

KONECRANES®

LIFT TRUCKS QUARTERLY

July 2018



- Eco-efficient Lift Trucks with Uncompromised Performance
- Customer Reference: Hybrid Technology Improves Efficiency and Lowers Costs

All news



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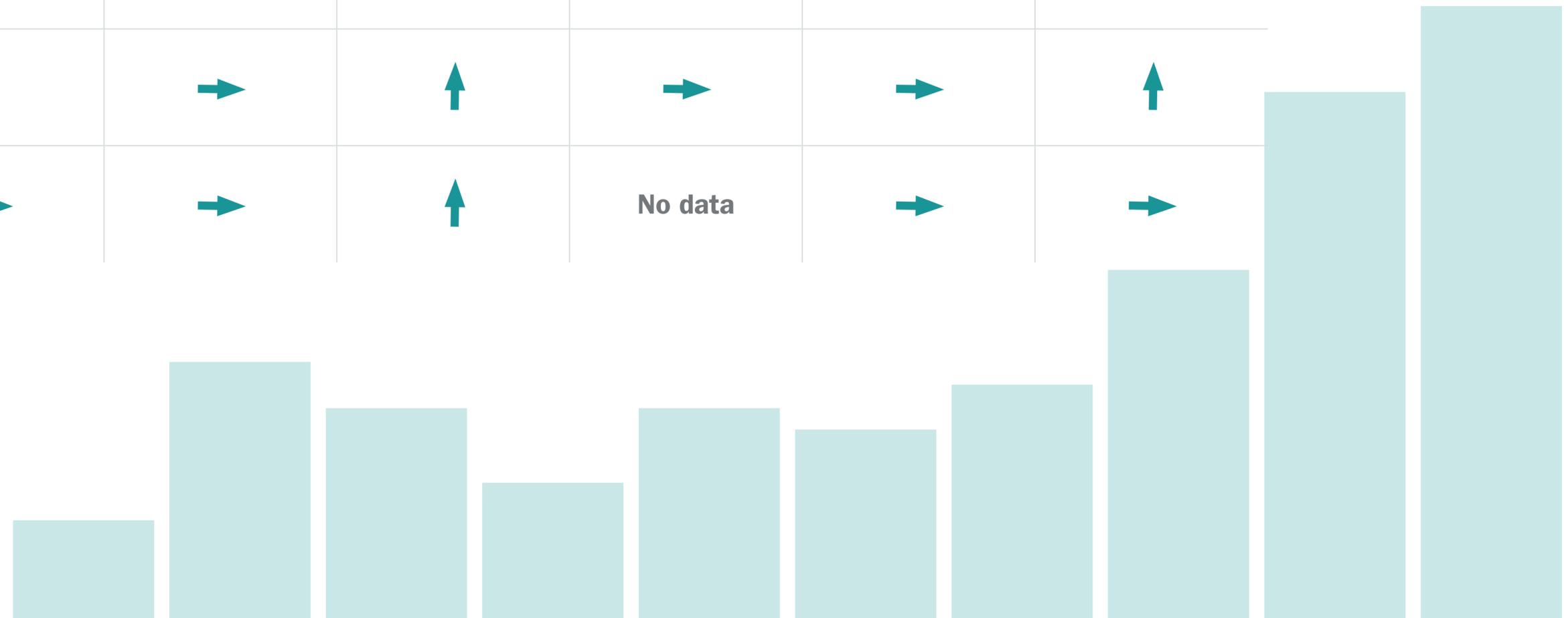
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MACROECONOMIC TRENDS

**PROLONGED PERIOD OF SLOW GLOBAL GROWTH AMID
SIGNIFICANT UNCERTAINTIES**

	GDP GROWTH RATE	POLICY INTEREST RATES	INDUSTRIAL PRODUCTION	CAPACITY UTILISATION	PURCHASING MANAGERS INDEX	INFLATION
EUROPE & MIDDLE EAST	↓	→	↓	→	↓	↓
AMERICAS	↑	→	↑	→	→	↑
APAC	→	→	↑	No data	→	→



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HOWE ROBINSON CONTAINER INDEX AND BALTIC DRY INDEX

CONTAINER PORT TRAFFIC UP 6.2% IN Q1/2018

The global container port traffic growth rate continues to exceed 6% and terminal M&A offers the best potential to thrive in the current container ports and terminal market.

Q1/2018 global container port throughput was up 6.2% compared to 6.3% in Q4/2017. Q3/2017 was up 6% and Q2/2017 was up 4.9%.

However, terminal industry returns are declining, while trade wars and sanctions are creating potential future problems.

