

INDUSTRIAL CRANES  
NUCLEAR CRANES  
PORT CRANES  
**HEAVY-DUTY** LIFT TRUCKS  
SERVICE  
MACHINE TOOL SERVICES

**KONECRANES**<sup>®</sup>  
Lifting Businesses<sup>™</sup>

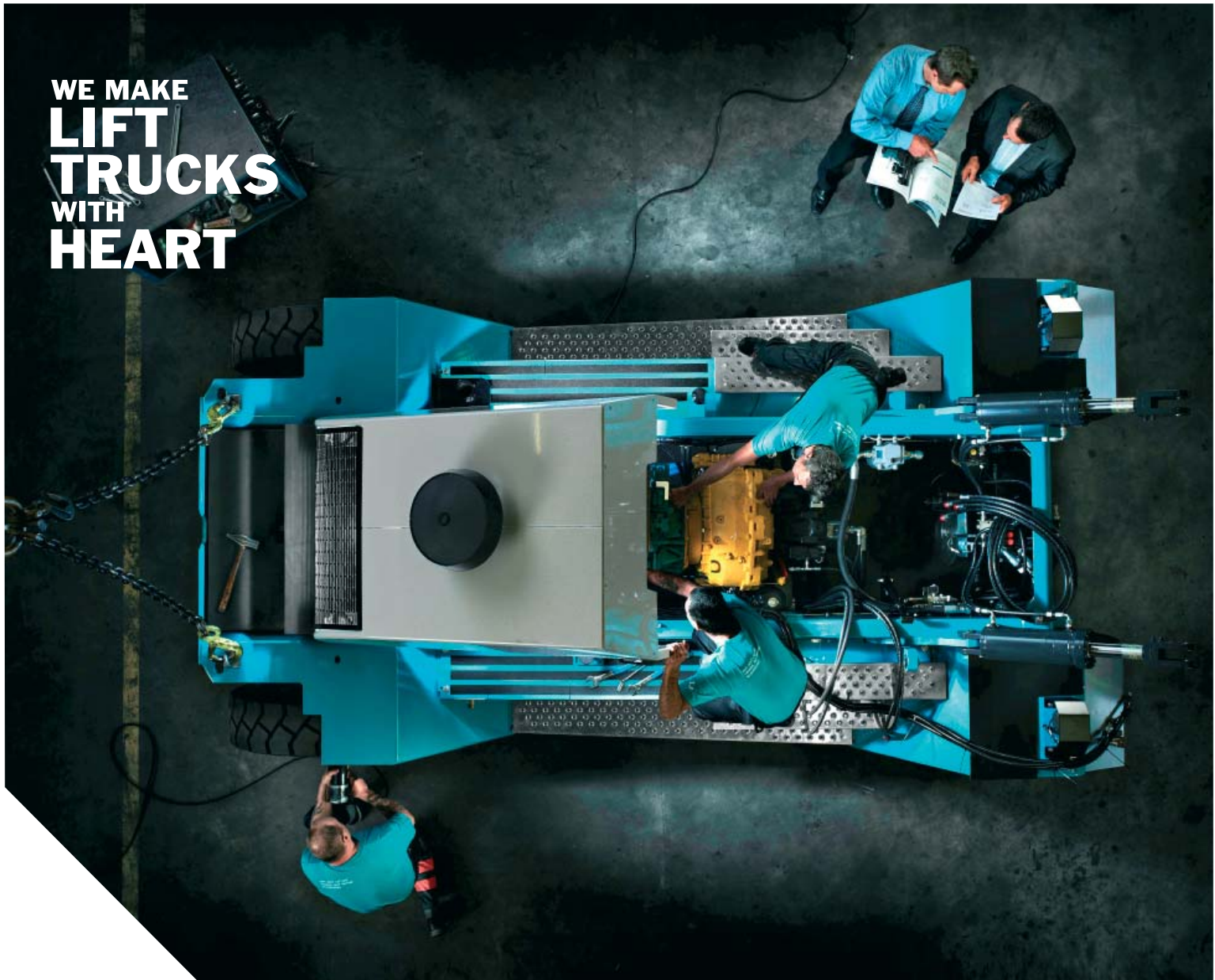
# LIFT TRUCKS QUARTERLY

OCTOBER 2014

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WE MAKE  
**LIFT  
TRUCKS**  
WITH  
**HEART**



# MACRO ECONOMIC TRENDS

EUROPE AND ASIA END ON A WEAK FIRST QUARTER WHILE US PERFORMS AT PAR AMID SPECULATIONS FOR FUTURE GROWTH

**Real GDP growth**



**Currencies**



**Policy interest rates**



**Industrial production**



**Capacity utilisation**



**Purchasing managers index**



**Inflation**



**REAL GDP GROWTH** The economy has grown modestly for UK, China, India and US, but fallen for Japan, Russia, Brazil, France, Germany and Euro-area.

