

ELOKON

# SAFE WAREHOUSE. SAFE WORKFORCE.

FORKLIFT-PEDESTRIAN SAFETY SYSTEMS





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# ELOKON: Success in Safety

We provide world-class, field-proven solutions to protect people, objects and vehicles in material handling operations. We also advise clients on designing health and safety technology into machinery and facilities.

Founded in 1986, we employ more than 130 professionals in our headquarters near Hamburg, Germany, and offices in Atlanta, Georgia, USA; Birmingham, England; and Warsaw, Poland. A private, equity-financed company, we are a self-made success in the German logistics industry. We are completely invested in the effectiveness of our solutions and the success of our customers.

We train and motivate our staff to deliver real customer benefits and build long-term business relationships. We think and act with integrity and respect – across borders and cultures. We enjoy transparent collaboration. We value sustainability as well as economic efficiency. We are always open to new ideas. And we love doing what we do.

Our culture is both innovative and rigorous. We encourage our team to think out of the box, and we systematically review and test new ideas. We love transforming new concepts for products and services into practical, real-world solutions for our customers. Our standards are high. Working closely with customers, we track the cost-benefit of solutions and measure the value we add to our customers' operations. Any idea that does not work for our customers does not work for us, either. Our objectives are uncompromisingly aligned with our customers' needs.

## FACTS AND FIGURES

Customers	Automatic forklift safety & driver-assistance systems installed  <b>16,300+</b>	Employees	Forklift types installed
<b>4,250+</b>		<b>130</b>	<b>100+</b>
Countries worldwide		Safety audits & risk assessments performed	
<b>46</b>		<b>10,000+</b>	
Workers provided with expert safety training		Machine safety modernizations	Industry expertise
<b>11,000+</b>		<b>2,100+</b>	<b>34 years</b>
			International branches
			<b>4</b>

# Safety & Productivity in Material Handling

The global supply chain faces constant pressure to improve velocity, accuracy and efficiency, reduce costs, and add to the bottom line. Warehouse accidents are like weak links in that chain – they hurt skilled employees, slow the flow of goods, decrease productivity, and increase costs. ELOKON safety solutions are designed to help you avoid breaks in your supply chain and maximize your material handling efficiency.



## MORE SAFETY

Our innovative, automated safety solutions help prevent accidents in your warehouses – protecting people, objects, vehicles and goods.



## MORE EFFICIENCY

More automated safety means greater productivity – workers who worry less about hazards will focus more on their tasks, and fewer accidents equals more uptime and throughput.