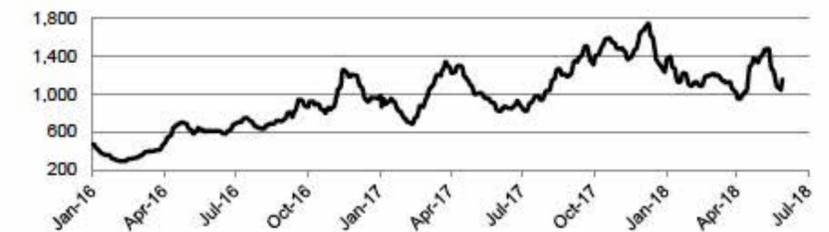
EBITDA margins are being maintained by the industry despite a softening of demand growth, higher opex and capex due to bigger ships, increased business risks from larger liner alliances and carriers pressing for lower prices.

COSCO Shipping Ports and China Merchants Port Holdings are under threat from the US-China trade war.

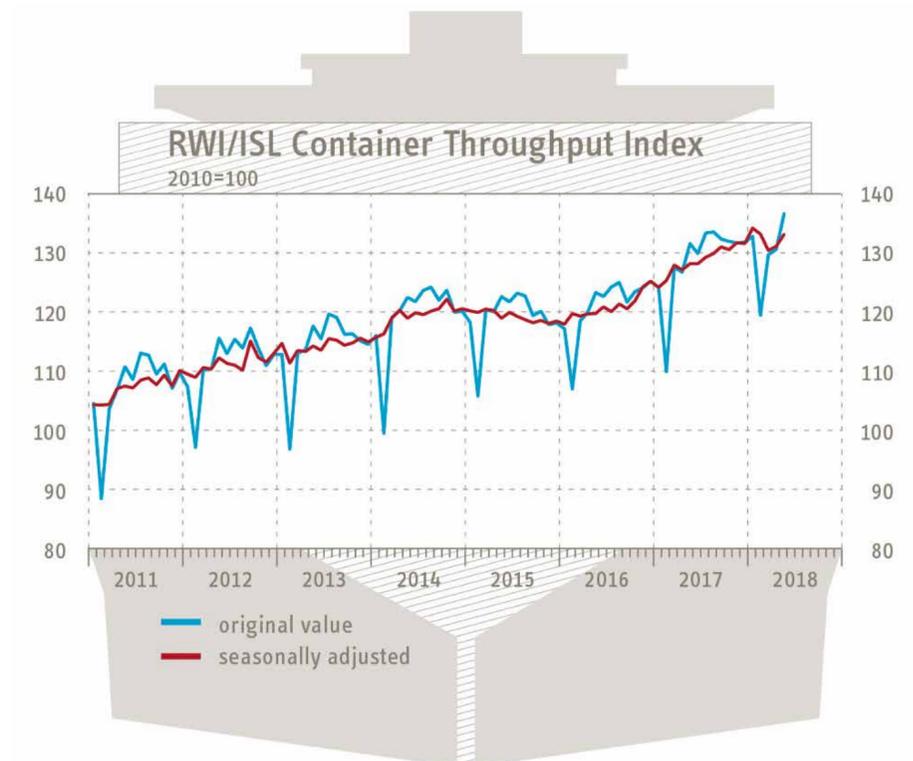
If this continues to be an issue, the US will become more isolated, and there will be greater reluctance to trade with the county.

Source: Port Strategy

Baltic Dry Index



Source: Capital Link





GLOBAL SECTOR SUMMARY

WHAT IS THE LATEST NEWS IN AUTOMOTIVE, PULP & PAPER AND WASTE TO ENERGY? READ MORE ABOUT THE FORECASTS FOR DIFFERENT INDUSTRIES.



KEEP READING

AUTOMOTIVE 

GENERAL MANUFACTURING 

PULP & PAPER 

PORTS 

WASTE TO ENERGY 

STEEL 



AUTOMOTIVE

DONALD TRUMP LAUNCHES US PROBE INTO CAR IMPORTS

The Trump administration has initiated a national security investigation into automotive imports that would clear the way for the imposition of new tariffs on cars and lead to a major escalation of global trade tension. The launch of the Section 232 investigation will almost certainly draw an angry response from the EU, which is already considering retaliation against the steel and aluminum tariffs introduced earlier this year. The US imported 8.27 million cars and lift trucks last year, worth USD 191.7 billion. More than half of those cars (4.27 million) came from fellow NAFTA members Mexico and Canada.

(Sources: The New York Times; Financial Times)



GENERAL MANUFACTURING

IMF ECONOMISTS CAUTION AGAINST AN OBSESSION WITH INDUSTRIAL POLICY

Ever since the global financial crisis, there has been a growing feeling around the world that economies have been too focused on ethereal financial services and mountains of debt. Many experts have highlighted the need to return to the solid industrial foundations of decades past. In contrast, a study by the IMF argues that the contribution of manufacturing to high productivity growth has been overstated. As Harvard economist Dani Rodrik has often stated, it is very hard to point at emerging markets that have created broad-based wealth without going through a strong manufacturing phase, often in the export sector.