**CURRENCIES** In September, the Euro depreciated against major economies (US dollar, British Pound, Chinese Yuan, Brazilian Real and Indian Rupee) except Japanese Yen, Swedish Krona and Russian Rouble.

**POLICY INTEREST RATES** Policy interest rates were unchanged for most economies but ECB brought down its rate further.

**INDUSTRIAL PRODUCTION** Industrial production levels have risen year-on-year for major economies (China, Russia, US, Germany, Spain, France and UK) except Finland, Italy and Sweden.

**PURCHASING MANAGERS INDEX** Down Arrow PMI decreased in Eurozone, US, Brazil, Russia, India and globally while staying constant in China.

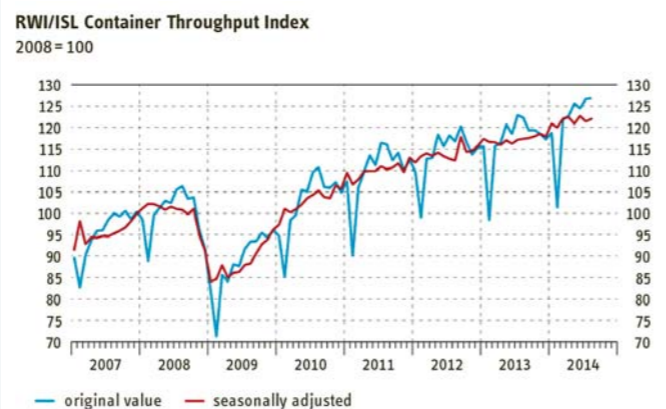
**INFLATION** Inflation has decreased in almost all major economies except Russia.

# CONTAINER THROUGHPUT INDEX: UNCLEAR DEVELOPMENT OF GLOBAL TRADE CONTINUES

The Container Throughput Index of the Rheinisch-Westfälisches Institut für Wirtschaftsforschung (RWI) and the Institute of Shipping Economics and Logistics (ISL) has slightly increased from (revised) 121.4 to 122.0 points in August. Despite this increase, the level of June was not reached again. The current value roughly corresponds to the average of the past six months, which indicates a further unclear trend of global trade.

The data for July were revised by 0.5 points down compared to the flash estimate a month ago, which corresponds with the long term average. The flash estimate for August is based on data from 32 ports, covering a total of about 65% of container throughput shown in the index.

The index is based on data of 75 world container ports covering approximately 60% of worldwide container handling. The ports are continuously monitored by the ISL as part of their market analysis. Because large parts of international merchandise trade are transported by ship, the development of port handling is a good indicator for world trade. As many ports release information about their activities only two weeks after the end of the respective month, the RWI/ISL Container Throughput Index is a reliable early indicator for the development of international merchandise trade and hence for the activity of the global economy.



RWI/ISL computations based on data provided by 75 ports. August 2014: flash estimate.

