

Hiab

method

CUSTOMER MAGAZINE 1/2010

A safer working
environment with
Hiab cranes

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industry's unique needs

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Cargotec

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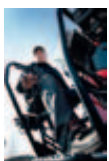
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Cover: Crane operator Tommi Lyytikäinen was photographed by Susanna Kekkonen

Foreword

The downward trend has given way to clear and positive signs in the load handling market. Despite the market challenges of the last year, we, as a market leader, continued to make investments in R&D to secure future growth. Working closely with our customers has enabled us to introduce new features and technological solutions for Hiab cranes, all of which have been implemented in compliance with the new Machinery Directive and loader crane standard EN 12999:2009. We believe that it is essential to take the new safety standards seriously without compromising efficiency.

Our key success factor has always lain in our ability to understand our customers' business and to develop applications for customer-specific needs. Efficient equipment also enables more productive and more sustainable processes. A good example of this comes from China, where Cargotec has built urban waste management solutions together with local collaboration partners.

Our future success continues to be based on a close cooperation with our customers. We will level down the impact of the markets fluctuation by listening to our customers even more carefully. Our local service, close cooperation with customers and presence in the global cargo flow enhances our ability to anticipate evolving trends and tomorrow's cargo and load handling needs.

Unto Ahtola

Executive Vice President, Industrial & Terminal



PHOTO: SAMI KULLU

Cargotec facts

Cargotec improves the efficiency of cargo flows on land and at sea - wherever cargo is on the move. Cargotec's daughter brands, Hiab, Kalmar and MacGregor are recognised leaders in cargo and load handling solutions around the world.

www.cargotec.com

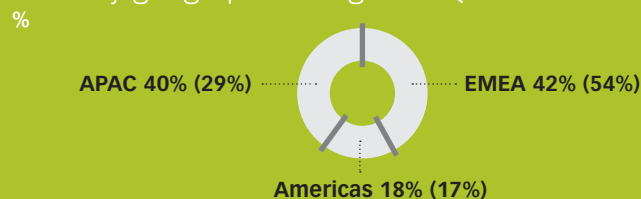
Key figures in January–March 2010	Q1 2010	Q1 2009	2009
Orders received, MEUR	598	456	1,828
Order book, MEUR	2,239	2,772	2,149
Sales, MEUR	555	675	2,581
Operating profit excl. restructuring, MEUR	15.8	15.0	61.3
Operating margin excl. restructuring, %	2.8	2.2	2.4
Operating profit, MEUR	13.5	6.2	0.3
Cash flow from operations, MEUR	46.5	59.6	289.7
Interest-bearing net debt, MEUR	336	510	335
Earnings per share, EUR	0.13	0.01	0.05

EMEA and APAC almost equal in size

Sales by reporting segment Q1 2010



Sales by geographical segment Q1 2010



Hiab is the global market leading brand in on-road load handling solutions. The offering includes Hiab loader cranes, Hiab Loglift and Hiab Jonsered forestry and recycling cranes, Hiab Multilift demountable systems, Zepro, Waltco, Focolift and Del tail lifts and Hiab Moffett and Princeton PiggyBack® truck-mounted forklifts.



Another busy day at the Caseificio Gennari traditional family cheesary in Parma, Italy.

PHOTOS: KATI LEINONEN

Cargotec in everyday life

Cargotec's solutions can be found at every stage of the journey. We are proud of the vital role we play in moving goods, like for example parmesan cheese from a family-owned cheesary in Parma, Italy to a dinner table in Helsinki, Finland.

Wherever cargo is on the move you'll find Cargotec providing innovative and sustainable handling solutions.

Across land and sea, Cargotec's wide-ranging equipment and services are present at every stage of the transportation chain. Many of the things you are surrounded by, from consumer goods to raw materials, have passed



A Hiab Moffett truck-mounted forklift loads the cheese.



With the cheese loaded onto the truck, the journey begins.