(Sources: Bloomberg; Financial Times)



PULP AND PAPER

US PULP, PAPER & FOREST INCREASES PROFITABILITY IN FIRST QUARTER

The US pulp, paper and forest industry has every reason to be pleased with its performance during the first three months of 2018. Overall, top-line results by 18 publicly-traded firms showed a high single-digit improvement. The industry managed to pass on higher costs for inputs like fiber, energy, chemicals, freight and transformed its bottom line. Combined Q1/2018 sales totaled USD 21.831 billion, up 9.2% y/y. Combined earnings, excluding one-time items, totaled USD 1.569 billion – a whopping 48.5% y/y improvement. As a result, the overall industry's Q1/2018 profit margin came in at 7.2%.

(Source: RISI)



KEEP READING



PORTS

UK MAJOR PORTS GROUP OFFERS GLIMPSE INTO “PORT OF THE FUTURE”

The UK Major Ports Group (UKMPG) released the results of a survey on what developments could shape the port of the future. These developments would further build a vision of the powerhouse ports need for Brexit Britain, boosting the UK’s ability to trade with the world. UKMPG said that it is important to have a flexible policy and regulatory framework, beneath a consistent pro-trade and pro-investment approach, that allows port owners and operators to react to opportunities and challenges as they emerge.

(Sources: Port 2050; UKMPG; Port Strategy)



WASTE TO ENERGY

CHINA’S TRASH BAN FORCES EUROPE TO CONFRONT ITS WASTE PROBLEM

Europe has sent just over half the plastic waste it used to ship to China to other parts of Asia since Beijing’s environmental crackdown closed the world’s biggest recycling market in January. The big problem now is what to do with the rest. Recycling closer to home is held back by the fact that the plastic is often dirty and unsorted, the same reasons China turned it away. Burning is the obvious solution to help generate electricity or heat from hundreds of thousands of tons of surplus waste. More radical ideas, such as putting oil-derived plastic underground to “mine” back when recycling becomes more sophisticated, are also being considered.

(Source: Reuters)



STEEL

TARIFFS ON AMERICA’S CLOSEST ALLIES PROVOKE RETALIATION

In the name of America’s national security, US President Donald Trump announced tariffs on steel and aluminum from Canada, Mexico and EU on May 31st. From midnight that same day, trade flows worth USD 23 billion in 2017 faced duties of up to 25%. Trade partners quickly hit back. Canada slapped a surtax on USD 12.8 billion of American steel, aluminum, coffee, candy, pizza and quiche. The Mexican government said it will levy import taxes on several US exports and the EU said it will impose duties on a number of imports from the US. The root of the current trade mess lies in a surplus of global steel.

(Sources: The Washington Post; The Economist) ■





ECO-EFFICIENT LIFT TRUCKS WITH UNCOMPROMISED PERFORMANCE

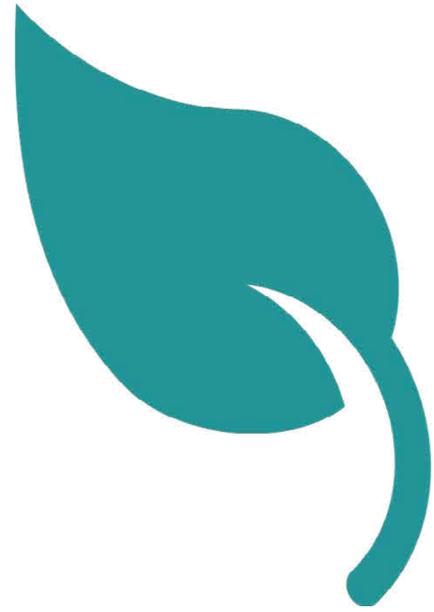
We want to empower you and your business to make better choices for the environment without compromising performance. ECOLIFTING gives you the opportunity to save money and help the environment at the same time by using less fossil fuels.



