



# VarioSAVE<sup>®</sup>

Fast cargo securing



powered by  
**VarioSOLUTIONS<sup>®</sup>**

# Problems in the transport sector



**Lost loading area**  
If too few lashing points are available, much loading space is lost with mixed loads, as certain tensioning paths and angles must be observed.



**Safety checks**  
Checks and discussions about cargo securing cost you time, even if everything works out in the end.



**Travel interruptions**  
Even a well secured loading can slip when cornering or braking. One more reason to check the loading during the travel.



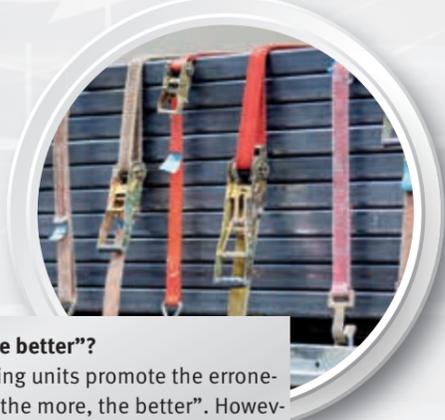
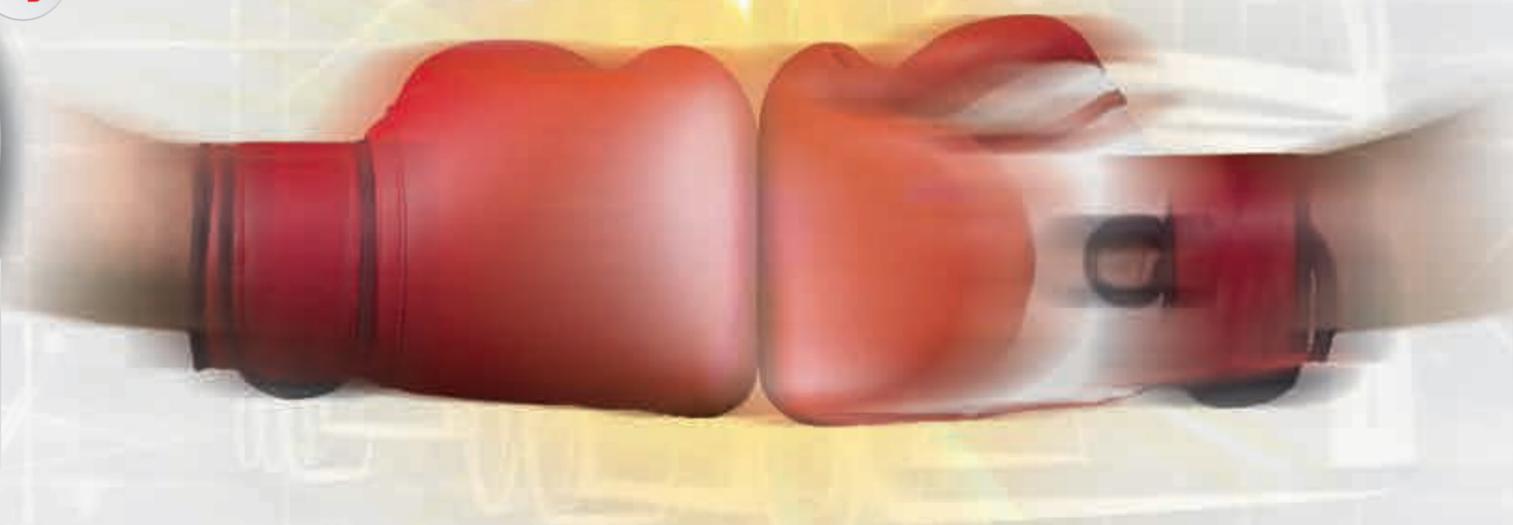
**Risk of accident**  
If the loading slips, the risk of an accident increases – both during the journey and during loading, unloading and intermediate loading.



**Complicated bills**  
The correct cargo securing can be calculated mathematically. However, this is often complicated and time-consuming. It also often leads to an over- or under-dimensioning of the cargo securing.

