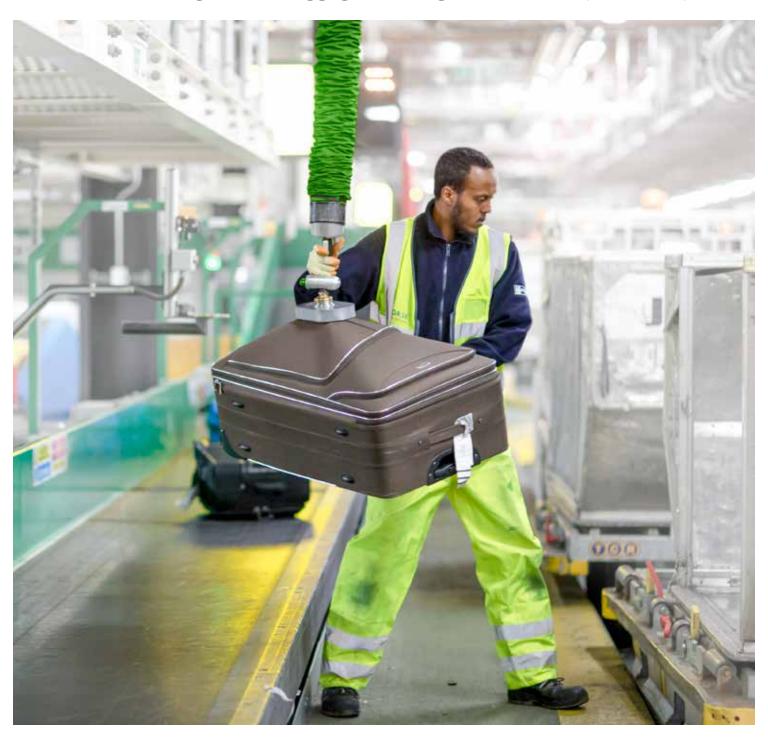
Ve are System Integrator of Piab in Hong Kong Uplifting Baggage Solutions 領捷科技(香港)有限公司 Insights Technology (Hong Kong) Limited

The ultimate ergonomic baggage handling solution for airports and ports



Lift your business all the way

with Piab's airport solutions

Piab provides smart solutions for the automated world. Our gripping and moving solutions help thousands of customers in a wide range of industries globally to improve energy-efficiency, productivity and working environment.

Piab's Vaculex® product range is a world-leading ergonomic lifting equipment based on vacuum technology. Since 2005 Piab has supplied the airport industry with flexible, top-quality equipment made from a Swedish design. Our ergonomic solutions have reduced the high number of injuries associated with manual handling of baggage.

Today, Piab has installed over 650 BaggageLift units in more than 65 airports across the world, boasting thousands of satisfied users who work with the equipment every day.

Existing users of Piab's Vaculex® BaggageLift have highlighted increased productivity, an improved working environment and reduced number of injuries. Independent studies show that the load on the body is reduced by more than 80% with added bonus of maintained or increased productivity.