# SECTOR SNIPPETS

## MINING

### BURKINA FASO

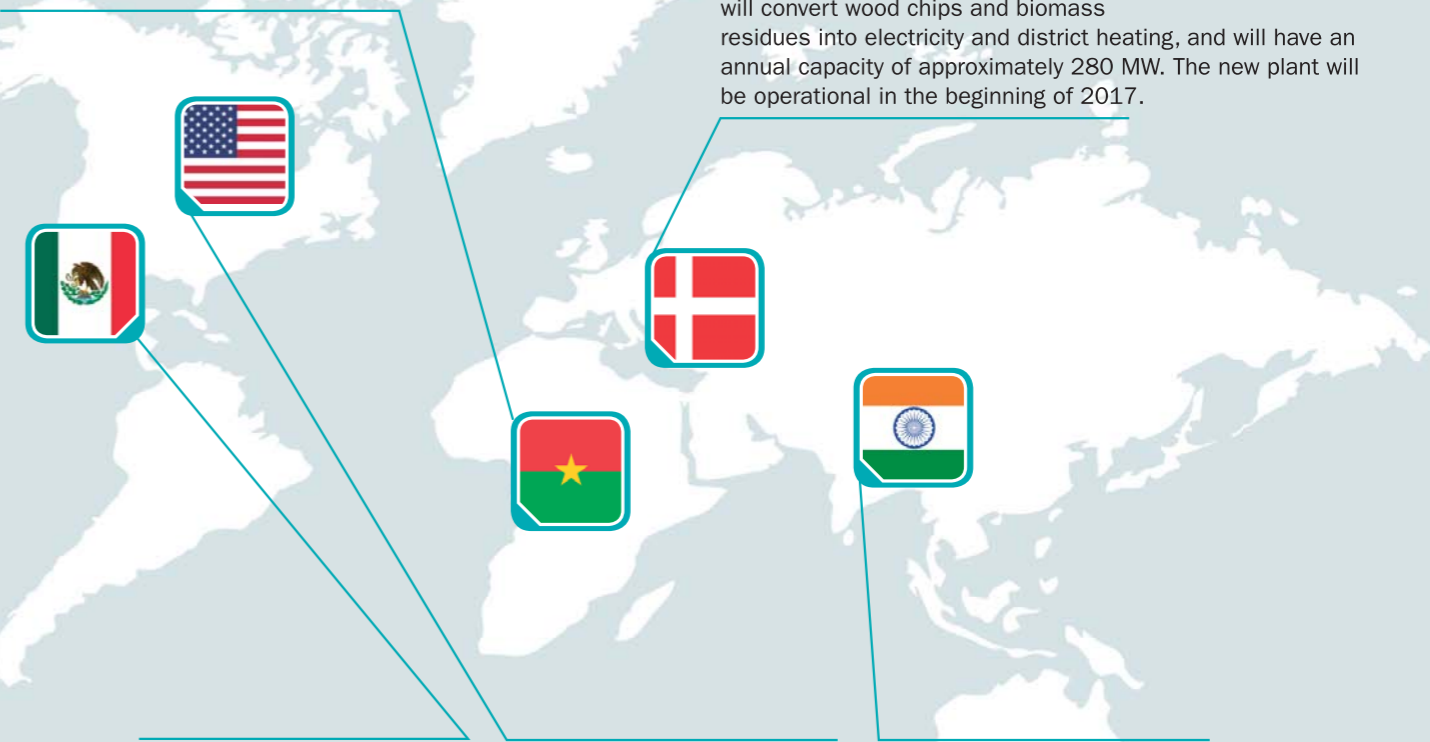
True Gold Mining has secured USD 100 million in funding for the construction of its Karma gold mine in Burkina Faso. Set to come online in Q1/2014, the mine will produce 20,000 oz. of gold annually for a period of five years.



## ENERGY

### DENMARK

Babcock & Wilcox Vølund will supply two complete biomass-fired boiler systems and equipment to the Skærbæk Power Station in Fredericia, Denmark, valued at USD 89.66 million. The plant being developed by DONG Energy will convert wood chips and biomass residues into electricity and district heating, and will have an annual capacity of approximately 280 MW. The new plant will be operational in the beginning of 2017.



## AUTOMOTIVE

### MEXICO

Kia Motors Corp. has confirmed it will construct an assembly plant in Monterrey area, Mexico. The plant is scheduled to begin operating in 2016. Kia will invest at least USD 1.5 billion in the plant, which will have annual production capacity for 300,000 vehicles.



## PULP AND PAPER

### USA

Georgia-Pacific has announced plans to invest more than USD 375 million in an energy improvement project at its paper mill in Brewton, Alabama, US. The upgrade will include the modernization of the mill's recovery boiler system and will take around two years to complete.



