

KEMARO GOES LAS VEGAS

KEMARO AG, based in Eschlikon TG, produces and sells the world's first dry cleaning robot for logistics and industry. Following its successful expansion into Europe and Japan, the company is about to enter the North American market. From November 14 - 17, 2023, the company will present its K900 robot for the first time at ISSA in Las Vegas. From 2024, the newly founded US subsidiary KEMARO Americas inc will support its customers locally.

Market entry at the most important cleaning trade fair in the USA

ISSA is the leading trade fair for the cleaning and facility management industry in the USA. Innovations are presented, contacts are made with industry leaders and cleaning expertise is taken to a new level. The ideal platform for the market launch of the world's first dry cleaning robot K900 from KEMARO AG.

Swiss innovation for the global market

Founded in 2016, the Thurgau-based company launched its self-developed K900 cleaning robot on the market in 2020. It is now in use in 20 countries on the European continent. Last year, the Japanese sales partner PLiBOT was brought on board. Now comes the strategically important step into North America.

Foundation of a US subsidiary in 2024

The far-reaching process of US expansion has begun in recent months at KEMARO AG with market analysis. KEMARO AG sees the biggest challenge in educating its customers and taking them along on the journey. Jacques Couniot, Chief Revenue Officer, is convinced: "We will be successful if we manage to establish a first partner company in the USA whose employees understand everything from product, sales and service." He is encouraged by the many positive experiences and feedback from the European and Japanese markets. Graham Callaway, Sales Director USA, has been building up the sales structure in the USA since September 2023. A US subsidiary, KEMARO Americas Inc, will be founded in 2024 to provide customers with optimum support.



JACQUES COUNIOT
CHIEF REVENUE OFFICER



GRAHAM CALLAWAY
SALES DIRECTOR USA

Ecological and low-maintenance

The K900 cleans autonomously and smartly in logistics, production or industry, as it perceives its surroundings using state-of-the-art laser and 3D sensors. Information from other sensors is merged in a high-performance computer and enables the robot to find its way around halls measuring several thousand square meters. It cleans the floors without chemicals or water. It disposes of packaging waste, industrial dust and pallet splinters fully autonomously. With its two large sweeping brushes, the robot cleans without leaving any distance to objects or walls and can also pick up very coarse dirt objects. With a dirt container capacity of 35 liters, it is ideally designed for industrial use. The rechargeable battery enables a cleaning time of up to five hours. The built-in dust class M filter cleans around three cubic meters of air per minute of wood and metal dust as well as paint particles. The low dust concentration minimizes wear on machine parts in the intralogistics systems and the dust does not settle on stored parcels or other production goods.

Halve cleaning costs

"The workload for cleaning industrial halls can be minimized by using the dry cleaning robot and the working time can be invested in value-adding activities," says Thomas Oberholzer, co-founder and head of the innovation department at KEMARO AG. This is a key sales criterion. The K900 reduces cleaning costs by up to 50 percent. This means that in most cases the purchase price is practically amortized in less than a year. It seems that the expansion into the USA is just the beginning of another successful chapter in the company's still young history.

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