## Competing goals in the transport industry

# Speed Safety



**“The more, the better”?**  
Complex loading units promote the erroneous belief of “the more, the better”. However, time-consuming cargo securing does not automatically mean maximum safety.



**Low quality**  
Extensive and complex fixing measures do not fulfil their purpose if the quality is not correct.



**Risk of wear**  
Fixing material is subject to high wear and must therefore be checked and exchanged regularly.

### Optimisation approaches

- Re-think fixing situation, especially for long, stacked products
- Search for simpler and faster back-up options
- Reduce the timing of checks during the travel
- Make better use of the loading area by, for example
  - More lashing points
  - Shorter distances between securing technology and goods
- Reduce the risk of injury by optimising the loading arrangement so that nothing slips, for example, even during partial unloadings
- Simple interpretation of necessary safety measures for the driver
- Simplify wear part replacement and checking

### Goals

- Time saving
- Flexibility
- Acceptance

**SAFETY**

## Highest quality for maximum safety

VarioSAVE is an innovative cargo securing system for form-fit securing of the truck loading. Certified by TÜV Nord in accordance with VDI2700, DIN-EN 12195 and 12640, it guarantees the vehicle manufacturer maximum loading safety.

VarioSAVE products are manufactured exclusively in Germany. State-of-the-art 3D software, high-precision CNC technology and automated welding ensure the highest quality.

Valuable time is saved every loading operation, as the load does not have to be moved and re-tied several times. Complex calculations of optimal safety are a thing of the past.

Safety and flexibility are increased because cargo securing with VarioSAVE is quick, easy and can be applied without any previous knowledge.



### Transport situation

Depending on the transport situation, there is an amortisation of less than one year – after which money is earned in cash terms!



### Maximum flexibility

More lashing points can hardly be achieved. Flexibility, especially with mixed loadings, is significantly increased.



### Produce form-fit

This avoids gaps in the load, especially with mixed loadings.

## Increase in flexibility

- Optimised area utilisation thanks to a wide range of form-fit cargo securing options over the entire loading area
- Ideal also for mixed loadings
- Lashing points in abundance
- Higher strengths and thus higher volume weights
- Form-fit and force-fit load securing possible at the same time
- Simple securing of unusual shapes
- Gentle transport even of sensitive goods



### High acceptance

Several hundred vehicles equipped with VarioSAVE are proof of the high acceptance of the system among drivers.

powered by  
**VarioSOLUTIONS**

Flexibility

Time saving

Safety

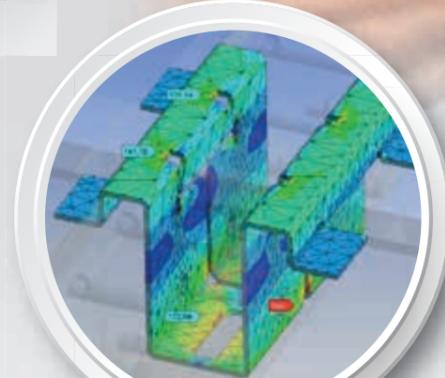


### Certified safety

This is an important prerequisite for reducing down times during checks.

## Time saving

- Amortisation period less than one year, depending on transport situation
- Significant time savings during initial loading, partial loading and unloading
- Hardly any re-loading for partial loadings
- Certified safety reduces problems on police checks
- Fewer wear parts and thus less checking effort



### Maximum quality

Robustly designed, almost wear-free components. Quality made in Germany.



### Higher load

Components integrated into the vehicle body enable high load absorption and higher volume weights.



### Reduced risk

The risk of slipping loading is considerably reduced in the case of partial loadings.

## Safety Plus

- Very simple principle, therefore fewer securing errors
- Reduced risk of injury for example, due to shifting loading
- Drastic reduction of wearing out cargo securing equipment
- Reduced training effort
- Certified product quality

**G. ELSINGHORST Stahl und Technik GmbH in Bocholt, Germany**

VarioSAVE enables form-fit loading on several levels. Additional lashing equipment is rarely required. The resulting time savings inspire many of our customers: "We save approximately 30 min loading time per vehicle when pre-loading our delivery vehicles in the evening", says Ewald Heimann, Operations Manager of G. ELSINGHORST Stahl und Technik GmbH in Bocholt, one of the first VarioSAVE customers in Germany with over 20 vehicles.