## OIL AND GAS

### INDIA

Siemens has bagged orders worth INR 2.28 billion from Reliance Industries for supplying steam turbine generation units to its Jamnagar refinery in Gujarat, India. Reliance Industries is in the process of expansion of its J3 petrochemical complex at Jamnagar.



customer  
spotlightPORT OF  
HELSINGBORG  
SWEDEN

**MORE THAN 350,000 TEU PASS THROUGH THE PORT OF HELSINGBORG EVERY YEAR. THE PORT'S SEA, ROAD AND RAIL OPERATIONS ARE LINKED TOGETHER BY THIRTEEN KONECRANES REACH STACKERS AND A KONECRANES FORK LIFT TRUCK.**

In 1726 the Port of Helsingborg was just a 200 meter wooden pier stretching out into the sound between Sweden and Denmark. Today it handles 8.4 million tons of cargo per year and 8.3 million ferry passengers. While cargo and passenger transport are important parts of its business, the Port of Helsingborg prides itself on being a container specialist. This is confirmed by the number of Konecranes reach stackers that ply the dock area, linking sea, road and rail transport together.

"It's a pretty big machine, but it's incredibly smooth and easy to operate. It turns on a three-penny bit and this is the most important thing from my point of view," says Göran Gustafsson who drives an SMV 4545 CBX5 reach stacker. Based in the port's Combi terminal, Gustafsson has been one of the drivers of this 110-ton machine since it was new in 2005. The Combi terminal is an area covering 40,000 m<sup>2</sup> with 3 km of railway track where about 50,000 containers and trailers are shifted between road and rail every year. With a lifting capacity of 45 tons up to three tracks away, this reach stacker has logged over 18,000 operating hours and made more than 235,000 lifts.

"On the railway side we must be able to reach across one track and pick up something from the one behind. This demands sturdy equipment," says Operations Manager Carl-Gustaf Nordin. Four reach stackers are assigned to the Combi terminal. They are all equipped with a combination attachment on the spreader, so they can handle both containers and trailers. Two of the machines feature a movable cabin – moved by hydraulics, basically a small elevator – that gives the operator extra visibility when needed. And if that isn't enough, they are also equipped with a special unit for remote control. "The operator can stand beside the reach stacker and control the boom from there. You don't need an extra helper when you pick up a trailer from the first track," says Nordin.

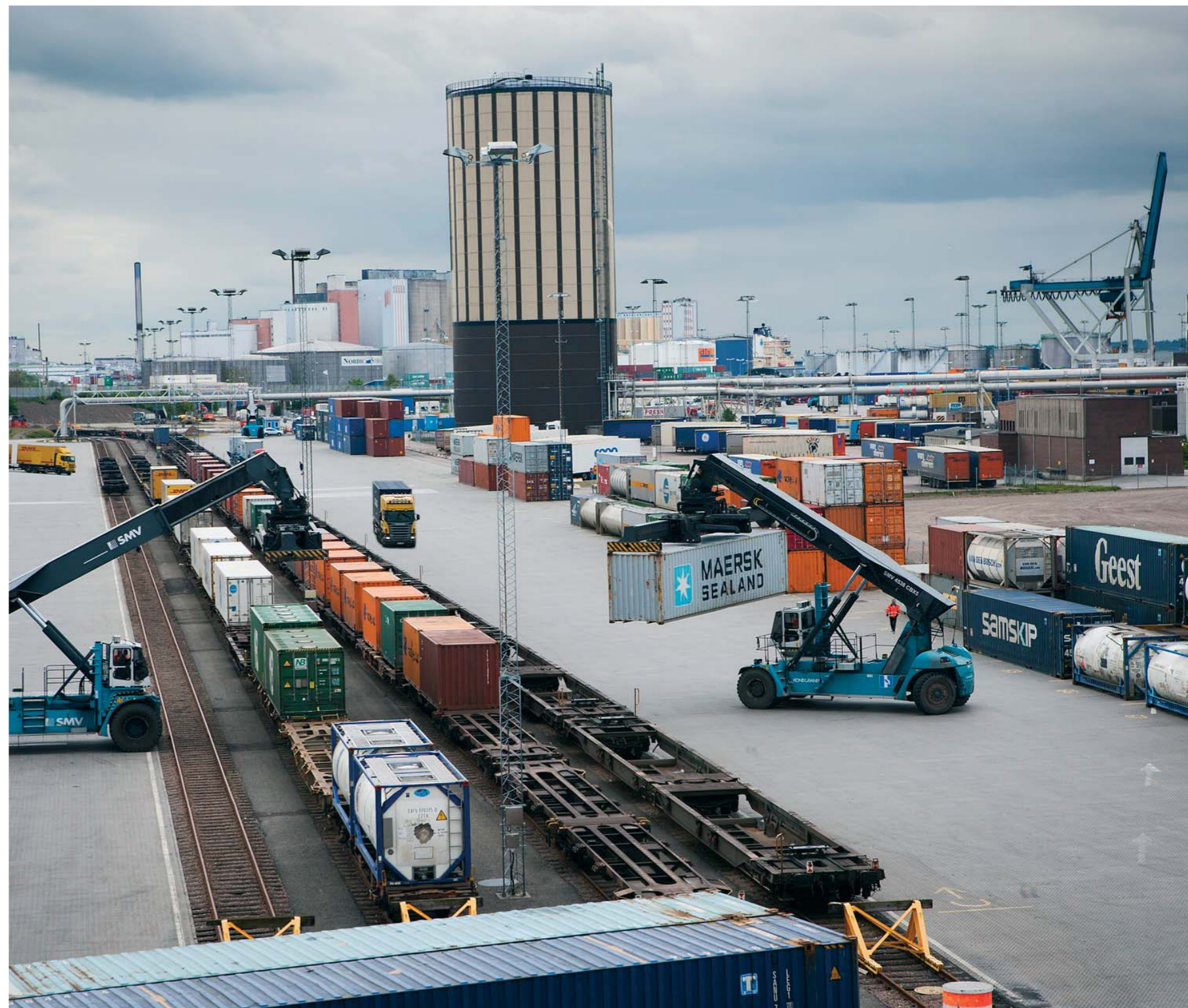
The Port of Helsingborg has a total of thirteen Konecranes reach stackers. Nine of them are used mainly to load and unload trucks at the sea terminals, serving the tracked and mobile container cranes there. The Port's first Konecranes reach stacker was an SMV

