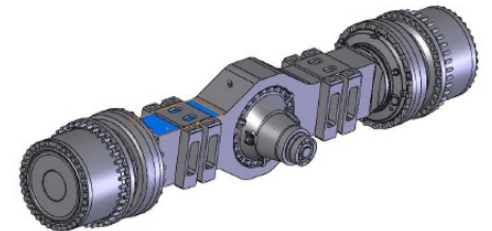
- Kessler D91, D11

- Hydraulics:

- Bosch Rexroth

- Electronics:

- Siemens



# KAMAG | WARRANTY

- Standard Warranty: 12 months or 2,000 hours
- Extended Warranty: 24 months or 4,000 hours
- Component Warranty Options (engine, transmission, etc.)
  - 24 months or unlimited hours
  - 36 months or unlimited hours
- Frame Warranty up to 60 months
  
- All Warranty Claims in the North America will be handled by highly trained and qualified BULK technicians.

# KAMAG IN NORTH AMERICA

## KAMAG's Impressive Legacy

- Renowned History & Expertise
- Metallurgical Industry Focus
- Over 750 units built

## The North American Challenge

- Local service and parts support

## The Solution

- Reliable support provided by BULK as the TII KAMAG North American Partner.





# THE PARTNERSHIP – HOW IT WORKS



- High quality equipment with robust and reliable after-sales service and parts support
- Collaborate directly with customers in NA to identify and select the appropriate equipment that aligns with their specific operational requirements
- TII KAMAG will supply high quality, reliable and safe equipment

# THE PARTNERSHIP – HOW IT WORKS



- Bulk will provide comprehensive support, encompassing procurement, delivery, commissioning and training
- Deliver robust service support through our network of highly skilled technicians
- Maintain an extensive inventory of critical spare parts in NA.
- Be responsible for handling all warranty claims



# THE PARTNERSHIP – PARTS & SERVICE

- **Our Spare Parts Commitment**

- For every KAMAG machine that comes into the NA market, we will make a significant investment in critical spare parts to ensure local availability
- As the fleet of KAMAG equipment grows, so will the size and value of our inventory
- Our ultimate goal is to ensure our NA customers can get the critical spare parts they need within 24-hours



# THE PARTNERSHIP – PARTS & SERVICE

- **Our Service Capabilities**

- Over 150 highly skilled and trained technicians who are devoted to our customers' success
- Traveling service teams provide coverage nationwide
- Able to maintain any brand of heavy equipment (Cat, Sennebogen, Specialized Carriers, etc.)
- Extensive experience with fleet management; leveraged for your success
- Dedicated to working safely
  - Over 2 years without a Lost Time Injury for Field Service

# THE PARTNERSHIP – HOW IT BENEFITS NA

- COMPETITION – Options create competition and forces all suppliers to perform at a higher level
- High quality equipment with robust and reliable after-sales service and parts support
- Combined experience of BULK and KAMAG ensure successful NA integration
- Option to source KAMAG equipment as rental with full maintenance

# WHAT NEXT?

We want to create competition where it doesn't exist to help reshape industry dynamics and force a better experience for end users from all suppliers

**We can't do this without your support**





# Reach out to discuss any projects

**Corporate Headquarters**

720 W. US Hwy. 20

Michigan City, Indiana 46360

**Phone:** 844.688.BULK (2855)

**Email:** [info@bulkequip.com](mailto:info@bulkequip.com)

**Cameron Evans**

Heavy Equipment

Application Engineer

**Phone:** +1.905.541.0150

**Email:** [cevans@bulkequip.com](mailto:cevans@bulkequip.com)