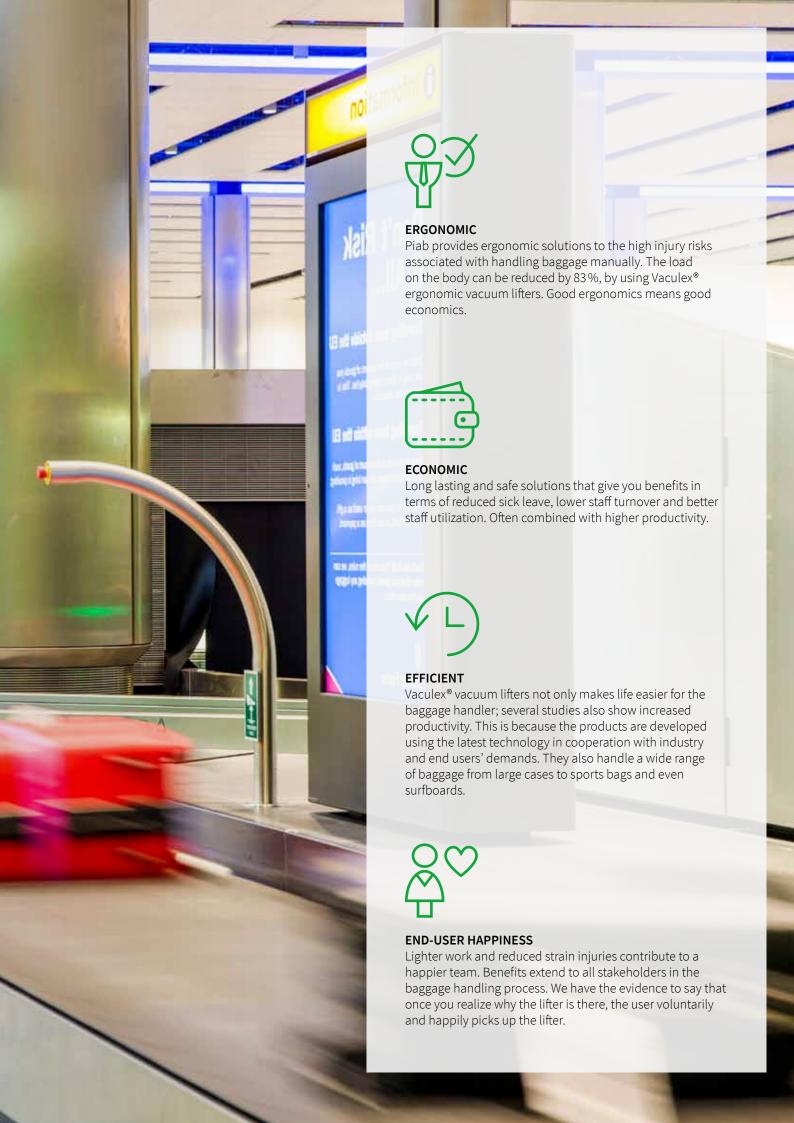
We're extremely proud to have created a solution that helps every single baggage handler to eliminate their physical pain, all thanks to Piab's ergonomic Vaculex® solutions.

How can our solutions lift your business?



"For Piab the understanding of the customers' needs is the most important thing in a customer relation. After the customers have installed our equipment, they usually are surprised of how many injuries they can reduce. Our goal is to make our customers' work physically easier."

Steven Higgins – Global Sales Manager Airport & Port, Piab







Take control of the baggage

HOW DOES IT WORK?

An electric vacuum pump pumps out the air which creates the desired vacuum level. When a suction foot is placed airtight on a bag, the result is lower pressure. The difference in pressure makes the tube contract vertically and the object is lifted.

GRIPS ANY BAG - ANYWHERE

The flexibility of the Vaculex* BaggageLift allows it to grip almost any type of bag. No matter the fabric or size, it will lift bags up to 32 kg (70 lbs) in gauge, and out of gauge (OOG) environments up to 60 kg (132 lbs). The angle adapter allows the operator to angle the suction foot at ninety degrees to pick up bags from the side and the swivel allows for the baggage to rotate 360°. These built in features allow a wide variety of baggage to be handled safely, including backpacks and soft bags.

SOLUTIONS FOR ALL CONDITIONS

Piab's Vaculex® patented Low Head Room equipment allows unique and flexible solutions where ceiling height, narrow and confined areas with limited available working space may be an issue. Low profile crane systems, monorails, and carbon fiber arms are examples of how we provide our users with innovative answers to challenging airport environments.

HOW MUCH CAN YOU LIFT?

Did you know that a baggage handler lifts at least 6 tons of baggage per shift? This represents 5 Mini Coopers every day!

The Vaculex[®] is an innovative way to take control of baggage handling. The benefits users reports include reduced injuries, improved working environment and increased efficiency.

Isn't it time to take control of the baggage?



"Since we installed Vaculex equipment we have reduced our sick leave by 50%."

Matthew Pyne – Station Attendant, Air Canada, Halifax

Flexible solutions for any environment

Show us your terminal, and we will help you find a suitable solution!

