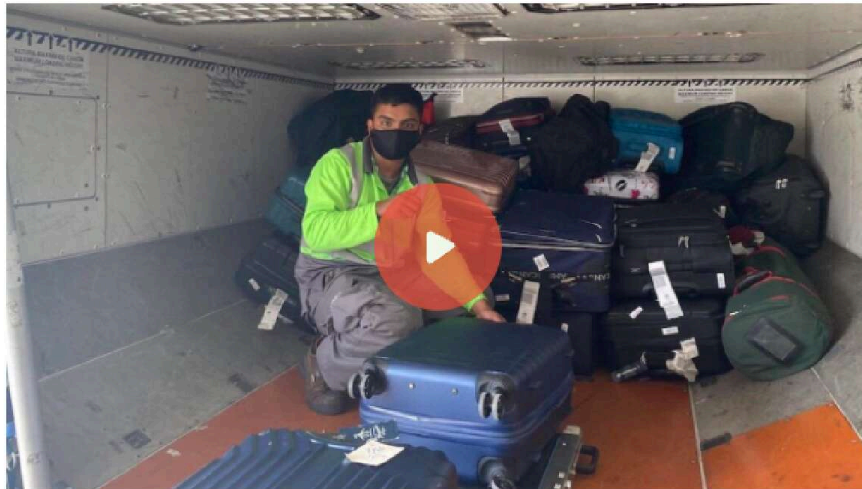


## We keep ramp agents safe + save airlines money



[ramperinnovations.com](https://ramperinnovations.com) Sitka AK

Hardware Technology Infrastructure Health and Fitness Engineering

### LEAD INVESTOR



#### John Dunlap

I have full faith in Tim Fulton's ability to ensure that Ramper Innovations succeeds in changing a core component of the airline industry. Tim has almost four decades of experience working in Airlines - he's the recipient of an Alaska Airlines Legend Award, the highest honor an employee can receive. Since Ramper's founding, Tim has won a prestigious Alaska Angel Conference investment, secured multiple patents, and signed beta agreements with three major aviation industry players. Moreover, Ramper's value proposition is substantial. Ramper Innovations is the right investment for the future of Airline safety and efficiency.

**Invested \$8,000 this round**

[Learn about Lead Investors](#)

## Highlights

- 1 🏆 Winner of Alaska Angel Conference investment 2019 and raised \$350K to date
- 2 📜 2 patents issued, multiple international trademark protections pending
- 3 ✨ Beta agreements w/ AeroMexico, VivaAerobus, AeroCharters
- 4 ✅ Distribution agreement for 40 units w/ HQ Mexico by end of 2022
- 5 📅 First sale, January 2022
- 6 🌐 \$4B total addressable market globally
- 7 👍 Founder has 38 years of experience in the industry

## Our Team



#### Tim Fulton CEO

Passionate about improving ramp ops: developing solutions to the challenging problems of loading



#### Tim Fulton CEO

Passionate about improving ramp ops: developing solutions to the challenging problems of loading and unloading aircraft, especially those helping ramp agents work faster, easier, and with less risk.

I spent 38 years doing the physically demanding job, I saw far too many of my fellow agents getting injured because there was not an affordable solution to the manual method. I choose this idea because it works. I care because I deal with back pain every single day and I want to make sure that isn't the case for others who are doing the job.



#### Maurv Hackett Executive Assistant



Experienced in project management, communications, networking, and organization skills. Brings an enthusiastic can-do attitude to the team.



**Tom Perkowski** Special Advisor

Proven business leader with significant strategy, fundraising, marketing, product and customer development experience in B2B and B2G aerospace and emerging technology markets.



**Charlie Petrie** Product Development

Inventor, designer, and patent holder. Has designed and built field hardened equipment that have stood up to the harsh Alaskan environment. One of which is now patented and has been licensed to a large Cathodic Protection equipment manufacturer.



**Dave Arp** Advisor

Financial leader known as a trusted advisor, strategic thinker and cohesive team builder. 20+ years of influencing high level decisions informed by data and a 360 view of organization



**Michael Bloomfield** Advisor

Sage Parts Executive Vice President and President/Board Chairperson at International Airport Equipment Manufacturers' Association.

## We reduce the cost, time & injuries of ground handling ops 🛫

Tim Fulton spent over 38 years as a ramp agent for Alaska Airlines. He then founded Ramper Innovations to pursue his dream of making the airline industry safer. He combined his extensive experience in the airline industry and product development to develop a loading solution that saved rampers' backs & saved airlines money: TISABAS.



*Coming from the same background as my clients gives me unique insights into the challenges they face. And I am passionate and committed to making ramp agents' jobs safer and easier. But don't just take my word for it! I have received several awards from Alaska Airlines for safety, environmental, customer service and innovation. I was especially honored to receive the Legend Award*

from Alaska Airlines, which is given to select employees for going above and beyond consistently over years of service. Even the ramp agents who have tested TISABAS are in love with it!

- Founder & CEO, Tim Fulton



Have you ever wondered about your checked bag's journey?

### Here's a secret:

ramp agents still **manually** load each one!

Results of this:

- 3 of top 7 reasons a plane is delayed
- 76% of ramp agents get injured
- \$122,000 per injury
- 107% staff turnover
- \$2.1B yearly in baggage damage

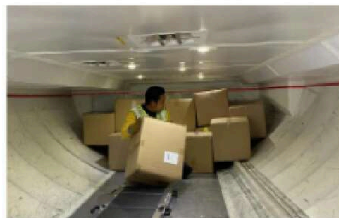


### Our Solution: TISABAS

Our solution is a compact, motorized folding conveyor system. The name conveys our mission: "Tim SAVes BACks."