The cheese has arrived at the nearest port, Livorno.



A Kalmar ship-to-shore crane places the container onto the cargo vessel.



The cargo leaves port, heading for sea.



A straddle carrier is ready to move the cheese in Helsinki.



The cheese is unloaded, with the help of a Zepro tail lift, and arrives at the market where it's ready to be sold.



In the market, the cheese is prepared to be sold for cheeselovers.



A successful dinner party – thanks to Cargotec.

through the capable hands of operators using solutions from Cargotec.

Our Hiab, Kalmar and MacGregor brands make us a trusted and knowledgeable partner, and it's this expertise that maximises the efficiency of cargo movement at every type of logistical interchange.

Moving goods is essential for keeping our

societies up and running, and today we have approximately 9,500 professionals working closely with customers in over 120 countries, ensuring their local and global transportation needs are effectively serviced. In fact, one in four containers around the globe is moved by Cargotec equipment!

We are also proud to have the widest serv-

ice network in the industry, delivering valuable service solutions that help our customers maximize their business efficiency.

Cargotec is proud of the contribution our business makes – at every stage of the journey – in helping to meet the demands of consumers around the globe.



“Cargotec’s teams are now in the frontline, paving the way and sharing their expertise with various partners and customers.”

A safer working environment with Hiab cranes

Cargotec complies with the new Machinery Directive 2006/42/EC and crane standard EN 12999:2009 throughout the entire Hiab crane range. Cargotec's product development teams have worked long hours in putting the new Machinery Directive into practice. As a result, the cranes have now been equipped with the new, required features, increasing the safety and productivity of crane users.

The Machinery Directive provides the regulatory basis for the harmonisation of essential health and safety requirements for machinery at European Union level. This is done through a combination of mandatory health and safety requirements and voluntary harmonised standards. The new Directive's primary aim is to save lives by minimising worksite accidents.

Prioritising safety and productivity

All cranes manufactured must comply with the new Directive as of 29 December 2009. In addition, all manufacturers must complete a risk and conformity assessment procedure, demonstrate compliance with safety standards and provide all of the necessary documentary evidence. "As there was no transitional period, we wanted to ensure that we were completely up-to-date, properly informed and that we complied in time," says Bengt Söderholm, Product Manager for loader cranes at Cargotec.