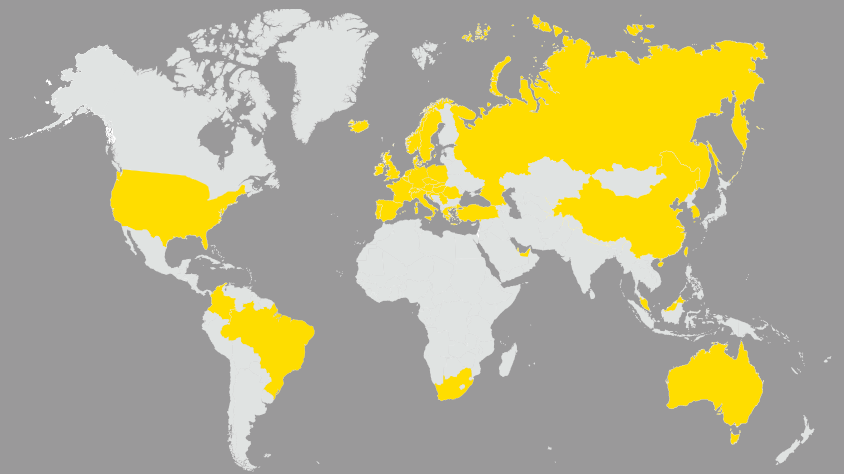


## MORE PROFIT

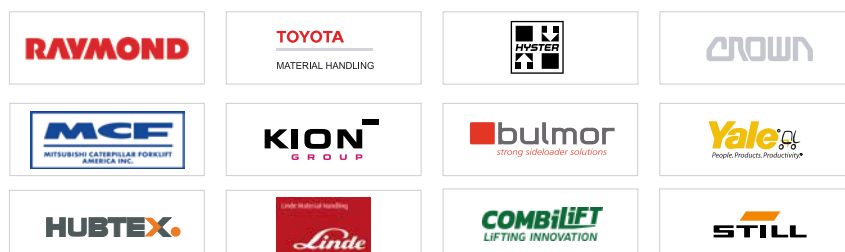
Our holistic safety concepts enable industrial trucks to operate at optimum speed – increasing the velocity of goods in your supply chain for maximum profitability.

## 3,000+ CUSTOMERS. WORLDWIDE.

We serve more than 3,000 customers across almost 45 countries. Our diverse customer list ranges from large multinational corporations to medium-size private companies in local markets.



## A STRONG PARTNER NETWORK



We work with leading technology, sales and implementation partners to make the most of each party's expertise. Collaborating with leading industrial truck manufacturers, systems integrators, and installation specialists, we deliver solutions optimized for each customer around the world.

# Safety for Your People & Machinery

ELOKON safety solutions help prevent accidents in warehouses – reducing the risk of injury to your staff and damage to your vehicles, goods and facility. Our systems can be installed on any type of industrial truck – any brand, any age. Our systems can be delivered on new trucks or retrofitted to your existing fleet.

## VEHICLE-PEDESTRIAN SAFETY SYSTEMS FOR VERY NARROW AISLES

We are one of the world's leading providers of safety systems for very narrow aisle (VNA) warehouses. Our personnel safety solution uses intelligent sensors to detect hazardous situations and help prevent accidents. The system meets stringent health and safety requirements for operating warehouse trucks in VNA environments.

## DRIVER-ASSISTANCE SAFETY SYSTEMS FOR INDUSTRIAL TRUCK FLEETS

The automotive industry uses driver-assistance technology to help cars monitor distance, change lanes, apply brakes and park. Advances in this area are also enabling self-driving vehicles, which seem certain to become common sights on our roads. We have deployed the same kind of technology in our driver-assistance safety systems for warehouse trucks. Our systems can automatically regulate distance between vehicles and objects, adapt vehicle speed, avoid collisions and prevent injuries and damage.