The flexibility of the Vaculex® products means that we can overcome many of the physical constraints that occur in any cruise terminal - or airport baggage hall. Whether retrofitting into an existing terminal or planning for a new building we can offer solutions that will adapt to the existing or required infrastructure.

We make sure to understand the customers processes and often work closely with integrators and architects. We take responsibility of the design – and the earlier we get involved in a project, the better the outcome.

International hubs, domestic or regional airports, all will experience baggage handling challenges - and whether there are open carts or ULDs (e g AKH, AKE) - our solutions are just as relevant. Arrival, make up area, transfer, re-flight, out of gauge (OOG/oversized), security check or baggage reconciliation: these are examples of areas where Vaculex® BaggageLift will do the work for you.

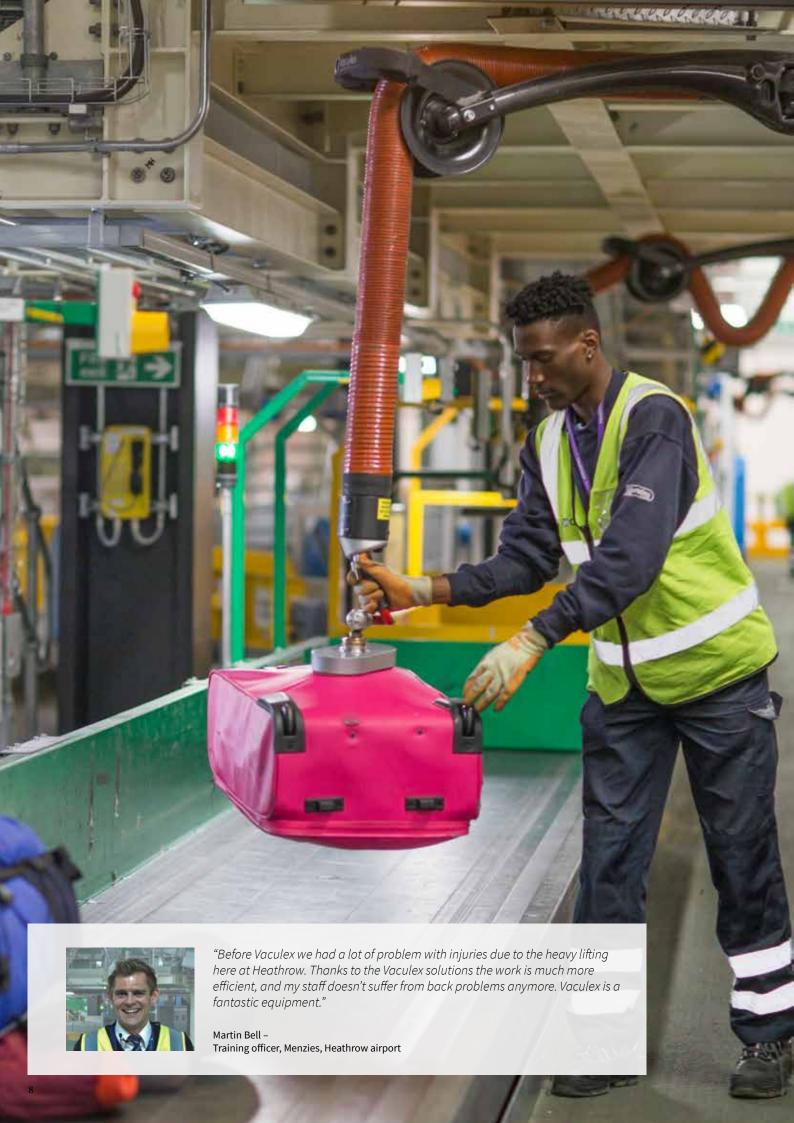
With our help the baggage handler gets the best solution that is easy and above all – safe to work with.



