

# The art of filling a truck



*SpaceInvader doubled-stacked pallet racks lined up in terminal - and in truck before departure. ASKO Hedmark, Central Norway*

**ASKO, Norway's largest food distributor, has three key priorities when they send a delivery out on the road: the fill of the truck, the trip's effect on the bottom line, and its environmental footprint. That is why they always look for ways to increase their efficiency. With the pallet rack SpaceInvader, ASKO has found a solution that helps them meet all three priorities.**



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## No more empty air

The three key priorities all depend on optimising the cargo load, and with that comes also the central challenge. Far too many trucks make their trips with 'empty air' and do therefore not utilise the space in their hold or even reach their weight limit altogether.

ASKO is all too familiar with the issue. So when SpaceInvader introduced them to the pallet rack, the "SpaceInvader", which would allow them to double stack pallets and thereby stack goods higher, they quickly saw the potential for a collaboration.

"For a long time we have been looking for a system that will increase the cargo load of our trucks," Harald Brekke says. He is the Head of Distribution at ASKO's busy terminal in Central Norway, overlooking more than 250 employees. "When we were introduced to the SpacelInvader system, we saw a new opportunity. It has been really interesting to help SpacelInvader finish their final development of the rack and test it for a few months in a real-world environment."

**We have saved 20% in our number of trucks used – that is significant. That is in fact thousands of kroner saved in transportation costs on that route alone."**

**Svein Sollie**  
Director of Distribution, ASKO Norway

## Sending more, spending less

The pallet rack was put into use on a single route that ASKO identified as best suited for test. The route Trondheim-Mo i Rana is almost 500 kilometers long, and a return trip takes three days. Every day ASKO sends a truck on the route, and it is therefore a route that carries significant cost for every truck sent.

"Here in Norway, we drive long distances, and we plan to fill the truck as much as possible. That is vital in reducing both transportation costs and our environmental footprint", says Svein Sollie, Director of Distribution, from his office in Oslo at ASKO's headquarters.

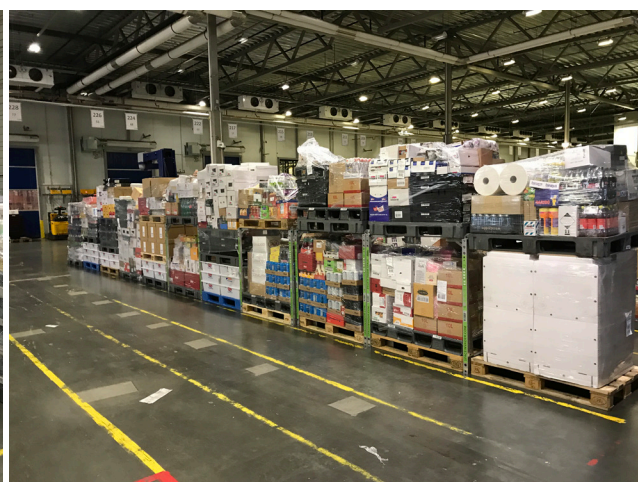
SpaceInvader's pallet rack was tested for six months at ASKO's terminal in Central

Norway and Harald Brekke is pleased with the results.

"We are very pleased with what we have seen so far," says Brekke, and notes how the rack has helped safely double stacking their pallets. "We have many low pallets, and so we generally struggle to double stack them, but with SpacelInvader we have found a solution that works really well".



Double stacking of goods



Double stacked pallets - ready for delivery



Maximum height with double stacking during transport

## Combatting the leftover pallet

ASKO expects the pallet rack to help them eliminate their use of so-called “leftover” pallets, meaning pallets that cannot fit on the truck, and therefore have to be put on another, separate truck and driven on its own. A practice both expensive and inefficient, but now, thankfully, also history thanks to the pallet rack.

“It’s our ambition to send a full truck on the shortest route possible,” says Brekke. “With the SpacelInvader-rack we are able to fill the truck. The route may be just as long, but where we previously had to send two trucks, everything now fits onto one. That is a big benefit right there”.

The improved efficiency also shows directly on the bottom line. By double stacking pallets and filling their trucks better, ASKO has actually saved one out of five weekly transports on the primary test route Trondheim-Mo i Rana.

“We have saved 20% in our number of trucks used, and that is significant,” says Sollie. “That is in fact thousands of kroner saved in transportation costs on that route alone”.

## About SpacelInvader

The pallet rack, “SpacelInvader”, is manufactured by SpacelInvader, founded in 2015. With its patented design, the rack makes it possible to double stack pallets safely, quickly and efficiently, thereby making it easier to achieve a greater cargo load. The rack is made from aluminum, which makes it lightweight, durable, and easy to recycle.

## For the good of the environment

Sending one truck less a week has an immediate and positive effect on ASKO’s costs and efficiency, but also the environmental benefits. And the environment has been close to ASKO’s heart for the past 10 years.