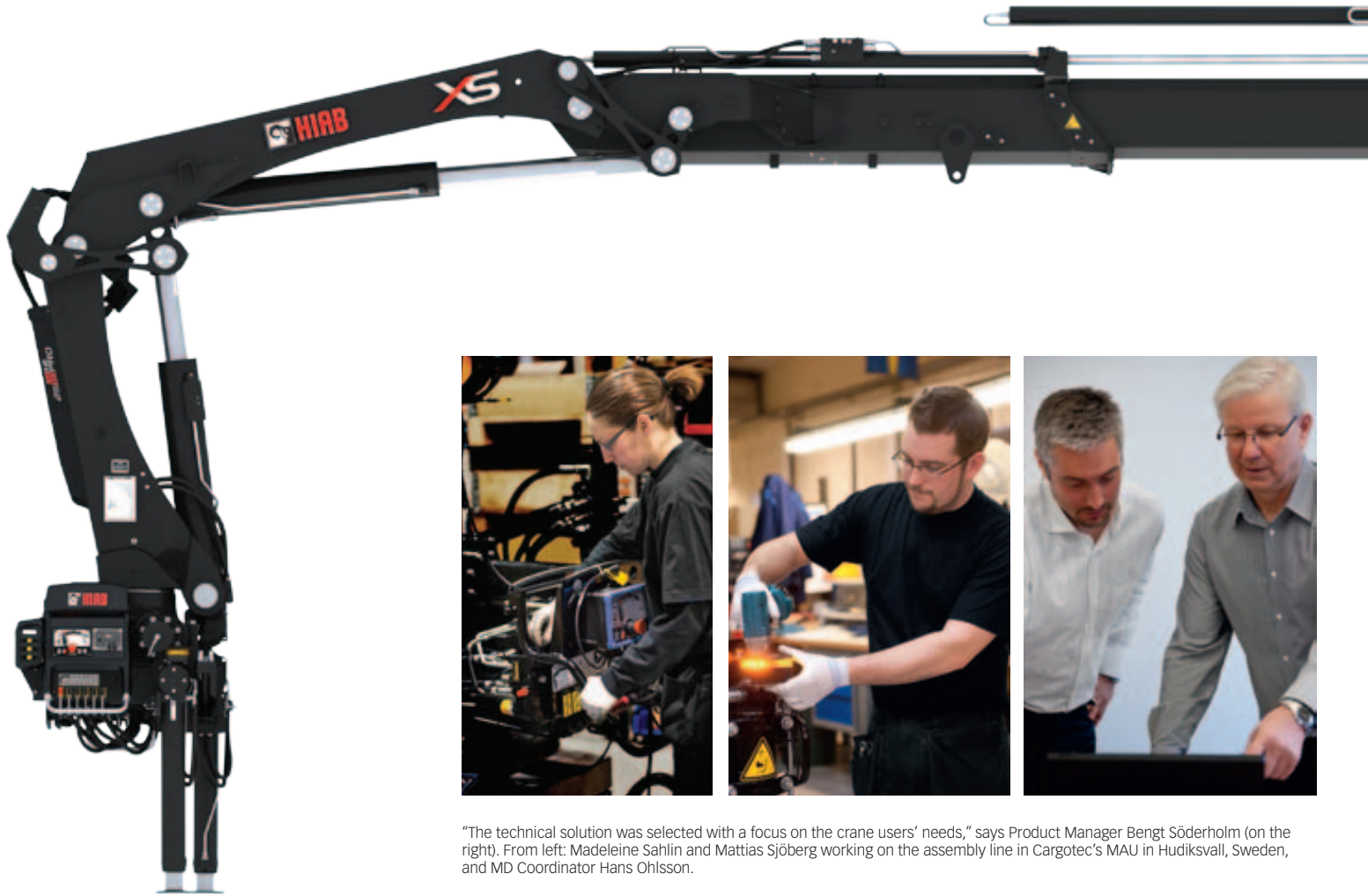
The greater the stability, the higher the capacity

The new Machinery Directive places strict requirements on stability supervision and safety. Accordingly, numerous new features and technological solutions have been implemented on Hiab cranes, to render



The new Machinery Directive requirements in a nutshell

- Responsibility for foreseeable misuse
- Stability and stabiliser supervision
- Higher level of documentation
- Noise level declaration
- Adjustments to Declaration of Conformity
- Faulty sensors must trigger full stop
- Increased sensor requirements
- Responsibility for final assembly tests and documentation



“The technical solution was selected with a focus on the crane users’ needs,” says Product Manager Bengt Söderholm (on the right). From left: Madeleine Sahlin and Mattias Sjöberg working on the assembly line in Cargotec’s MAU in Hudiksvall, Sweden, and MD Coordinator Hans Ohlsson.

them more productive and avoid worksite accidents.

One of the new, innovative features designed for loader and recycling cranes is the Variable Stability Limit (VSL). This is a safety feature that regulates the crane’s capacity in relation to its stability. In some cases, this can even extend the working area. For instance, a crane user can have a crane with increased capacity in some, earlier limited working areas and go for a leaner selection of stabiliser extensions by refraining slightly from capacity in others. VSL maximises capacity in relation to stability by registering how far stabiliser extensions are extended and ensures that legs are set firmly on the ground. The crane operator can thus focus on the job in hand, while the SPACE system monitors the vehicle’s stability. Furthermore, the VSL not only protects the crane operator, but also people in the vicinity as well as the crane and vehicle, by ensuring stability during load handling.