The use of VarioSAVE for mixed loadings in regional supplier transport is particularly efficient. "Ten minutes of cargo securing time at each unloading point at the customer's site can thus be definitely saved. With four to six unloading points a day, this saves up to five hours of cargo securing time per week and vehicle", Heimann continues.



**"We save approximately 30 minutes loading time per vehicle."**  
Ewald Heimann, Operations Manager, G. ELSINGHORST Stahl und Technik GmbH in Bocholt



Perfect workflow: Loading and unloading with VarioSAVE



**"Our savings reach 20,000 euros a year."**  
Gunter Frick, Managing Partner, Friedrich Kicherer GmbH & Co. KG in Ellwangen, Germany

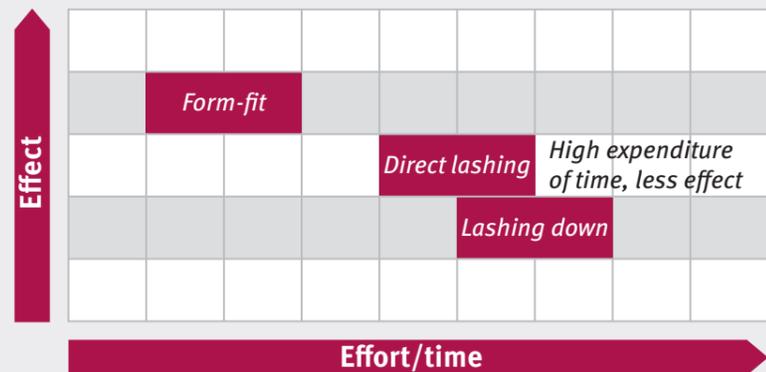
**Friedrich Kicherer GmbH & Co. KG in Ellwangen, Germany**

As one of the largest medium-sized steel traders in Germany, Friedrich Kicherer GmbH & Co KG has received five trailers specially developed by Elting. These are each equipped with 16 VarioSAVE trusses and anti-slip beams.

Thanks to efficient cargo securing, "10 to 15 minutes can be saved per unloading point", states Gunter Frick, Managing Partner of Kicherer KG. Projected over the year, this is "a saving of 20,000 euros".



Fast and safe: VarioSAVE



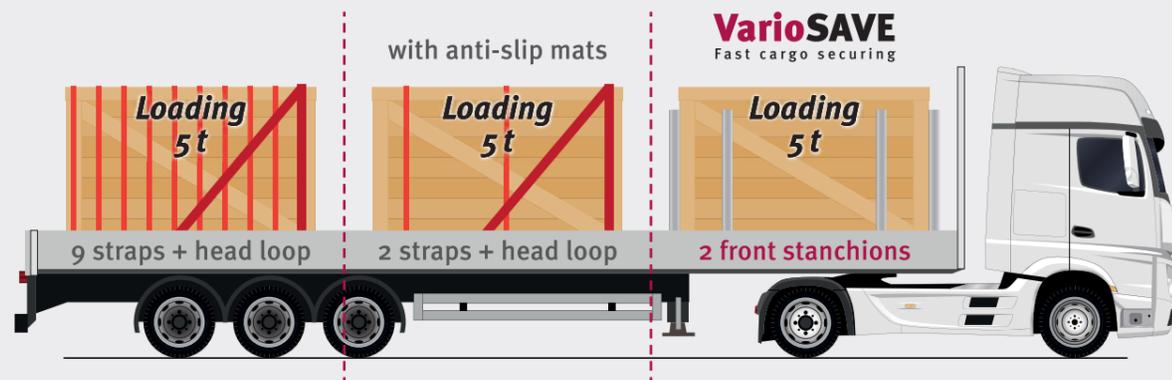
Form-fit cargo securing: fast and effective