“Less strain on the environment, lowering of costs, and a more efficient transportation.”

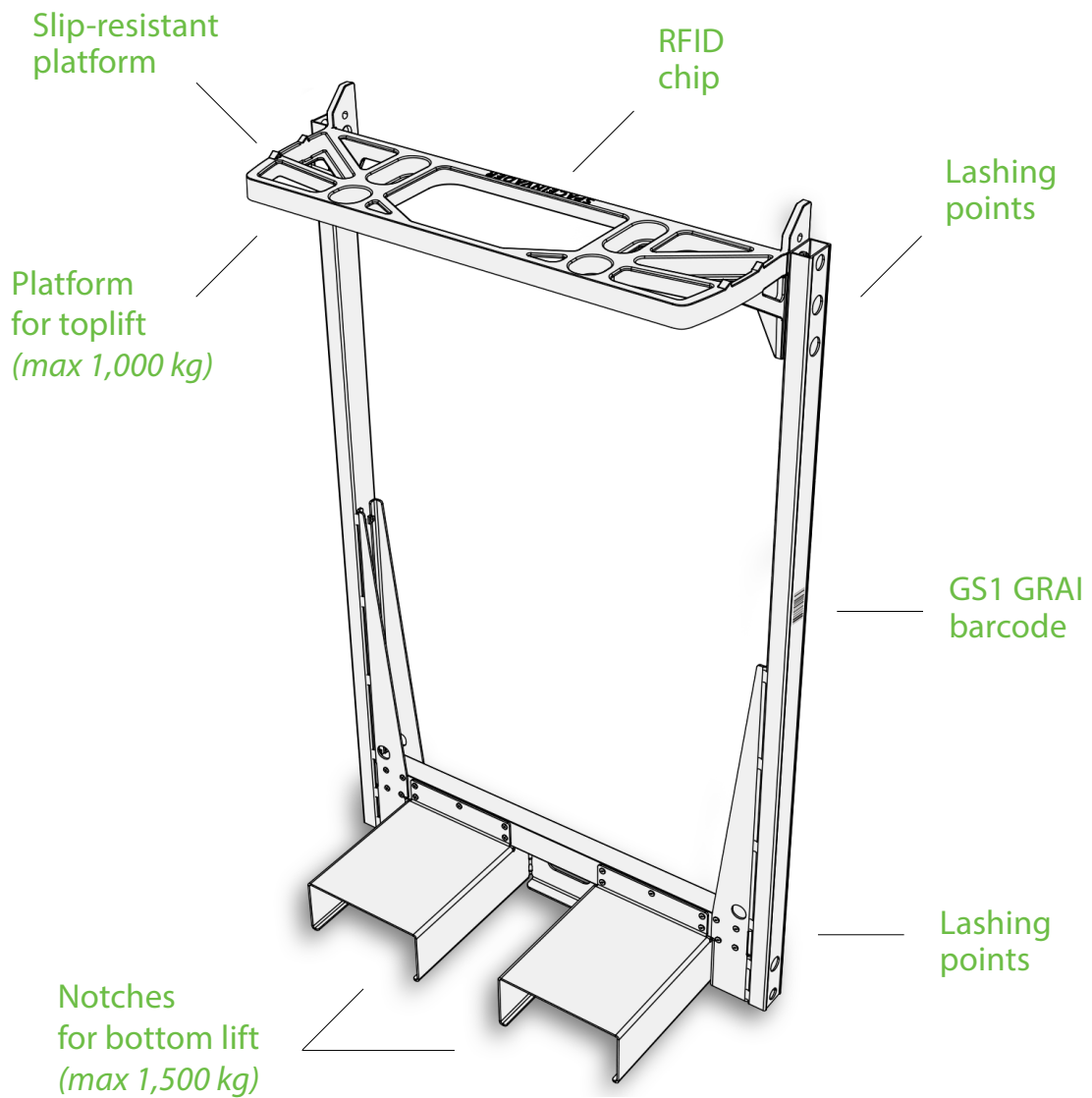
**Harald Brekke**

Head of Distribution, ASKO, Central Norway

ASKO’s terminals all have solar panels on their roofs, and ASKO has also just ordered 10 electric TESLA trucks for their fleet. Many of their trucks also run on bioethanol or hydrogen for fuel, and by 2020, it is ASKO’s ambition to be completely environmentally neutral. Every environmental initiative is important to ASKO, and so are the opportunities afforded by the SpacelInvader rack.

“We always ask the same questions of every new proposal: is there an environmental benefit and effect? The rack helps us fill our trucks better, and there we see the environmental effect,” says Brekke. “Less strain on the environment, lowering of costs, and a more efficient transportation”.





## Specifications

Max weight:	
Top lift	1,000 kg
Bottom lift	1,500 kg
Height	125 cm
Width	79 cm
Weight	9.9 kg
Stacked/pallet	20 pcs/h. 217 cm
Tracking	GS1 barcode RFID chip

