

# Company Presentation – ULD Care Mainz

Zodiac AirCargo Equipment

# Zodiac products & organization



**THE EXPERTISE  
OF ZODIAC AEROSPACE**  
TO COMFORT, ONBOARD SYSTEMS AND SAFETY OF AIRCRAFT

Segments	CABIN & STRUCTURES	GALLEYS & EQUIPMENT	SEATS	AEROSAFETY	AIRCRAFT SYSTEMS	SERVICES
Divisions		<ul style="list-style-type: none"> <li>➤ Zodiac Galleys</li> <li>➤ Zodiac Galley Inserts</li> <li>➤ <b>Zodiac Rotable Equipment</b> <ul style="list-style-type: none"> <li>• <b>Zodiac AirCargo Equipment</b></li> <li>• <i>Zodiac AirCatering Equipment</i></li> </ul> </li> </ul>				
BU's						

# Key figures

## Zodiac Aerospace

EUR 3.9 billion sales

26.100 employees worldwide

## Galleys & Equipment

3.900 employees worldwide

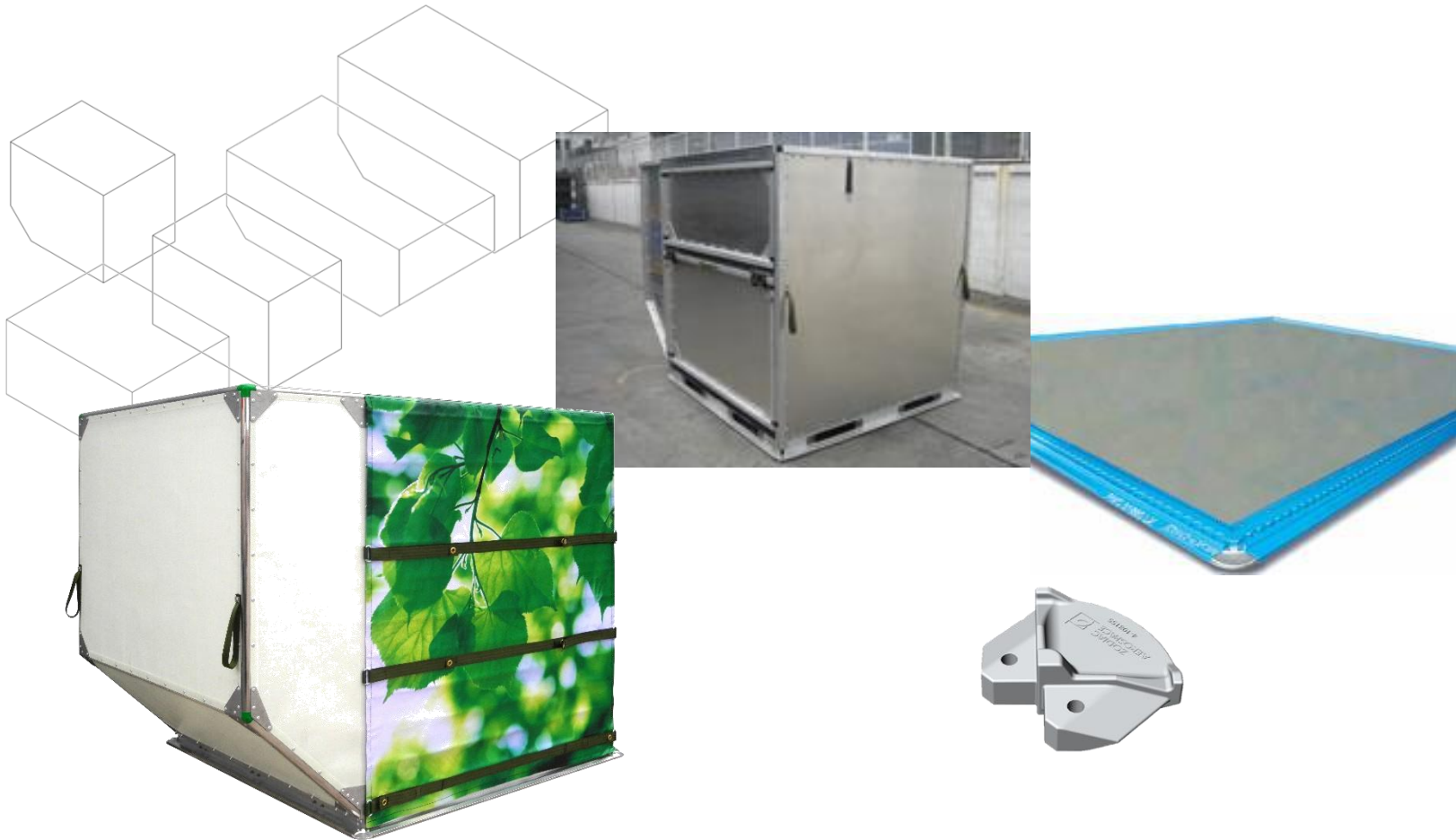
## AirCargo Equipment

250 Employees Worldwide

Airlines serviced: ~ 50 Active accounts

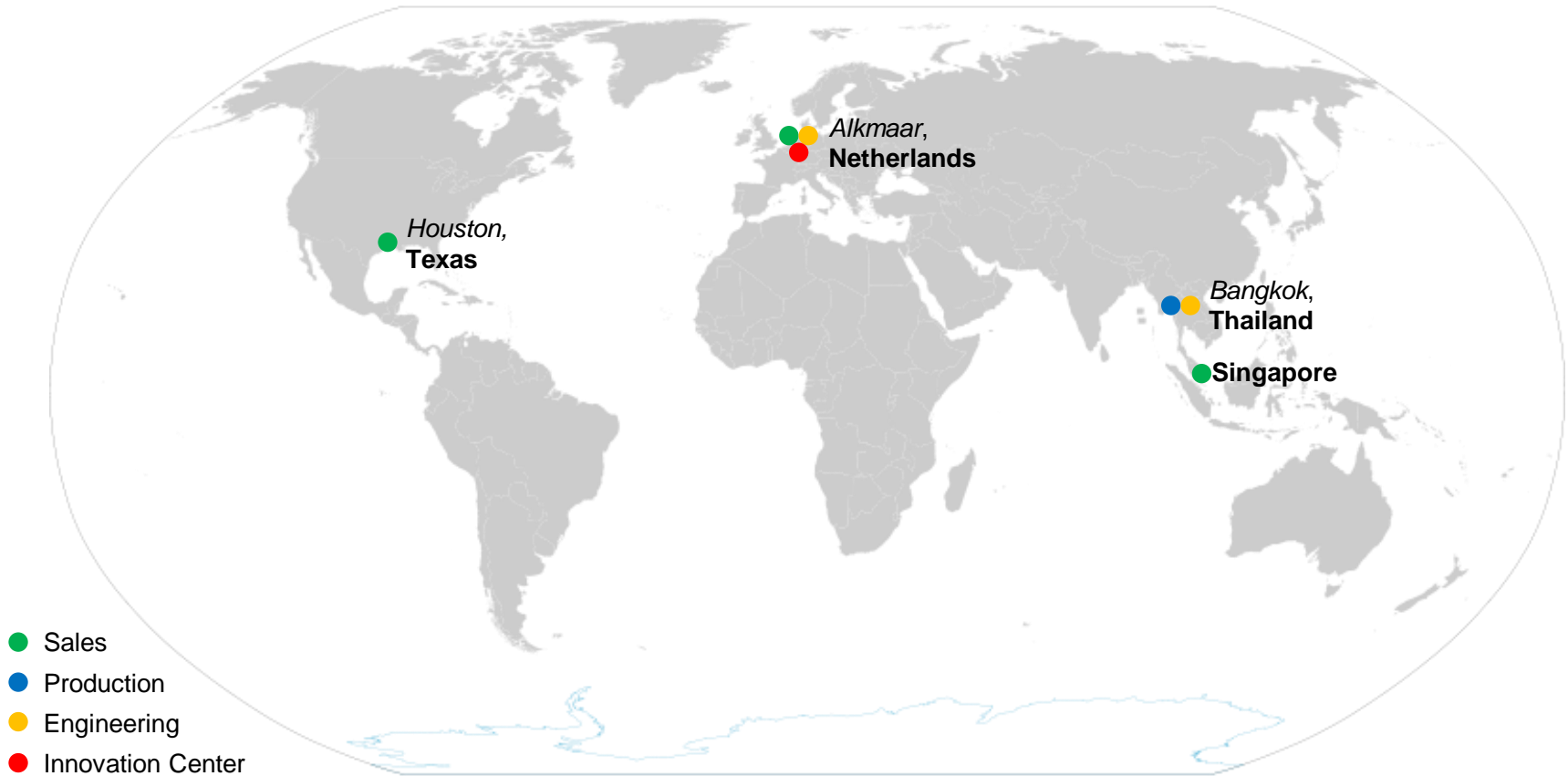
Manufacturing capacity: 37.500 Containers /year