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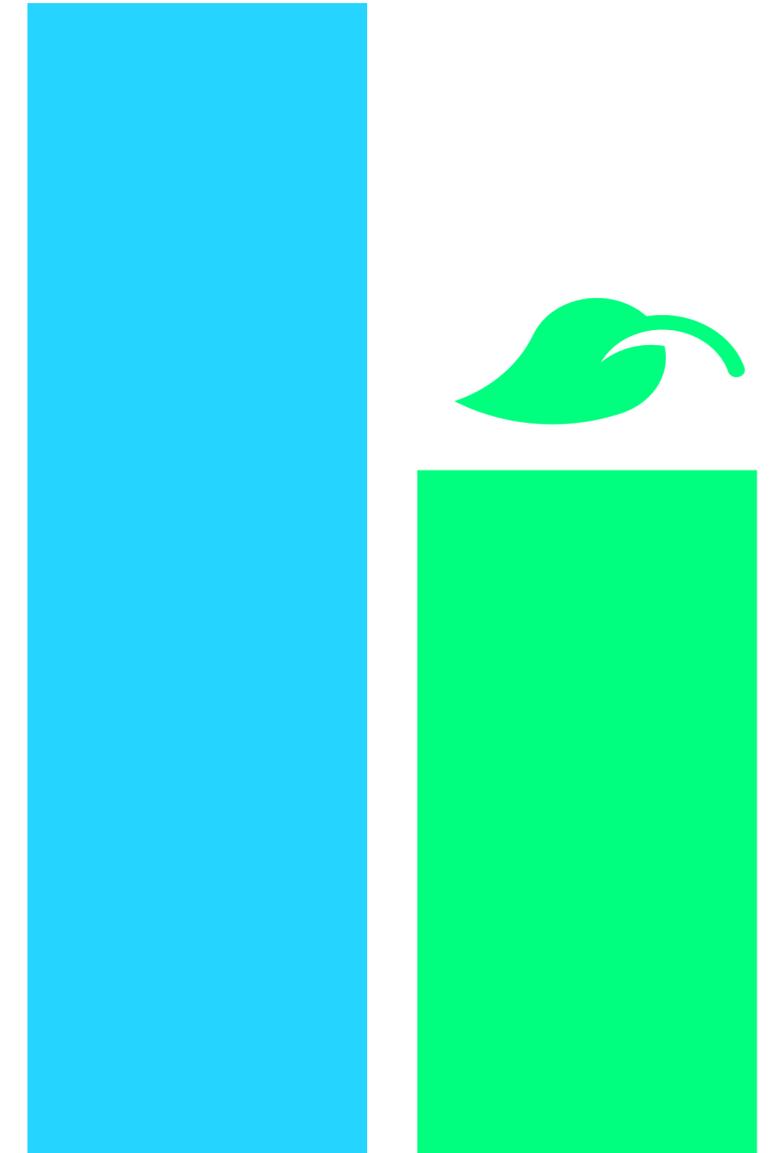
ECOLIFTING SOLUTIONS

ECOLIFTING is a future-proof concept with new solutions continuously in development. Like in all of our products, the true value lies in the small and intelligent details and cutting-edge technology that make Konecranes Lift Trucks some of the world's most advanced lift trucks.

“We are continuously improving the environmental performance of our products, processes and services for our customers around the world,” says

Håkan Andersson, Product Manager, Konecranes Lift Trucks. “Our customers can make better choices for the environment without compromising the performance and power of their machines.”

Currently, Konecranes has three ECOLIFTING solutions available: Power Drive, with up to 15% fuel savings; Flow Drive, with up to 25% fuel savings; and the innovation we are most proud of – the Hybrid Drive, with up to 40% fuel savings.





SAME POWER, LESS FUEL WITH POWER DRIVE

Power Drive is a option for even more eco-efficient and economical lift truck usage. By placing the Power Drive system in a new machine, you could save thousands of euros annually compared to lift trucks with a normal driveline. Not only would you save on fuel consumption, but it would pay itself back in less than a year. Power Drive is the most cost-efficient way to start reducing emissions and fuel expenses.