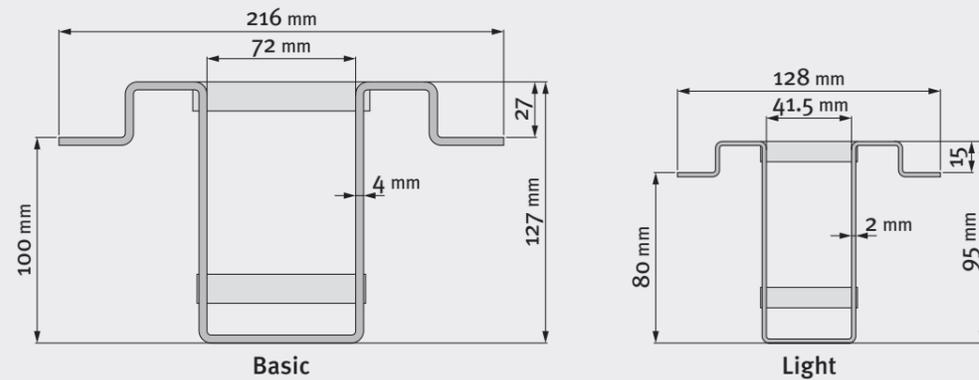
Loadings per day	1	1	1	2	2	2	3	3	3
Savings per loading in minutes	10	15	20	10	15	20	10	15	20
No. of unloading points	1	5	5	2	5	5	3	5	5
Savings per unloading points in minutes	5	10	10	5	5	10	5	10	10
No. working days/piece	250	250	250	250	250	250	250	250	250
Saved cargo securing time in hours	63	271	292	125	229	375	188	396	458
Hourly rate for trucks in €	60€	60€	60€	60€	60€	60€	60€	60€	60€
Saving/piece in €	3,750€	16,250€	17,500€	7,500€	13,750€	22,500€	11,250€	23,750€	27,500€
VarioSAVE Invest solo vehicle 15 tons in €	9,000€	9,000€	9,000€	9,000€	9,000€	9,000€	9,000€	9,000€	9,000€
Amortisation time/piece	2.40	0.55	0.51	1.20	0.65	0.40	0.80	0.38	0.33

**The cargo securing system that makes money!**  
Cargo securing is time-consuming, requires many consumables and trained employees. You win back productivity and thus money in cash terms with the VarioSAVE form-fit cargo securing system.

In comparison: VarioSAVE makes securing cargo easier and faster!