### *Award-winning solutions*





# SYSTEMATIC SAFETY



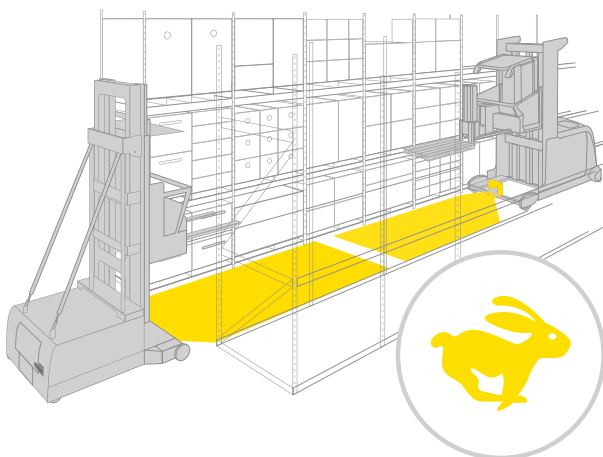
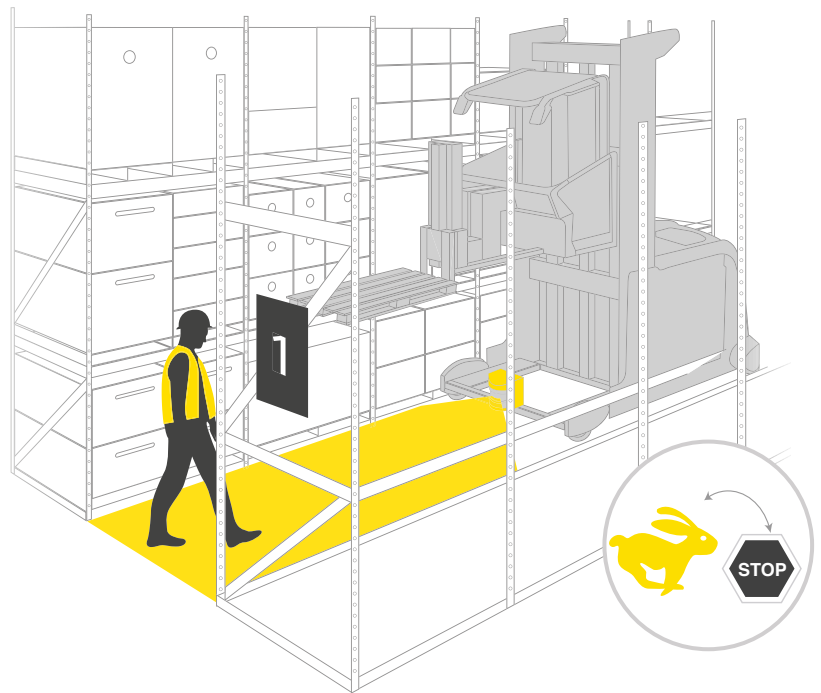
# Vehicle-Pedestrian Safety System for Narrow Aisles

Our ELOprotect™ system for very narrow aisle (VNA) warehouses helps prevent vehicle collisions with objects and pedestrians. In countries where strict regulations apply, the solution has been approved by health and safety boards as a personnel protection measure on VNA trucks to limit the risk of vehicle-pedestrian accidents.

## ELOprotect

VNA Vehicle-Pedestrian Safety System

ELOprotect™ is a self-activating safety system with a unique combination of laser and photo-electric technology that protects pedestrian workers and prevents vehicle-vehicle and vehicle-object collisions in VNA warehouses. This system enables multiple vehicles to operate in the same aisle at the same time – safely and at optimal speed and efficiency.



### Collision protection in narrow aisles

The anti-collision version of ELOprotect reduces danger in narrow aisles. The system's intelligent laser technology prevents vehicle-to-vehicle impacts. This enables more than one lift truck to operate at the same time in the same aisle – safely and at maximum speed.

 [eloprotect.elokon.com](http://eloprotect.elokon.com)

2019 **WINNER**  
**DESIGN**  
**SAFETY**  
**AWARDS 4**

**INDUSTRIE**  
**PREIS 2017**  
**BEST OF**

**AWARD FOR SAFETY 2018**  
**Fork Lift Truck**  
**Association**  
**Winner**





**360°  
PROTECTION**



# Driver-Assistance Safety Systems for Industrial Truck Fleets

We develop and manufacture driver-assist safety systems for lift trucks and other industrial vehicles. These electronic systems intervene automatically when vehicles engage in unsafe behavior or are in a potentially dangerous situation. For example, our systems can slow down a lift truck or warn the driver and nearby pedestrians with visual, acoustic or vibrating signals. Although our focus is safety – avoiding hazards and preventing accidents – we design our solutions to complement a vehicle's normal work routine with minimal disruption, which typically results in a high level of operator acceptance.



## ELOshield

Proximity Detection System



ELOshield™ is an innovative, UWB-based protection system designed to shield vehicles and staff. A fixed-site version monitors accident-prone areas, such as high-traffic aisle intersections. A mobile version monitors "danger zones" around moving vehicles (both vehicle-to-vehicle and vehicle-to-person). These zones can be flexibly programmed by vehicle, based on operating needs, as circles, symmetrical rectangles or asymmetrical polygons.