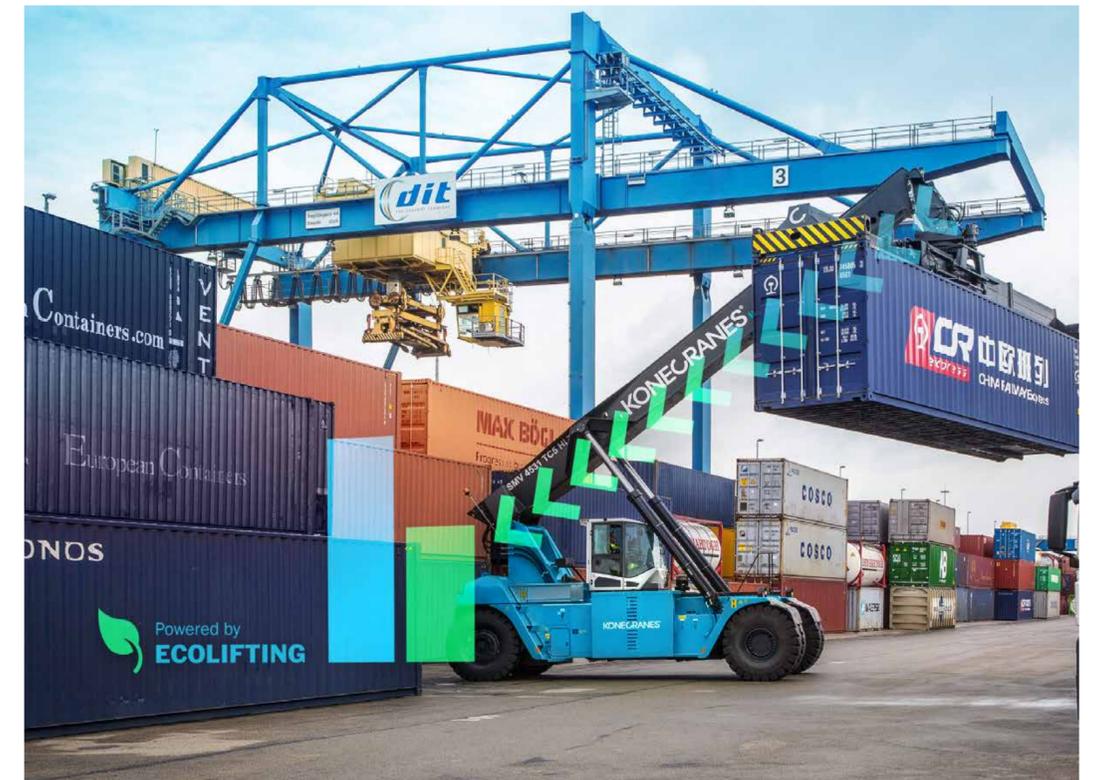
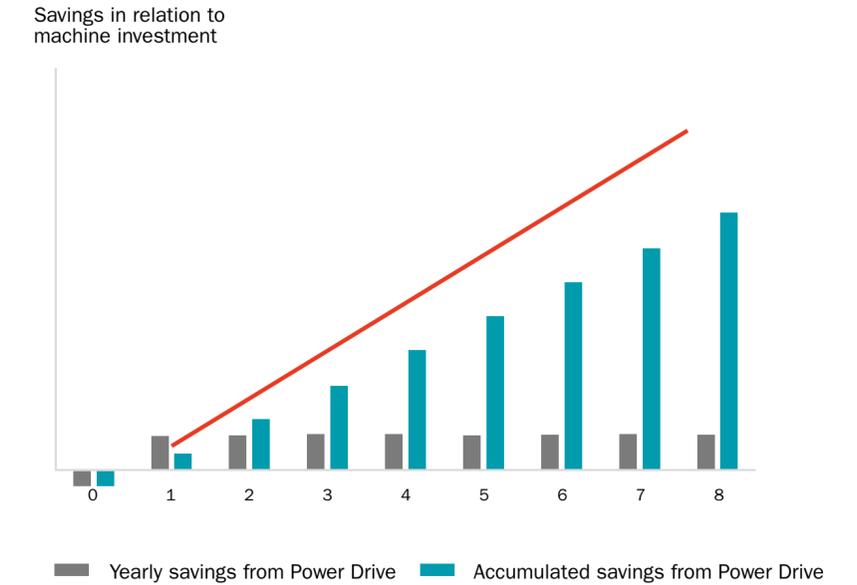
HOW IS POWER DRIVE MADE?

We added a new, unique hydraulic system configuration and customized pump setup. We also optimized the driveline and added a transmission with a lockup function. These changes ensure that fuel consumption goes down while performance stays the same.

GET POWER DRIVE WHEN YOU'D LIKE TO

- Have up to 15% less fuel consumption and costs
- Reduce noise level
- Decrease heat in transmission
- Extend the lifetime of your drivetrain
- Start decreasing fuel consumption, but with a small investment cost

Business Case Power Drive, year by year





IMPROVE TOTAL PRODUCTIVITY WITH FLOW DRIVE

Flow Drive not only cuts down fuel consumption, but also enhances the driver experience and increases active operation time. It's a solution that brings concrete benefits to everyday operations and an increase in overall productivity.

Being dynamic at low speed, yet delivering full power at high speed, Flow Drive ensures smooth and economical operation. This ECOLIFTING solution combines full performance with ease of driving and increases productivity with greater intervals between refueling.

WHAT DOES FLOW DRIVE MEAN TO YOUR OPERATION?