# AirCargo Equipment products



- Complete range of cargo products
- Operational in all commercial aircraft platforms
- Spare parts

# AirCargo Equipment locations



- Sales representatives in all global areas
- Mature production organization Thailand (ULD's since 2004)
- Engineering activities in both NL and Thailand



# AirCargo Equipment locations

*Alkmaar: Innovation Center, Engineering, Sales*



- Shared facility with Business Units Galleys and AirCatering Equipment
- Engineering and sales activities
- Dedicated Innovation Center

# AirCargo Equipment locations

## 2 Factories in Bangkok

- Bang Phli: Container production 5600m2 750 AKE a week
- Bang Bo: Pallet production 1500m2 600 PMC a week

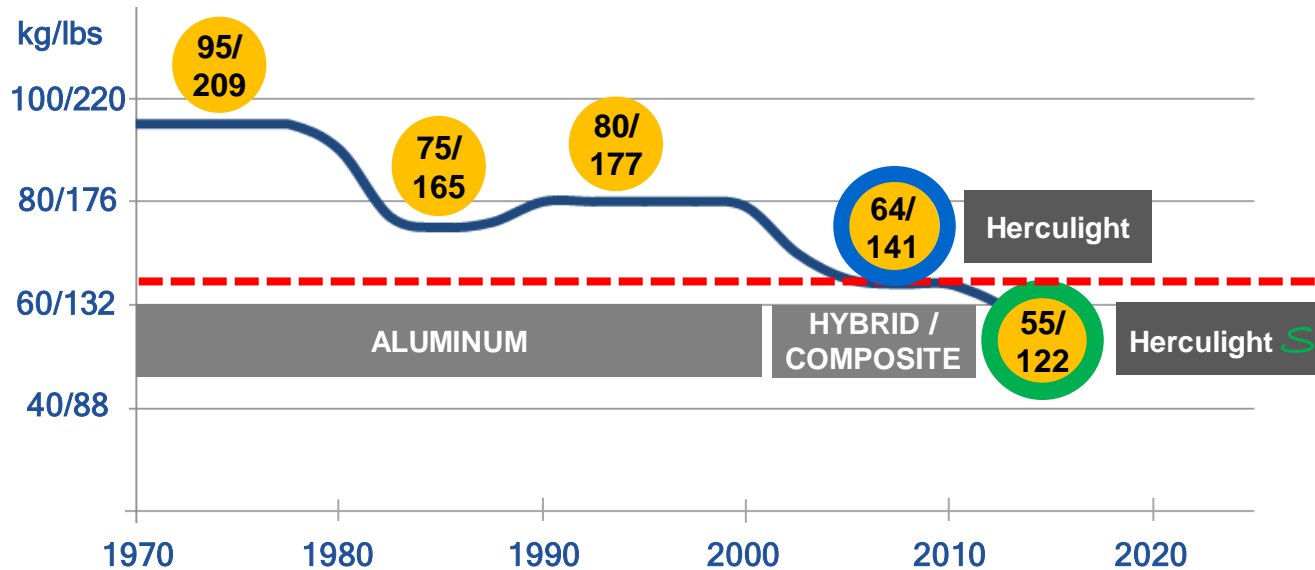


# Herculight S

The next generation of light and durable containers



# Industry weight trend



## Problem:

- Weight beyond 64 kg/141 lb (with existing designs) would affect structural integrity

## Solution :

- Zodiac AirCargo Equipment took the lead to innovate with a **new design**:
  - ➔ target weight ~ 55 kg/122 lb
  - ➔ strength = min. same as current units

