

 **BULK.**TM

*Driving Innovation and Competition in the
North American Slag Industry*



AGENDA

- **BULK**
 - Who we are
 - What drives us
- **THE PARTNERSHIP - TII KAMAG**
 - Progress Update
- **TEAR OUT DIVISION**
 - Progress Update



WHO WE ARE

- Bulk is an Equipment as a Service (EaaS) provider; focused on the needs of steel, industrial, 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 as a Service (EaaS)

- Brand Independent
- Fully Maintained

Field Service

- Brand Independent

Lift Equipment Maintenance

- Intermodal focused
- Contracted Maintenance

Tear Out Services

- Equipment supply
- Fully maintained
- Manned/unmanned



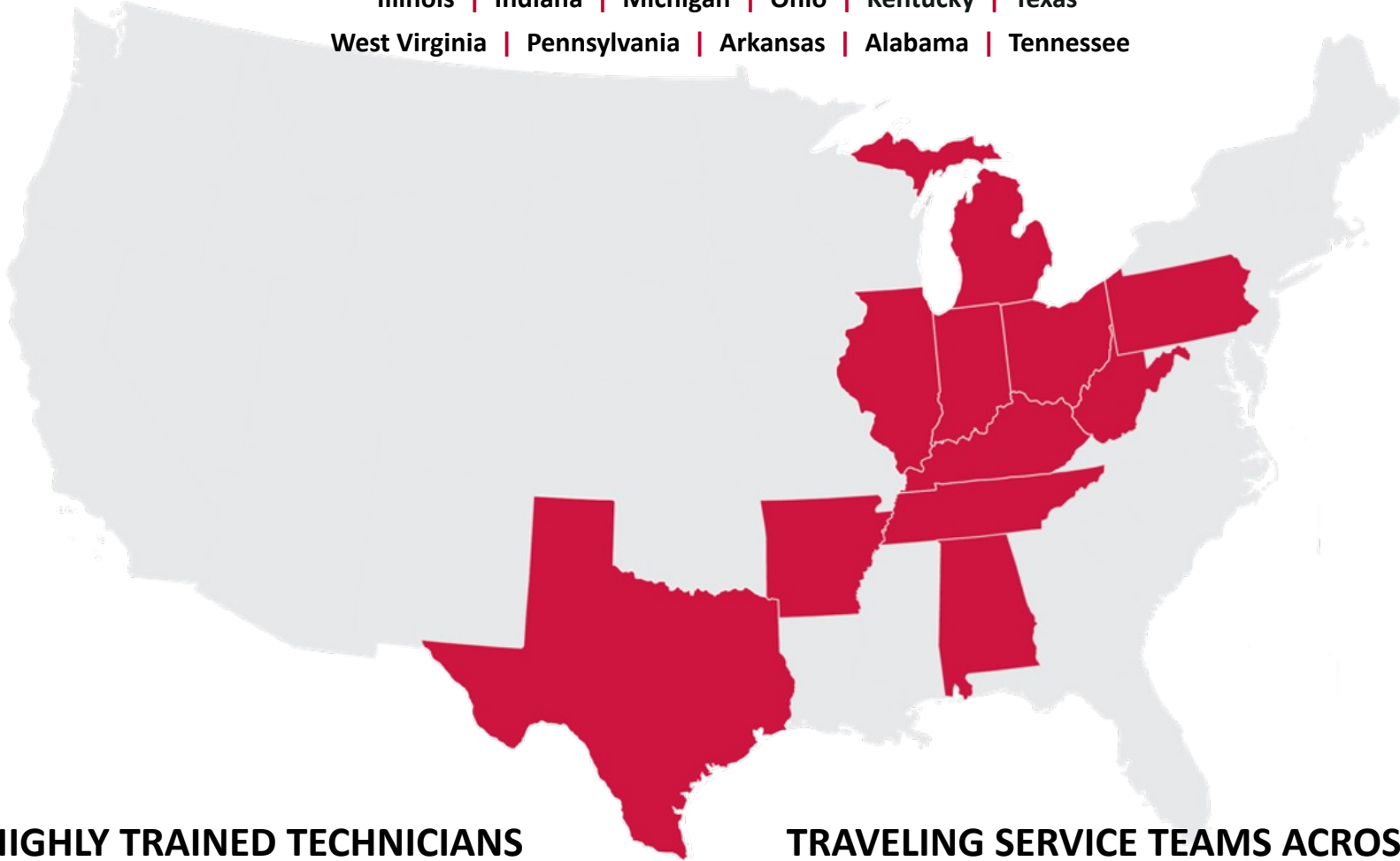
Dealer/Distributor

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



SERVICE FOOTPRINT

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



OVER 180+ HIGHLY TRAINED TECHNICIANS

TRAVELING SERVICE TEAMS ACROSS THE NATION

WHAT DRIVES US

- A commitment to exceptional service and support while delivering enhanced value to our customers.
- Creating options where they haven't existed
 - Force a better experience for customers
 - Enhance safety, efficiency and productivity
- “Service Company to the Service Companies”