TISABAS is:

- Affordable
- Portable
- Ergonomic
- Simple to run, operate & maintain
- Versatile
- Designed by a ramper, for rammers



### Value Proposition

- Saves airlines \$1M per gate over 5 years
- (Top 6 airlines = \$1B)
- Payback period is 4 months
- ROI is 20:1

### Our Traction



- First sale, January 2022
- NTO approval from Boeing & Airbus
- Distribution agreement for 40 units with HQ Mexico by year end 2022
- Beta agreements with AeroMexico, VivaAerobus, and AeroCharterdeMexico
- Qualified customers: GAT, Unifi, Spirit Airlines, Alaska Airlines, AirCanada
- Qualified Distributors: Mulag, Harlan Global, Aviation GSE, Aviations GQ



*Tim, Hugh, & Tom at the International GSE Expo.*

## What Rampers Say

"2 of us unloaded a fully packed 737-800 without breaking a sweat. I was impressed at how fast the sections folded down and lengthened as the pit emptied out."

**Greg Reynolds,**  
Ramp Service Agent.

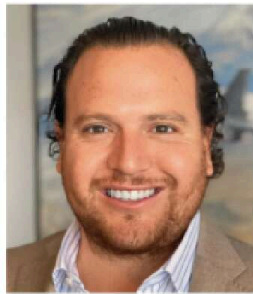


*Rampers using TISABAS for a VivaAerobus flight.*

## What Customers Say

"Your development will increase efficiency in cargo and baggage handling, it will save the backs of our frontline ambassadors. We thank you for helping us achieve our 25-minute turnaround mandate."

**Luis Ramos,**  
CEO of AeroCharters



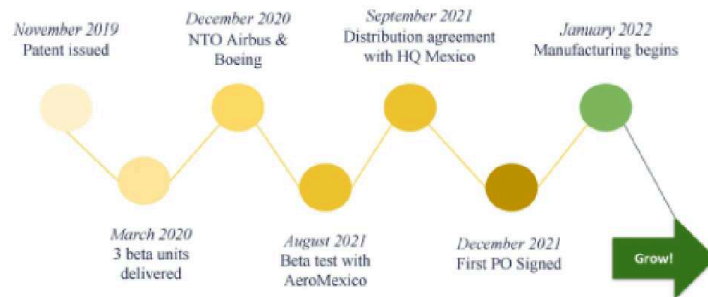
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## Target Market

The multibillion-dollar international industry of airlines, ground handling services, and package handling companies that use single-aisle aircraft. For example, American Airlines, Lufthansa, Japan Airlines, Menzies, FedEx and Amazon Prime Flight, etc.

Our international market is projected to increase from 4 billion dollars to 10.2 billion dollars by 2025 a Compound Annual Growth Rate of 21%.

## Our Milestones & Roadmap



## Our Competitive Edge

|                            | TISABAS  | Manual Loading                | External-Extension System (Power Stow/Bendi Belt/Ramp Snake) | In-Plane Systems (Magic Carpet & ATS)              |
|----------------------------|--|-------------------------------|--|--|
| Cost                       | \$30K  | N/A                           | \$250K and up  | \$140K and up, based on cargo hold size            |
| Aircraft compatibility     | Works with existing equipment                          | Works with existing equipment | Replaces existing equipment                                  | Works with existing equipment                      |
| Injury rate of ramp agents | Reduces rate   | High                          | Reduces rate   | Reduces rate                                       |
| Aircraft damage            | Meets floor bearing weight; reduces damage to aircraft | X                             | X<br>Equipment does not meet floor-bearing weight            | Requires FAA certification for aircraft protection |

## Our Competitive Edge (Continued)

|  | TISABAS   | Manual Loading | External-Extension System (Power Stow/Bendi Belt/Ramp Snake) | In-Plane Systems (Magic Carpet & ATS)  |
|--|---|----------------|--|--|
| Impact of equipment malfunction        | Unit folds & moves out of the way easily so manual process can occur        | N/A            | Aircraft out of service                                      | Frequent break down impacts efficiency |
| Baggage/Cargo damage                   | Reduces damage  | X              | Reduces damage   | X                                      |
| Speed of loading & unloading operation | Consistent speed; quicker turns, can control belt speed for more efficiency | Crew dependent | Consistent speed; allows quicker turns                       | Slow                                   |

| Operations        | Initial comments       |                                     |               |               |
|-------------------|------------------------|-------------------------------------|---------------|---------------|
| Ramp agent rating | "Thumbs up" in testing | Some like traditional manual method | Mixed reviews | Mixed reviews |

## Traction Projections

|               | 2021     | 2022   | 2023   | 2024    |
|---------------|----------|--------|--------|---------|
| Gross Sales   | \$80K    | \$978K | \$5M   | \$15.6M |
| Gross Margin  | 37.5%    | 36%    | 54%    | 54%     |
| Units Sold    | 6        | 38     | 114    | 356     |
| EBITDA        | \$(205)K | \$153K | \$1.8M | \$5.4M  |
| EBITDA Margin | (2.5%)   | .2%    | 29.6%  | 34.4%   |

Forward-looking projections cannot be guaranteed.

## Our Ask

**Current Valuation: \$3.5 M**

**Current Seed Round: \$500K**

- Engineering and Manufacturing – 35%
- Sales and Marketing – 30%
- Operations – 25%
- Management Team – 10%



## Downloads

[Wefunder Campaign Page Deck - slides only.pdf](#)