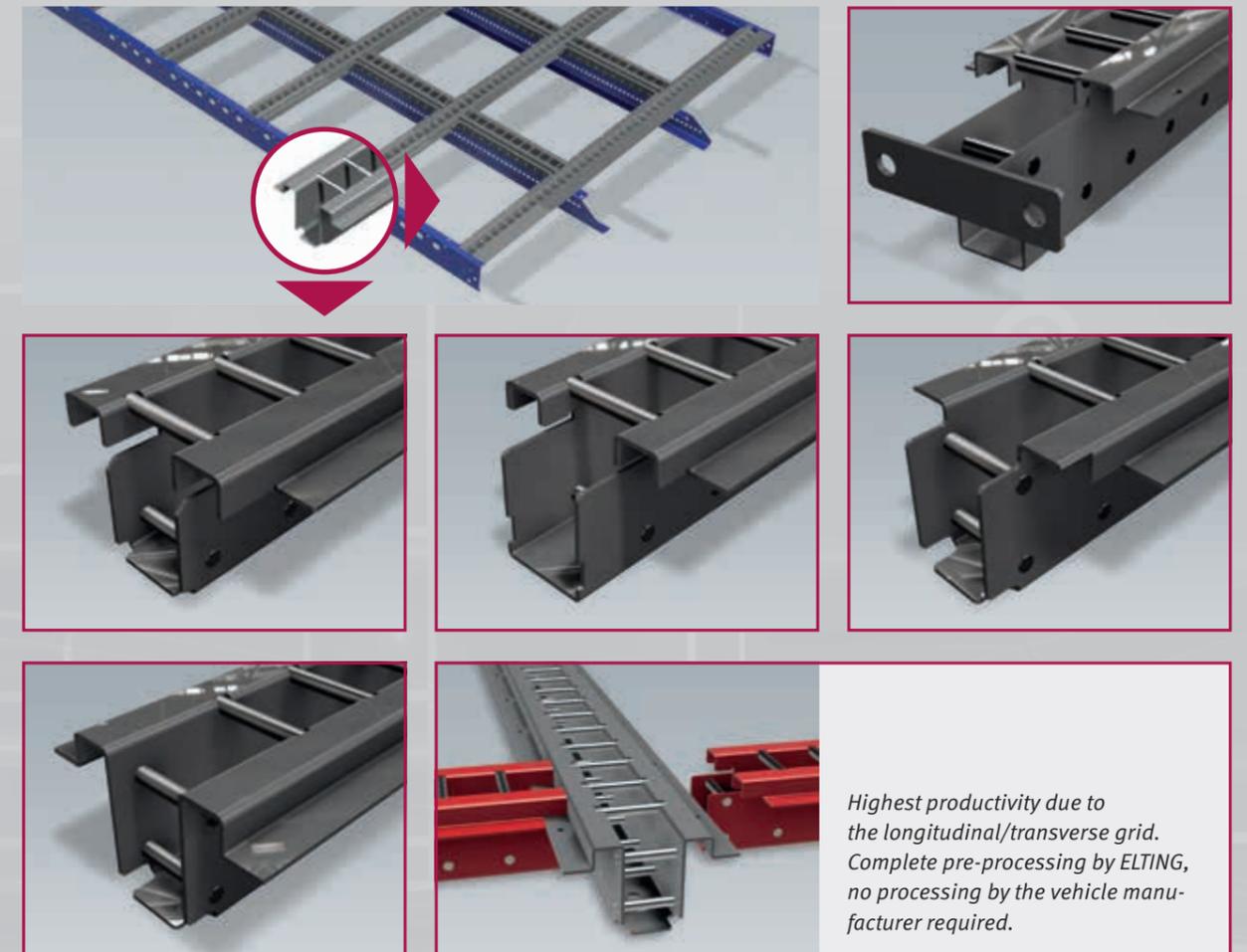
Dimensions (cross-section): VarioSAVE Basic and VarioSAVE Light



	Auxiliary framework construction (established system)	Long-beam construction (built-in system)
<b>VarioSAVE Basic</b> 70 x 70 mm post cross-section	 ●	 ●
<b>VarioSAVE Light</b> 40 x 40 mm post cross-section	 ●	 ●

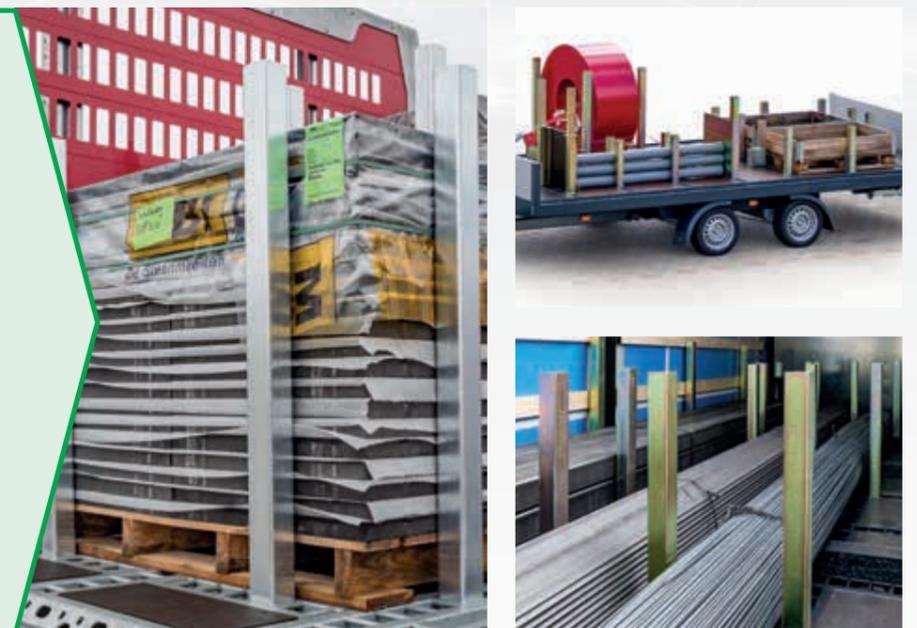
Parametrisation (pre-processing) and individual special designs

