

# A Rolling On Interroll success story from Power Stow

## EXCELLENCE IN BAGGAGE & CARGO HANDLING ON THE RAMP

Founded in 2003 in rural surroundings about 40 km from Copenhagen (Denmark), Power Stow is dedicated to the design, manufacturing and international marketing of the Power Stow Rollertrack Conveyor - a brand-new concept in mobile belt loading systems. The company has been in the market for more than 10 years. Tested and tried under harsh, everyday conditions, the Rollertrack Conveyor has proved its superior performance through cost-effective loading and offloading of passenger baggage on the ramp.

### THE CHALLENGE

Back in the 1990s, the Danish health and safety authorities had pressed for a solution to take the strain off baggage handling staff. These employees were working in narrow-body aircraft, which not only tested their physical strength to the limit but also posed genuine risks to their health. There was a real need to come up with a solution that would solve these issues and Power Stow emerged with an innovative concept.

### THE SOLUTION

"I had an idea for a possible technical solution to that pressing issue, so I decided to go for it". With this mindset Martin Vestergaard, a well-known figure on the international ground support equipment scene, founded Power Stow in 2003 and started to sketch out the Rollertrack Conveyor a belt loader based on a novel yet simple conical roller design. He admits: "The idea of double conical rollers was a shot in the dark, but it stood the test and has now been patented".

Able to move quickly in and out of aircraft, the extendable and retractable conveyor is setting standards across the globe. Driven by the Interroll 24V RollerDrive, the conveyor precisely guides baggage all the way into the cargo hold. Everything is carefully stowed ready for the Boeings, Airbuses or Embraers to take off.



## IN A NUTSHELL

With more than 400 units in service worldwide, Power Stow contributes to more efficient and cost-effective ground support operations through more stable and flexible loading and offloading of passenger baggage requiring less manpower than other options. Power Stow also contributes to creating a better working environment with equipment that requires less physical exertion and potentially damaging long-term physical impact on the human body.

Ground Operations from leading airports and airlines confirm the advantages of the Rollertrack Conveyor. "This was the best buy in this niche market for GSE, outstanding product, high quality, delivered prior to scheduled lead-times, 99% reliable product against the lowest Total Cost of Ownership (TCO)." states Peter Leene, Senior Buyer Projects, Procurement Airport Operations (SPL/IW) at KLM. To date, more than 400 Rollertrack Conveyour units are in service at airports worldwide, from the US to New Zealand.

## COMPANY DETAILS

### Power Stow A/S

Power Stow is committed to setting new standards in passenger baggage handling on the ramp with Power Stow Rollertrack Conveyor, a mobile belt loader solution that is more flexible and cost-effective than conventional belt loaders.

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Power Stow aims to build a global service and supply chain for airport ground support teams, enabling them to benefit from superior quality and service from a resourceful, financially strong and profitable supplier.



[www.powerstow.com](http://www.powerstow.com)

### POWER STOW A/S

is an official partner of the Rolling On Interroll program of the worldwide Interroll Group.



As a company inspired by product innovation, Power Stow relies since many years on 24V drive technology from Interroll and more precisely the RollerDrive. Key reasons for this choice were product quality and reliability, operator safety provided by this low voltage drive system and the local service and support offerings from the Interroll Nordic team.