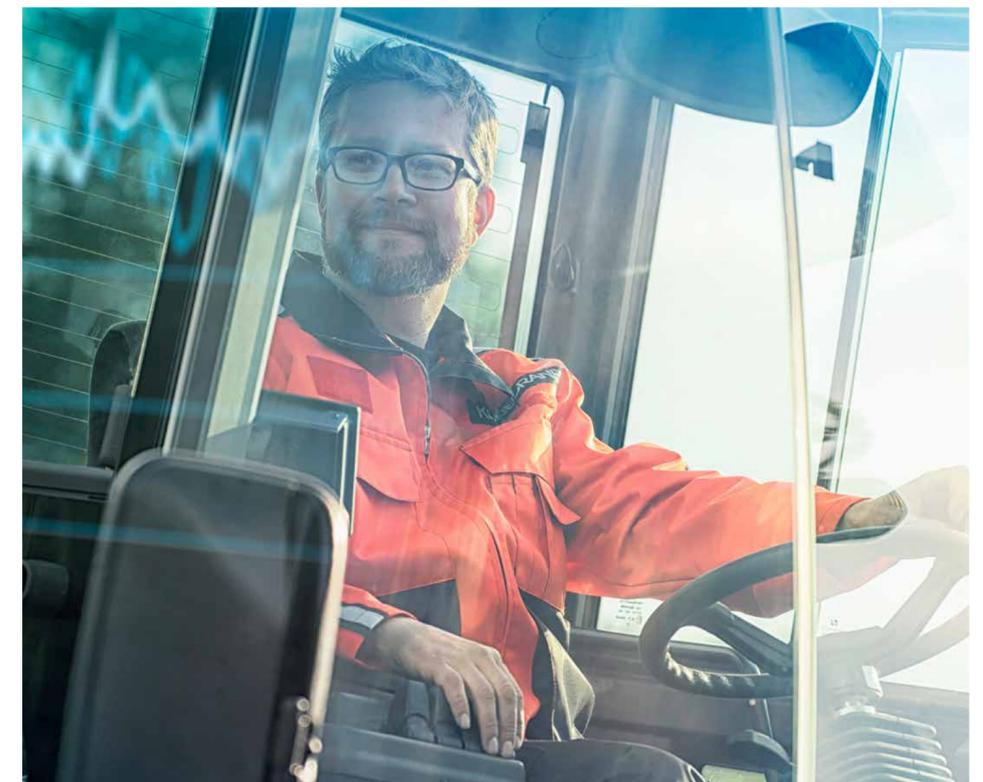
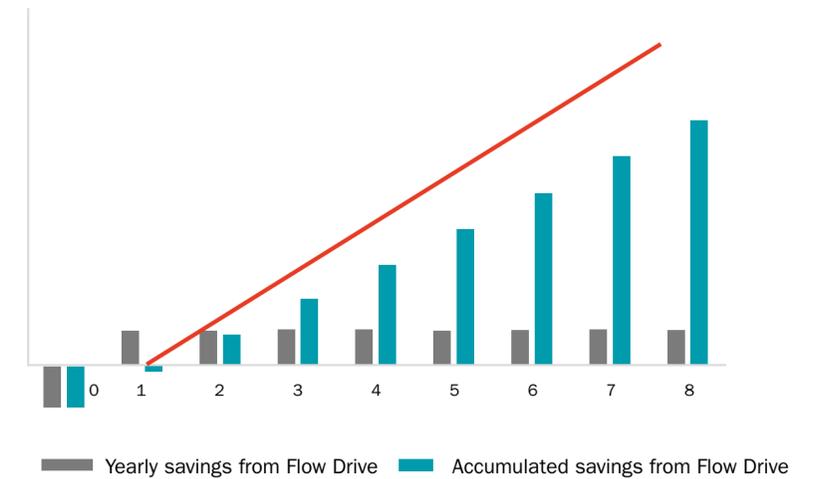
Equipped with the innovative Hydromechanical Variable Transmission, Flow Drive combines a driver-friendly ride with a significant reduction in fuel consumption and emissions, using a heavy duty engine that maintains full performance. A new, unique engine compartment design takes care of the specific requirements set by this driveline.

GET FLOW DRIVE WHEN YOU'D LIKE TO:

- Decrease lift truck CO² emissions, fuel consumption and costs by up to 25%
- Increase driver productivity
- Decrease noise level
- Reduce cabin vibration
- Have flexible thrust
- Have higher power and longer use cycles

Business Case Flow Drive, year by year

Savings in relation to machine investment





STEP INTO A MORE SUSTAINABLE FUTURE WITH HYBRID DRIVE

The world's first hybrid reach stacker helps you save money, improve productivity and make more environmentally sustainable business at the same time. Our hybrid reach stacker combines heavy-duty Konecranes technology, and leads the next generation of sustainable lift trucks. Its eco-efficient features boost productivity, cut fuel consumption and reduce emissions, all made possible by electrifying every flow of energy in the lift truck. Propulsion and lifting are powered by dedicated electric motors that can all operate in regenerative mode.

WHAT IS REGENERATIVE MODE?

The reach stacker recovers the energy it creates when braking and lowering loads, and stores it in a super capacitor for later reuse.

The use of electric motors in the driveline and lifting system in combination with electric energy storage makes the hybrid reach stacker exceptionally easy to maintain. No variable displacement hydraulic pumps are needed for load handling and no torque converter or mechanical transmission, either. This means quicker and easier service and increased uptime. ■

GET HYBRID DRIVE WHEN YOU'D LIKE TO:

significantly cut costs and improve your productivity with eco-efficient features.

