



VinLiner Service

Cost-saving - hygienic - easy to handle - sustainable

Multiple benefits of using a thermal blanket:

The thermal blanket is **insulating material** used to line the interior of shipping and aviation containers loaded with goods that are sensitive to high or low temperatures.

It was created as a means to **reduce the high costs** of shipments in refrigerated systems, and to increase the availability of containers as a result of only requiring a dry van container.



- It provides a **hygienic environment** which protects cargo from irreversible damage caused by extreme temperatures and humidity.
- Other advantage is that it can be **easily fitted and removed by one person** in less than 20 minutes.
- It **prevents dirt and odors** from entering or leaving the cargo. When emptying the container, simply remove the thermal blanket and store it until you use it again.
- Other advantage is that the container remains clean, **saving on the usual costs of subsequent washing**, and it is immediately available for shipping companies.



The thermal blanket liner is an **excellent alternative to refrigerated containers**,

- as it is **reusable**
- **consumes less energy** (electricity and fuel)
- helps **lower pollution levels during transportation** while making it more sustainable.

Juices and fruit-based products



Chemical products



Packaged products



Cosmetics in general



Wines and distilled drinks





**Own VinLiner service
38% cheaper**

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Why and how a. hartrodt approach the competition issue on this field.

For some time that we felt a challenge to face our competitors due to the high cost and the availability to deliver these services to our Global customers

The situation worsened recently with the creation in Portugal of a kind of monopoly in the offer of these services. The installation of this product (thermal blanket) became extremely expensive, as such we risked to lose the existing business within our Network as well present and future business that we are pursuing.

After a financial cost-benefit analysis and having overcome the technical and logistical issues, we can now guarantee, through **our own service**, at a **cost of 38% cheaper** than when we had to deliver this service to the traditional supplier.

Now we have the capacity to install thermal blankets in **20' or 40' containers** in our warehouses located near

- the main ports of Lisbon and Leixoes (Oporto)
- in the main OPO and LIS airports.

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