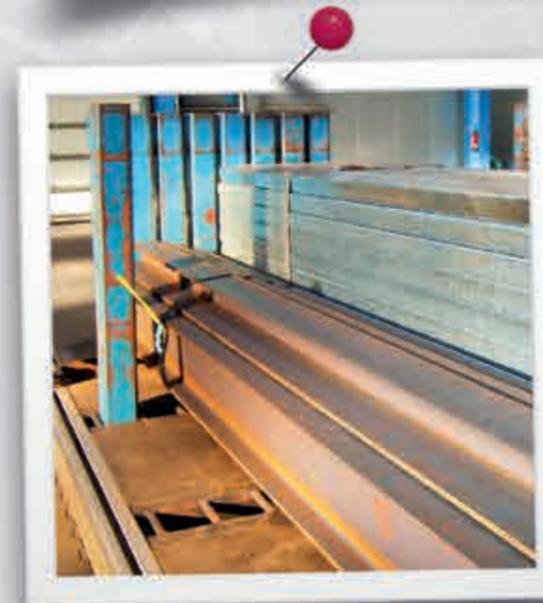
As a manufacturer we offer a precise CNC pre-processing, for a perfect adaptation to your requirements. On request, we can adapt our VarioSAVE trusses to various floor framework profiles.



**VarioSAVE**  
Fast cargo securing

- for
- Building materials
  - Steel
  - Palletised goods
- ...and much more!









VarioSAVE:  
It could not be faster or easier

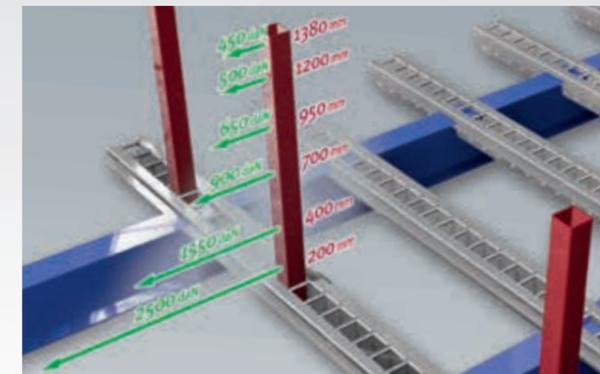
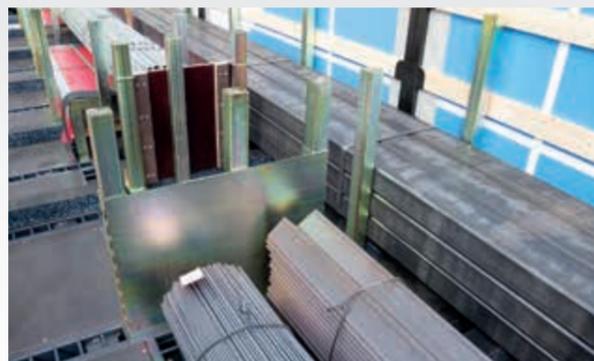


Building material platform with VarioSAVE Basic  
in cross connection

70 x 70 mm post cross-section, for vehicles  
up to 40 t permissible maximum weight

**Form-fit at almost every point**

VarioSAVE Basic is designed with a post cross section of 70 x 70 mm especially for vehicles in the 7.5 to 40 t class. The trusses are welded or screwed to the longitudinal beams and the floor framework of the body and replace the classic transverse beams.