[+ eloshield.elokon.com](http://eloshield.elokon.com)



Award-winning solution

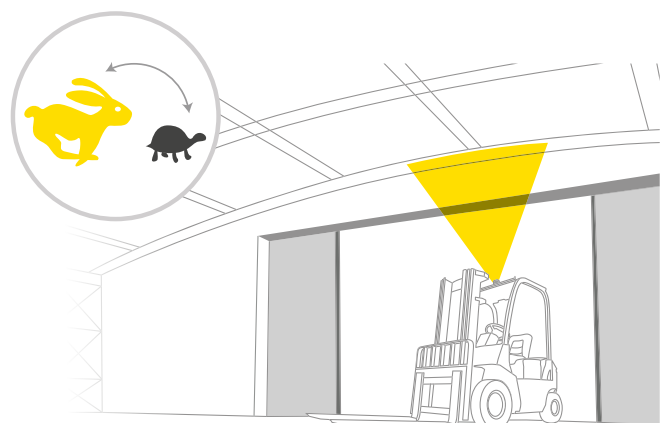
## ELOspeed

Indoor/Outdoor Speed Control



In production and warehousing facilities, passages between indoor and outdoor work areas are often safety-critical zones. Lift truck drivers are typically permitted to accelerate to maximum speed when outside, but are supposed to slow down for safety when returning inside. ELOspeed™, a radar-based system developed jointly with our automotive industry customers, allows vehicles to operate at full speed outdoors, but automatically slows them down to a programmable speed limit as they come inside.

[+ elospeed.elokon.com](http://elospeed.elokon.com)



# Our End-to-End Offering

With over 30 years of industry experience, deep expertise in safety technology and success implementing and supporting our systems, we know how to help our customers achieve their safety goals. We provide comprehensive end-to-end services, from pre-sales requirements analysis to project management to after-sales support.

## PRE-SALES CONSULTING

As part of our pre-sales consulting service, we typically assess the current application, define goals, analyze requirements, and work closely with the customer to tailor the right solution and project plan.

## PROJECT MANAGEMENT

Managing the deployment of our systems typically includes electro-technical integration with vehicles, installation and calibration of hardware, and commissioning/launch.

## AFTER-SALES SERVICE

We provide a wide range of ongoing support options for our customers: phone and email service with short response times, fault rectification under warranty, maintenance contracts, recurring compliance testing in accord with health and safety regulations, periodic refresher training, and on-site assistance from service technicians.

## TRAINING

We can provide extensive training, from individual sessions on how to use our products to “Train the Trainer” events. The simplicity, reliability and automation of our systems empowers our customers to conduct their own internal training. Customers also often install and commission our products themselves.

## PRODUCT INNOVATIONS

We welcome new product ideas from our customers – to improve industrial vehicle safety, driving comfort, ergonomics, economy and/or efficiency. With over 34 years of experience developing successful electronic solutions for warehousing applications, we are well positioned to systematically evaluate new product ideas – whether for an entire industry or an individual customer – and transform them into timely commercial production.

**We love innovative, agile product development!**



»THE **ELOKON** BRAND  
IS SYNONYMOUS WITH  
**LEADING EXPERTISE IN  
SAFETY SYSTEMS** FOR  
PLANT AND MACHINERY.  
ELOKON ALIGNED THEIR  
SAFETY TECHNOLOGY  
WITH OUR OPERATIONS  
AND **IMPLEMENTED OUR  
PROJECT PERFECTLY.**«