Piab's design engineers develop solutions in collaboration with customers, integrators and architects whether these systems are retrofitted or specified into a baggage system from the outset. To ease this process, we use 3D design packages such as SOLID WORKS, NAVIS or REVIT which enable efficient project coordination with design team members. The earlier we can become involved in a project, the better the outcome - space can be safeguarded and the solution less compromised benefitting the end-user.







We make your work easier

Before, during and after the purchase



BEFORE

By understanding your needs, we design a solution that adapts to the challenges of your operation and infrastructure. Learning about our customers' business and challenges are important to us. Therefore, our solutions are carefully developed using the latest technology in cooperation with the industry and the end users.



DURING

A happy customer is crucial to us. With almost two decades of experience in the aviation industry our dedicated team of professionals have developed a deep knowledge and understanding for the stakeholders' needs to maximize user happiness, efficiency and safety.



AFTER

Your satisfaction is our responsibility. For us a continuous high level of usage of your Vaculex equipment is crucial. Completion of the Vaculex is just the beginning. Our training programs includes practical training, participation and follow up and helps us achieve ambitious usage level targets. Our after sales team works closely with all stakeholders to assure a high operational usage level – creating end-user happiness, safety and efficiency.



"Baggage is such an important thing for the passenger. And with the Vaculex solutions we really can improve what we do. For me, the most important thing is that my staff comes home fit and safe. Introducing manual handling devices is the way forward."

Darren Constant – Head of airside operations, Menzies, Heathrow airport

Baggage handling for cruise terminals

Ceres implements innovative baggage handling system at Port Canaveral

Port Canaveral's direct access to the Atlantic Ocean makes it an attractive port the world's most prestigious cruise-lines. Ceres Cruise Services provides stevedoring to the major cruise lines calling on the Port.

Before Oasis of the Seas began sailing from Port Canaveral, Ceres Terminals took the initiative of installing the Vaculex® system curbside to load baggage onto the conveyor belts and inside Cruise Terminal "Our Vaculex system has operated flawlessly' and I believe our Vaculex Baggage lifters will be paid back within 3-5 years, through reduced sick leave costs", according to Tim Touzet, Vice President Florida Cruise Operations.

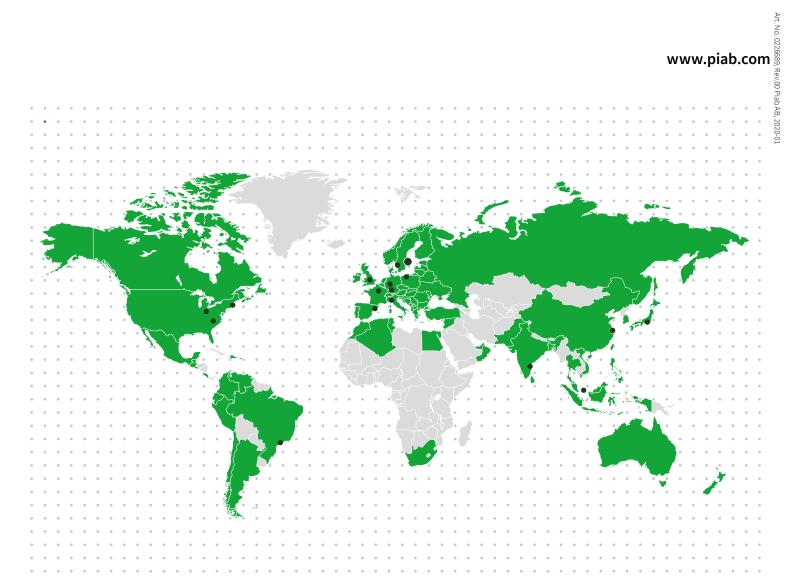
The ILA union's local chapter has been extremely happy with the Vaculex solution as it significantly reduces the risk for back injuries, Tim continues.



"Because of the success in the first terminal the units were installed in, we are going to install 16 more units in the baggage handling room in the new terminal 3, scheduled to open June 2020. We expect the units will help our staff with consistent luggage movement that does not cause the worker to overextend their bodies", says Tim Touzet, Vice President Florida Cruise Operations.







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