Horizontal maximum loading of a VarioSAVE Light stanchion  
(force transmission at different heights)

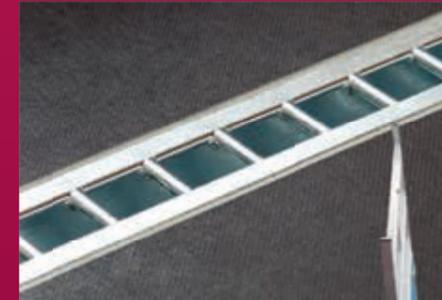


## Advantages

- Narrow, individually plannable insert grid
- Exact adaptation to the used outer frameworks
- Form-fit cargo securing on the entire loading area
- Large number of classic attachment options for lashing
- Lashing point according to DIN-EN 12640 of 2,000 daN



VarioSAVE Light in cross connection



Tandem trailer  
3.5 t permissible maximum weight



Transporter  
3.5 t permissible maximum weight

## 40 x 40 mm post cross-section, for vehicles up to 12 t permissible maximum weight

### Optimal for light to medium vehicles

VarioSAVE Light makes cargo securing a design feature of the body. The innovative and reliable trusses are specially designed for vehicles of the class up to 12 t and are therefore ideal for light to medium-weight trailers, such as, for example, car trailers. The posts have a dimension of 40 x 40 mm.

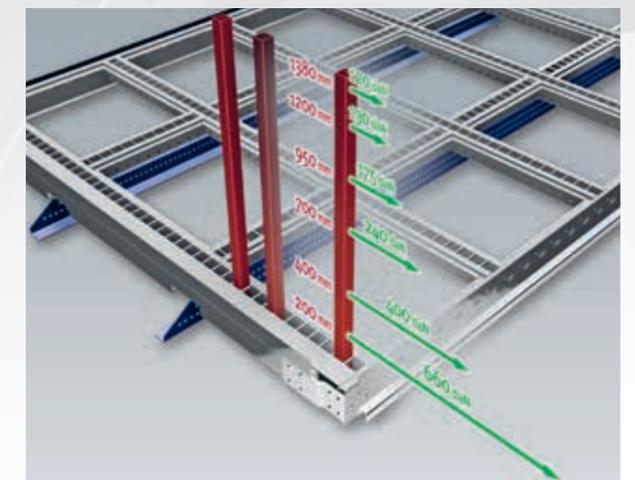


### Advantages

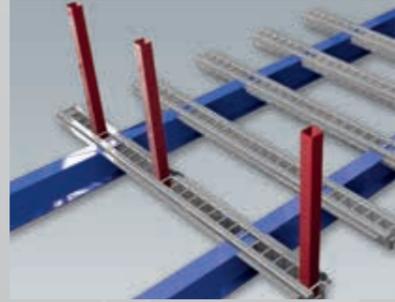
- Narrow, insert grid customised to individual requirements
- Posts require significantly less space than the oblique bracings of a friction-locked lashing
- Problem-free securing even of particularly heavy goods or special shapes, thanks to extensive VarioSAVE system accessories
- Optimal use of the particularly valuable cargo space
- Lashing point according to DIN-EN 12640 of 1,000 daN

### Manufacturer's service

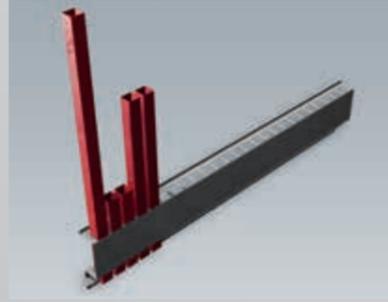
- Available as welding and screw version
- Delivered ex stock in standard versions
- Individual designs possible – we offer the production of special or industry solutions
- Extensive range of accessories to further simplify securing
- Precise interplay of all components



Horizontal maximum load of a VarioSAVE Light stanchion (force transmission at different heights)



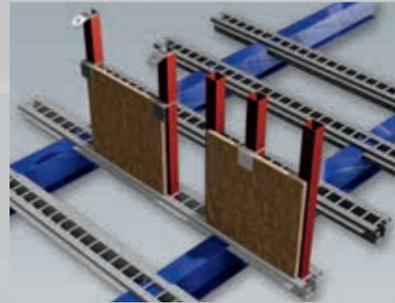
VarioSAVE Stick, system post



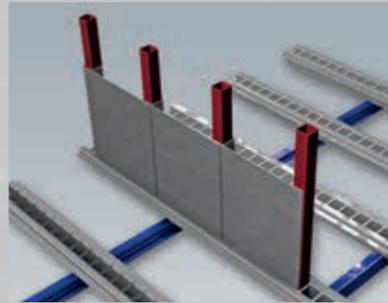
VarioSAVE Magazine



VarioSAVE Fixx/Fixx duo bracing bolt



VarioSAVE Board W, flexible wall elements, screen printing plates



VarioSAVE Board M, flexible metal wall elements, cascadable



VarioSAVE Wall, artificial front wall for load distribution



VarioSAVE Coil system that enables damage-free hanging aluminium coil transport on the coil spindle