OPERATIONS & PRODUCTIVITY

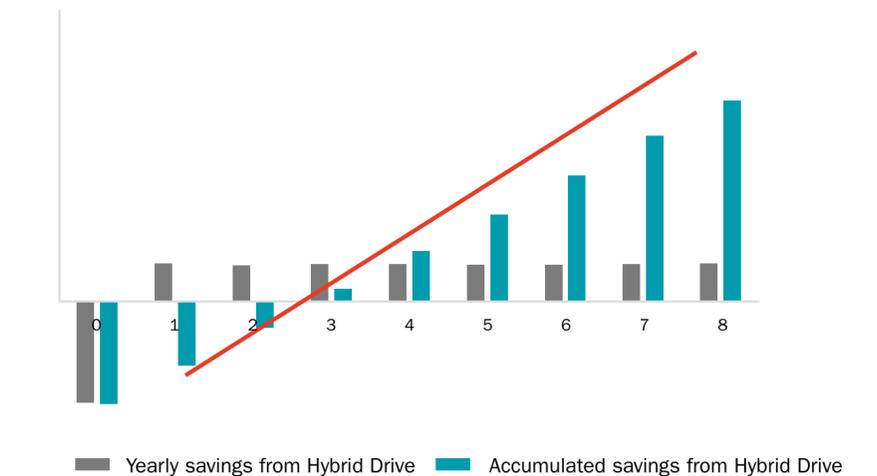
- Significantly cut CO² emissions by up to 40%
- Improve lifting response and operator performance
- Introduce a well-tested, cutting edge technology
- Reduce noise levels by 4 dB
- Boost acceleration

SERVICE

- Significantly decrease service costs
- Have exceptionally easier maintenance

Business Case Hybrid Drive, Year by Year

Savings in relation to machine investment



●
○
○

REFERENCE
DIT DUISBURG INTERMODAL TERMINAL,
GERMANY

EFFICIENCY, SAVINGS AND LESS EMISSIONS

A Konecranes hybrid reach stacker has brought increased productivity and considerable cost savings to DIT and taken the company closer to its goal of leading the way as an operator in environmentally friendly cargo handling technology.



KEEP READING



Modern container handling terminal DIT offers a wide range of transport and storage services at Krupp Port in Duisburg, Germany. Located at the intersection of major North and South and West-East cities, Duisburg Intermodal Terminal (DIT), with its international rail and barge services, fills a range of transportation needs. DIT stores 10,500 containers in a total working area of 200,000 m².

CHALLENGE – REDUCE ECOLOGICAL FOOTPRINT

The requirements for the business and technology of container handling are facing changes and improvements. At the same time, ecological and environmental issues are getting more and more important for both customers and container handling companies alike. When DIT set a goal to provide green logistics for their customers and put more effort into corporate responsibility, they needed to find a reliable partner to support their ambition.

SOLUTION – UNIQUE HYBRID TECHNOLOGY WITH CUSTOMIZED SERVICES

Based on a long-standing partnership with Konecranes, DIT was sure that the introduction of the new, unique Konecranes Hybrid Drive technology for reach stackers would be beneficial.

“There were no better alternatives available for the hybrid reach stacker, and the service concept with insurance and backup solutions were adjusted precisely for our needs”, says **Bernd Putens**, Managing Director, DIT.

Mr. Putens says that DIT was very content with being involved in the supply chain.

“We had reliable contacts in Konecranes sales and service. If we had any questions about optimization, we got direct answers from Konecranes staff.”



The Hybrid Reach Stacker is more effective in handling than any other reach stacker and it helps save both the environment and our financial resources.

Bernd Putens,
Managing Director, DIT





RESULTS – SAVE BOTH MONEY AND ENVIRONMENT

At Krupp Port, the hybrid reach stacker is used in load handling, all container handling and operating in the container stock in a three-shift system.

The hybrid reach stacker and its regenerative power feature has cut down fuel consumption in everyday container handling and increased the productivity and cost-efficiency of DIT's operations. Due to electric motors and fewer complex mechanical components, maintenance has become faster and service costs have lowered significantly.