THE PARTNERSHIP – INTRODUCED IN 2023

BULK.TM



THE PARTNERSHIP – DRIVING COMPETITION



- Established in 1951
- 70+ Years providing service to Heavy Industry and Steel Mills
- Own/Maintain a large fleet of heavy equipment operating in Steel Mills
- 180+ Highly Trained Technicians



- Established in 1969
- 40+ Years manufacturing Steel Mill Equipment.
- Expansive product line
- 150 Years of innovation - TII Group

TII KAMAG PRODUCTS



TII KAMAG PRODUCTS



KAMAG | UPDATE

- **Equipment**
 - Providing customers with options
 - Industry acceptance through PO's & RFQ's
 - Deliveries in mid 2025 & early 2026
 - Many projects in the pipeline
 - Innovating
 - Standardization
 - Flexibility



KAMAG | UPDATE

- **Spare Parts**
 - Standardization of NA Equipment
 - Stocking through Collaboration
 - Large initial investment in Spare Parts for North America
 - Continuous Investment as equipment is delivered
 - Parts critical to success in NA



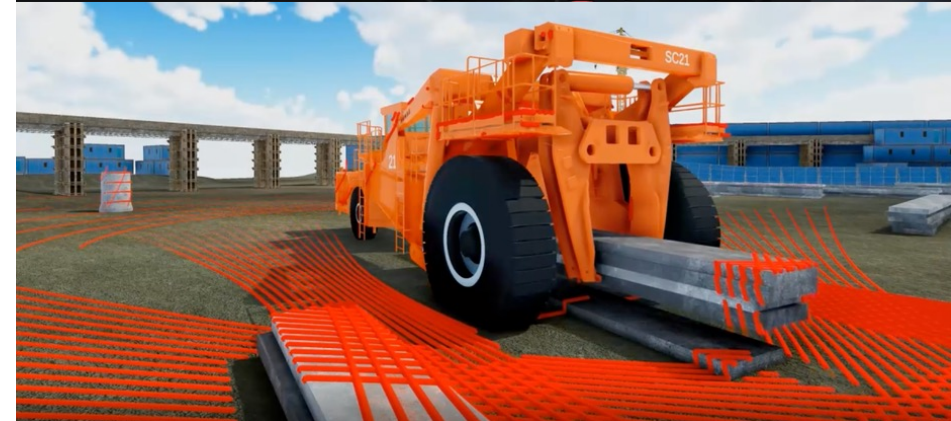
KAMAG | UPDATE

- **Service**
 - Training program developed specifically for NA
 - Training our highly skilled technicians
 - Customer Training
 - Initial – US, Opt. Addition - Germany
 - Continuous Improvement – US
 - Bulk Assembly Teams available



KAMAG | OUTLOOK

- **Innovation**
 - Innovative SPU design to improve equipment flexibility and improve delivery lead time
 - Electronic system design
 - Easily adaptable for AGV, remote control, and more
- Driving Safety, efficiency and productivity