VarioSAVE Extender as lateral extension for extra-wide loadings

... and what does that further provide?



Traverses overview

Item number	Length of traverse	Floor lowering	Rough	Galvanised	Weight	Outer frame-work adjustment	Clear loading width
100.0150.99996	2542 mm	27 mm	Platform width 2550 mm	●	44 kg	ZB	2471 mm
100.0150.99995	2472 mm	27 mm	Platform width 2480 mm	●	44 kg	ZB	2243 mm
100.0150.99994	2472 mm	27 mm	●	●	44 kg	SAR	2289 mm
100.0150.99998	2542 mm	27 mm	Can be individually shortened		●	-	2328 mm
100.0150.99997	573 mm	27 mm	Longitudinal installation		●	-	-
100.2150.99999	2474 mm	15 mm	Platform width 2480 mm	●	17.5 kg	-	2342 mm
100.0150.99992	2472 mm	27 mm	Platform width 2480 mm	●	44 kg	ZB	2243 mm
100.0150.99990	2472 mm	27 mm	●	●	44 kg	SAR	2289 mm
100.0150.99991	2542 mm	27 mm	Can be individually shortened		●	-	2328 mm
100.0100.xxxxx	max. 2542 mm	adaptable	Platform width 2550 mm	●	individually	●	adaptable
100.0150.xxxxx	max. 2542 mm	adaptable	●	●	individually	●	adaptable
100.2150.xxxxx	max. 2480 mm	adaptable	Platform width 2480 mm	●	individually	●	adaptable

HR = Auxiliary framework construction / LT = Longitudinal beam construction / ● = Standard / ○ = Optional / ZB = Lashing bracket construction / SAR = Inclined outer framework



More about our anniversary offers:  
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**ELTING Geräte- und Apparatebau –  
Know-how and quality made in Germany!**

ELTING has been active in metal working for over 80 years and is now one of the market leaders in this sector.

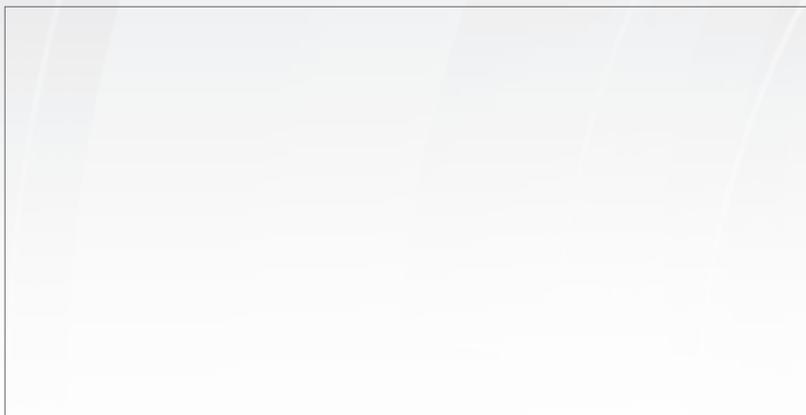
As one of four core areas of the intelligent vehicle construction solutions, VarioSOLUTIONS, VarioSAVE won the Innovation Award in 2010 and has become an important component of numerous trucks.



**VarioSOLUTIONS**  
Intelligent vehicle construction solutions

VarioSOLUTIONS from ELTING stands for intelligent and innovative vehicle construction components such as the VarioFRAME® modular system, which has already been presented in detail.

The overall brand also includes the VarioSAVE cargo securing system, the versatile VarioPARTS components and our comprehensive range of services called VarioSERVICE.



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