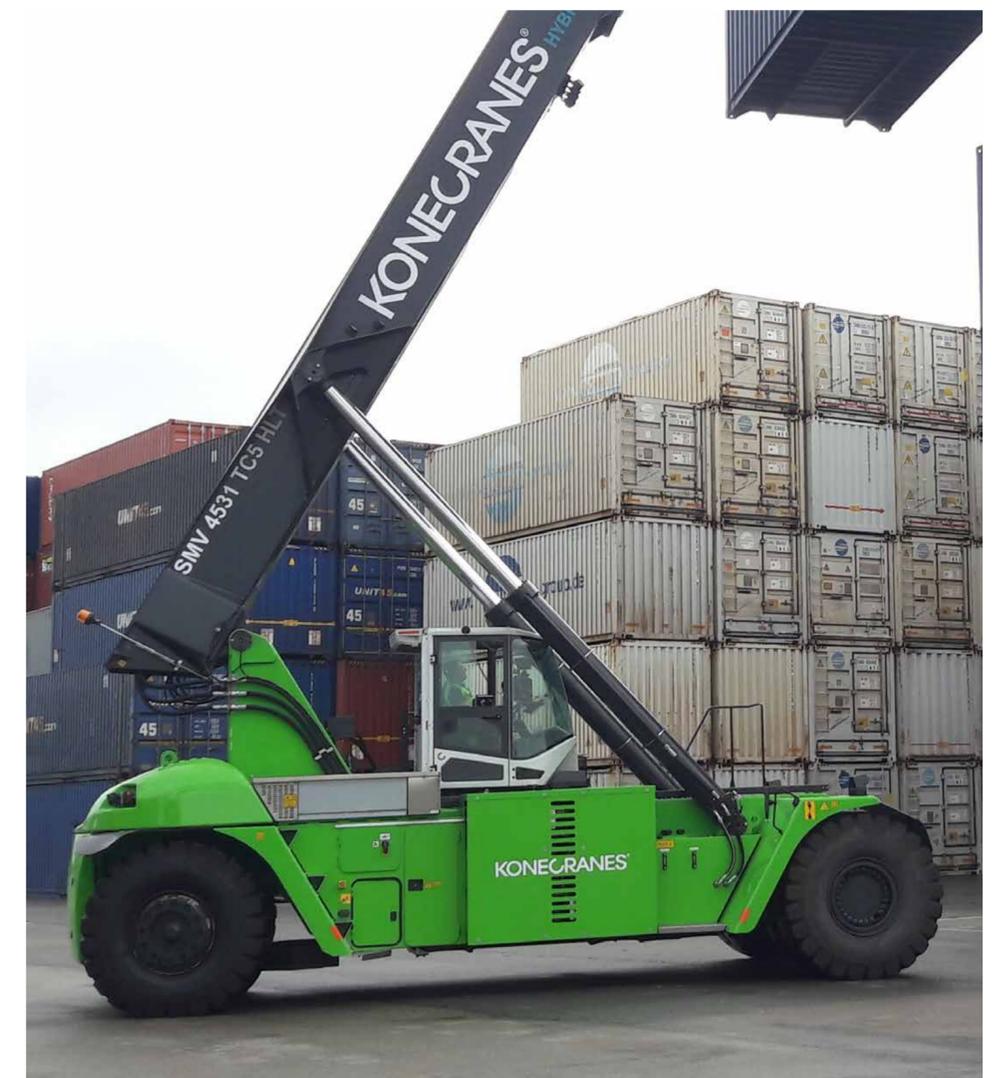
With reduced noise levels and better lifting response, operator performance has improved. A significant decrease in carbon emissions is in line with the company's mission to provide sustainable transportation services. Maintaining the same level of performance, DIT will, according their calculations, eliminate about 10% of emissions from their operations by 2020.

“The Konecranes hybrid reach stacker is better at materials handling than any other reach stacker we have, and it helps save both the environment and our financial resources,” says Mr. Putens.

“We got the complete package, consisting of both the machine and service. We have felt well looked after and understood in this Hybrid Drive project. Konecranes is a partner we want to continue to work with in the future.”

FUTURE – EXTEND GREEN LIFTING WITH HIGH PERFORMANCE

Clearly, the hybrid reach stacker speaks for itself. Contargo Group, of which DIT is a part, has decided to continue to invest in Konecranes hybrid reach stackers, as it looks towards a greener future and more efficient container handling. ■



TECH TODAY

A NEW WAY TO CAPTURE MEMORIES – SUNGLASSES THAT TAKE VIDEO AND PHOTOS

Snap, the company behind Snapchat, released the second generation of its Spectacles, a wearable video camera, in spring 2018. Spectacles capture short clips and still photos that can be synced to a smartphone. The device is also water-resistant. The Spectacles have a Ray-Ban style design and a couple of color options. After their makeover, the new version of Spectacles looks much more like an actual pair of sunglasses than a wearable video camera.

Spectacles are compatible with devices running Google's Android OS and Apple's iOS. The connectivity between the device and the user's sunglasses has been improved for the second generation product, making it easier to share videos and still photos. The software has been improved as well; for example, the Spectacles can create an ad-hoc WiFi network for sharing content to mobile phones.

Users can record 10-, 20- or 30-second videos. The new

version of the glasses also includes a second microphone to record anyone close to the wearer. The price of a pair of Spectacles is about \$150.

There are also negative aspects regarding camera glasses – people don't want to be recorded without their consent. The biggest benefit is you can record at any time in a very convenient way, but that scares some people. (Source: TechNewsWorld)

[WATCH VIDEO](#)

EVENT CALENDAR



LOGISTIikka 2018 LOGISTICS TRADE FAIR

12–13 September

Tampere, Finland
Stand C 1124

[READ MORE](#)

BREKBUK AMERICAS

2–4 October

Houston, Texas, USA
Stand 949

[READ MORE](#)

**THANK YOU
FOR READING
AND
HAVE A GREAT
SUMMER!**

If you have questions about Lift Trucks or about this newsletter, please contact us:
communication.liftrucks@konecranes.com

**MEET US AT
LOGISTICS TRADE
FAIR 2018**

12–13 September
Tampere, Finland
Stand C 1124

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