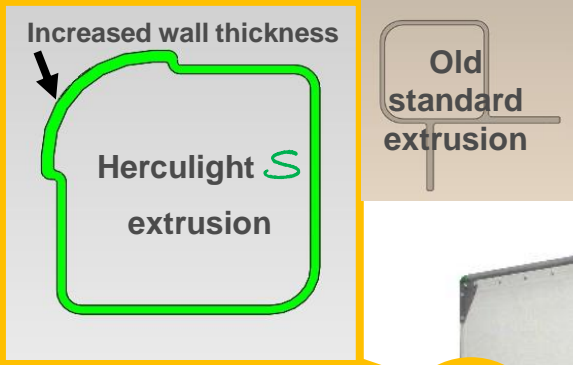


# Herculight S



**55 kg/122 lb**

# Features

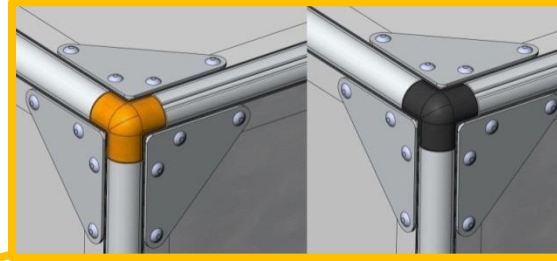


Smooth flangeless impact-resistant extrusions



# Features

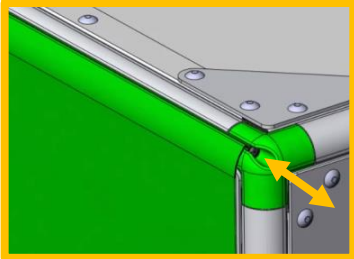
Replaceable,  
impact resistant  
colored polymer  
corner pieces



# Features



Simple & fast  
slide-in door  
replacement

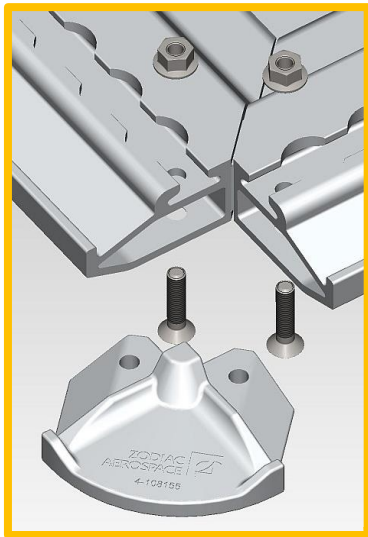


Bar-less and  
watertight



# Features

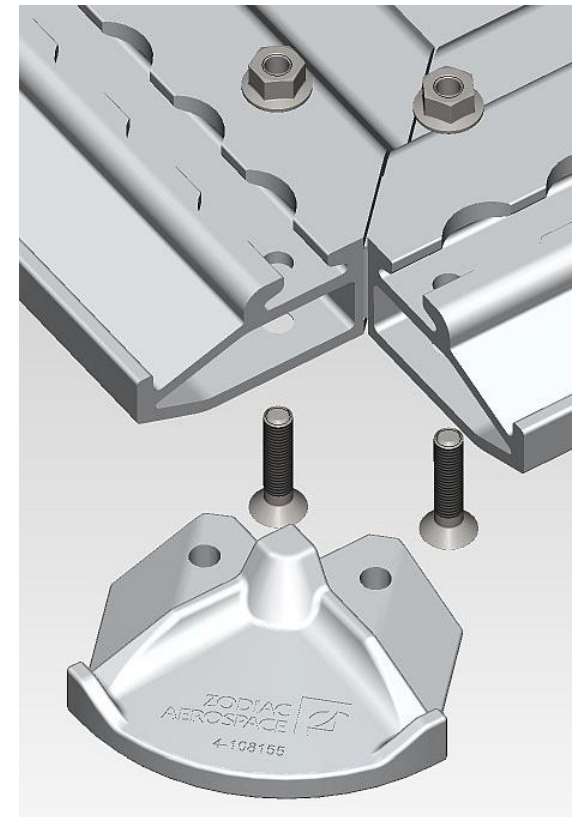
Replaceable  
rivet-less base  
corner pieces.  
Interchangeable  
with pallet.



# Herculight Pallet

## Features

- Easy replaceable corner pieces, attached by 2 bolts. No need to drill out rivets. Interchangeable with other pallets and Herculight S container.
- Smart use of material; optimize strength, less weight
- Narrow rails for maximum loading area
- Powdercoated or anodized edge rail colors



# Summary of benefits

## Cost savings

**400 kg** load reduction per trip, **saving 80.6 tons** of **fuel** per aircraft per year\*

## Green

**255 tons** less **CO2** emission per aircraft per year\* & use of modular parts with extendable lifecycle. Production ISO 14000 certified

## Durable

Forklift **crash resistant** canvas, stiff profile design [video]

## Easy to assemble & repair

**Modular** design

## Safe for contents & handling

**Smooth** surface & radiuses in- & outside

*\*Based on B777-300 with average load 8 PMCs & 20 AKEs. Herculight S container (65Kg vs 55Kg) and Herculight pallet. (104Kg vs 84Kg). Calculated at 4% fuel weight savings per kg of reduced load weight*

# Questions