4531 TA5, purchased in 2002. "Konecranes has become a business partner of ours. We cooperate very closely on these machines," says Mats Fernebrand, Service and Maintenance Manager. This involves continuous development of the features on existing machines, as well as feedback for the development of new models. Konecranes also trains the Port's own service technicians and gives occasional support during work peaks.

Fernebrand thinks it can be difficult to distinguish between premium lift truck suppliers if one looks only at technology. But there is one thing that definitely makes Konecranes a different lift truck supplier from the rest. He says he can call almost anybody in the company, knowing that the person answering will always do his or her best to help. "They are outstanding when it comes to service and spare parts. If an item is not in stock they will borrow one from the assembly line if they have to. This saves us a lot of money," says Fernebrand.

It's his job to ensure that the Port of Helsingborg's equipment is ready to meet demand from shipping and forwarding companies. More than 1,500 freighters call at the port every year, moving approximately 180,000 TEU (Twenty-foot Equivalent Unit), while an additional 170,000 TEU pass by road and rail. There is no room for unplanned downtime.

The Port of Helsingborg also handles goods that aren't containerized, so other lift trucks are needed. The port uses a 16-ton Konecranes fork lift truck, type SMV 16-1200B, to handle containers that arrive filled with rolls of steel plate. It takes them to a warehouse for later distribution. The fork lift truck was purchased in 2011 with a long list of options added to the basic specification. Most of the options are related to safety and the environment: a fire extinguishing system, an alcohol lock, a tire pressure monitor with Bluetooth and a rearview camera, for example. It also has a Scania diesel engine that complies with the European Union's Stage IIIB limits for emissions of nitride oxides and particulate matter.