Daniel Salas, Key Account Manager Industrial Vehicles, SICK Vertriebs-GmbH

THE ELOKON PARTNER PROGRAM

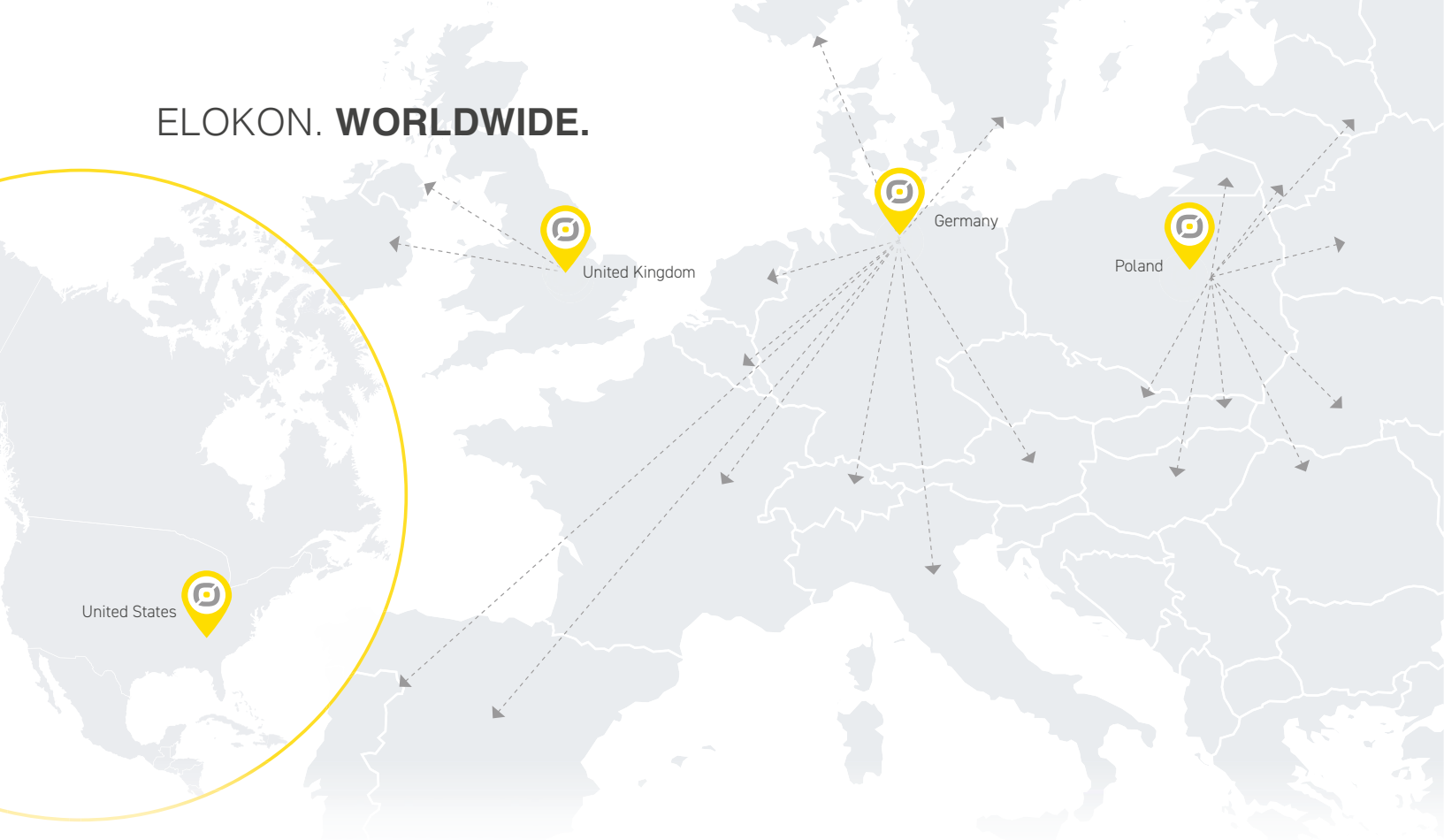
Lift truck  
OEMs

Lift truck  
dealers

Systems  
integrators










Technology  
providers

# ELOKON. WORLDWIDE.



## 4,250+ CUSTOMERS. WORLDWIDE.

With industrial experience and technical expertise from more than 4,250 projects in more than 46 countries, we optimize the intralogistics of our customers.

		 The Chemical Company		
				
			 Mercedes-Benz	
				
				

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