TEAR OUT DIVISION



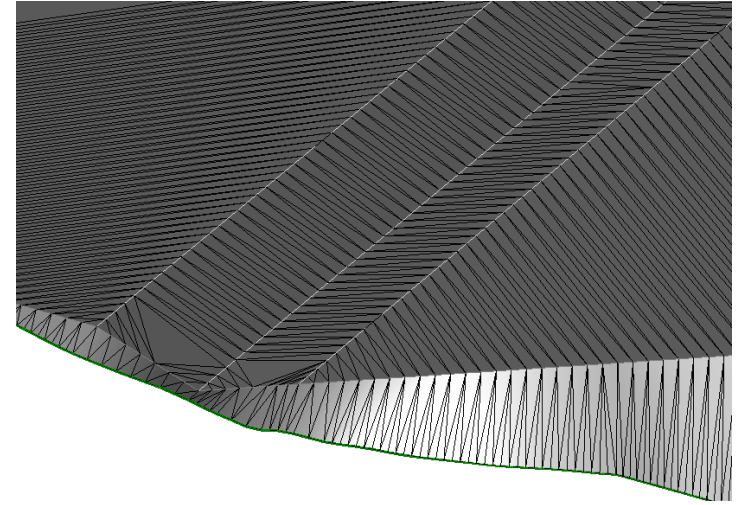
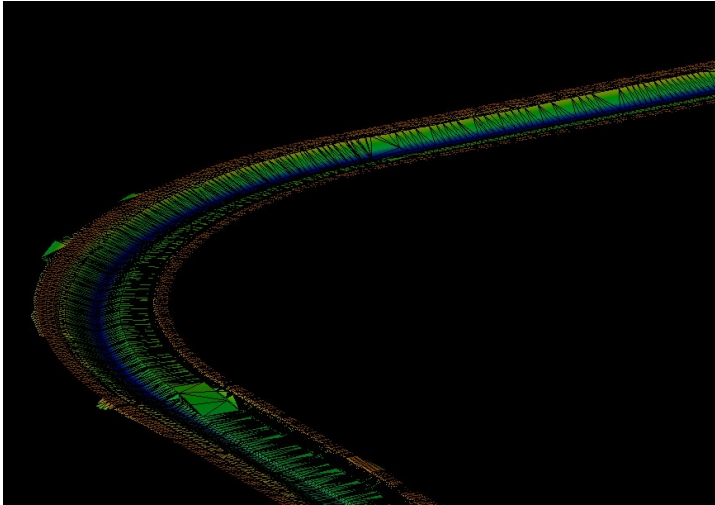
TEAR OUT DIVISION



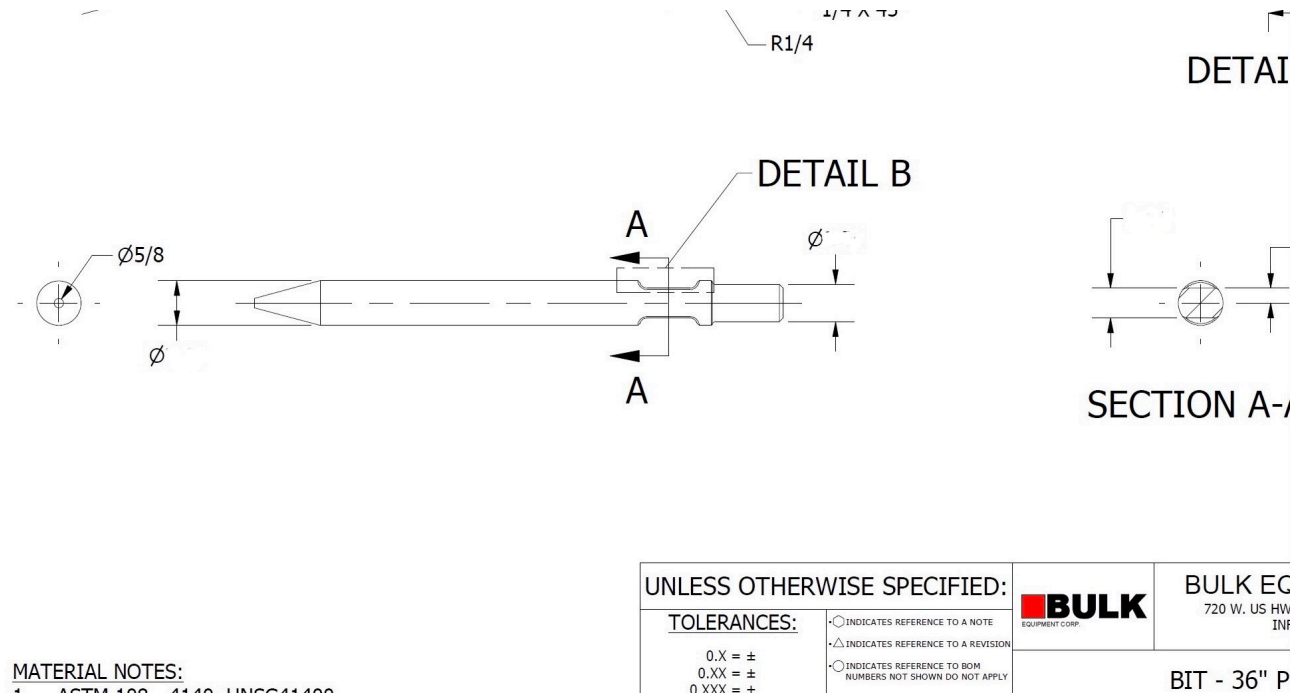
Innovation



Automation



Competition



TEAR OUT DIVISION

Service



WHAT'S NEXT?

Are you faced with a single-source supplier or poor service?

Leverage Bulk for a better experience



<https://www.bulkequip.com/contact/>

844.688.BULK (2855)

Thank you