QUICK  
FACTS

## LOCATION

At the narrowest point of the Sound between Sweden and Denmark

## OWNER

City of Helsingborg

## OTHER

in 2009, Port of Helsingborg celebrated its 200th anniversary

## NUMBER OF EMPLOYEES

260

## ANNUAL TURNOVER

€43M

## CONTAINERS PER YEAR

350,000 TEU

## CARGO PER YEAR

8,4 MIL TONS

## FERRY PASSENGERS PER YEAR

8,3 MIL

## MAXIMUM NAVIGABLE DEPTH

13,5 METERS

# 60 SECONDS

WITH



## LARS FREDIN

- Q** Why publish a Lift Trucks Newsletter?  
**A** We would like our partners to know the latest developments and offer them the chance to better know the people behind the brand.
- Q** What can readers expect going forward?  
**A** Not only will we be highlighting economic indicators across various sectors of interest, but also a general update on Konecranes Lift Trucks – products, important projects and news.
- Q** How will the newsletter be relevant to your various audiences?  
**A** We trust that you, as our partner, take the opportunity to contact us and keep us in the loop of your experiences. As a user of the equipment we hope you can teach us where we can improve.
- Q** What is the single most important challenge facing Konecranes Lift Trucks today?  
**A** We have a very dynamic world and both users and manufacturers must adapt. We are committed to building trucks with heart, this means that you should get first class equipment with first class support in terms of spare parts and service.
- Q** Tell us something about yourself that not everybody knows.  
**A** Well, back in the 90s when we lived in Hong Kong we were SCUBA enthusiasts for many years. It was lovely, but the occasional and aggressive Tiger Shark in the area made it slightly unnerving. I have since decided to no longer take those kinds of risks!

## EVENT CALENDAR

**14-16 OCT**  
**14 - 16 Oct**  
**TOC Americas 2014**  
 CCCI, Cartagena  
 Columbia



**27-28 OCT**  
**27 - 28 Oct**  
**9th Southern Asia**  
**Ports, logistics &**  
**Shipping 2014**  
 India

**23-24 OCT**  
**23 - 24 Oct**  
**12th Intermodal**  
**Africa South 2014**  
 International  
 Convention Centre  
 Durban, South Africa



**11-13 NOV**  
**11 - 13 Nov**  
**Intermodal,**  
**Rotterdam**  
 Rotterdam's Ahoy  
 Centre

## SWEDEN TODAY

### MOOSE HUNTING

Starting in September Sweden's 270 000 registered moose hunters kick off the hunting season. All together 80 000 moose get shot during the season. The moose is then enjoyed as a steak together with potatoes, cream sauce and blackcurrant jelly.



### NOBEL PRIZE

Autumn is also the time when the scientific community begins to predict the winners of the most prestigious chemistry, physics, medicine and economics prize. Winners will be announced in Stockholm on 10 December, 2014.



**KONECRANES®**  
 Lifting Businesses™

# A WORLD FIRST: THE HYBRID REACHSTACKER



## Covered in 100s of Articles



"World's first hybrid reach stacker"



"Konecranes presents the world's first hybrid reach stacker."



"Heavy-lifting equipment manufacturer launches hybrid reach stacker."



"Konecranes introduces first hybrid reach stacker."



Konecranes introduces hybrid reach stacker."



Konecranes unveils world's first hybrid reach stacker."



"Konecranes Introduces World's First Hybrid Reach Stacker"



"to be supplied"



"Konecranes happy with initial resultsof hybrid reach stacker."



"World's first hybrid reach stacker?"

"We are very happy with the performance of the machine and not just on the fuel saving and reduction of the CO2 emission, the machine's reliability, performance and driver comfort have exceeded our expectations, which is very rare considering that the unit is actually the first of its kind."

**MATS FERNEBRAND**  
 TECHNICAL DIRECTOR AT PORT  
 OF HELSINGBORG

THE CUTTING EDGE  
WHAT'S NEW FROM KONECRANES LT?

FIND ALL  
GENERATION C  
BROCHURES IN  
ENGLISH

[CLICK HERE](#)

# THE ALL-NEW GENERATION C LIFT TRUCKS

With a completely new driver's cabin and first-in-class features that enhance safety, comfort and productivity the Generation C Lift Trucks are at the forefront of Lift Truck innovation.

## WHAT ELSE IS NEW?

- Increased reach stacker lifting speed
- Enhanced remote monitoring system
- Improved engine performance.

[READ MORE ABOUT THE OPTIMA CABIN](#)

[CLICK HERE](#)

## WHEN?

The new C series spans the entire Konecranes product range of lift trucks but will be introduced first to regions where emission regulations EU Stage IV and EPA Tier 4 Final are in force.



100T CAPACITY, DENMARK



## LIFT TRUCKS AT WORK

SMV 45-1200 B, FINLAND



SMV 16-1200 C, SWEDEN



SMV 60-1200, UK



## USED LIFT TRUCKS

[CLICK HERE](#)



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