“This technical solution was selected with

a focus on the crane users’ needs. The SPACE system, for example, was designed in such a way that it informs the operator about the status of the equipment. In addition, extensive lab tests were carried out in order to ensure component quality. On the other hand, field tests verified that the selected solutions worked as planned in tough environments, as well as passing our tough quality requirements. Tests were carried out in close cooperation with operators, who provided valuable and positive feedback,” states Söderholm.

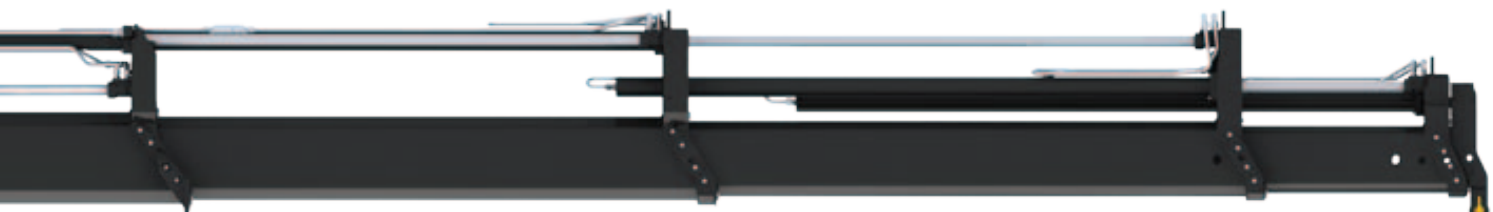
An investment for everyone’s benefit

For Cargotec, compliance with the new Machinery Directive is ultimately about the continuous development of end users’ safety and productivity. New features developed in compliance with the Machinery Directive not only directly benefit Hiab cranes, but also partners installing our cranes. “The new auxiliary stabiliser kit, for example, has

all the features required for compliance with the Machinery Directive. This makes compliance very easy when building crane bodies,” explains Söderholm.

All key personnel at Cargotec have been trained in the Machinery Directive, its effects as well as the related documentation, installation requirements and new crane features. Cargotec’s teams are now in the frontline, paving the way and sharing their expertise with various partners and customers.

“We care about our customers, who should always have access to the most advanced technological solutions available. By complying with the Machinery Directive, we are also prepared to help our customers and partners comply. The result is an even safer working environment, enabling lighter installations and increased capacity in certain working areas, while ensuring our cranes’ user-friendliness. These are advantages that will come across to our customers and partners,” Söderholm summarises.



The Upgraded Operator Protection System (OPS) provides additional safety by defining a “virtual protection cage” which enables the electronic blocking of areas from boom movement. With OPS, it is now possible to customise the cage by blocking several sectors of various sizes. This new feature provides the operator with clearly improved protection, when operating the crane from a fixed control station. Furthermore, it can also be used to protect the truck cabin, the platform or other on-vehicle equipment.

Bronij gets the first super-safe Hiab crane

In order to be able to work with containers, this Bronij truck is fitted with a hydraulic Hiab XS 111 E3 HiDuo loader crane with remote control. This crane complies fully with the Machinery Directive.

Compliance with the Machinery Directive and new harmonised loader crane standard EN 12999:2009 was determinative for the Board of Directors of Bronij Infra B.V, a Dutch company specialised in delivery, installation, maintenance and testing of underground waste containers and small and district pump stations, in its choice for this loader crane. According to co-director Leonard de Nijs: “We work for various publicly owned undertakings and they set clear European rules. We inspect a large number of underground containers each day, in accordance with the strict guidelines which have been drawn up for this. If repairs are necessary, we carry them out immediately, and then inspect the containers in accordance with what has been agreed.”

The purchase of this new DAF also fits in with this thorough approach. “It is a truck

with an EEV diesel engine, so it is cleaner for use inside urban low emission zones, and that is something which is also increasingly important for our clients. With this Hiab loader crane, we are also complying with the new Machinery Directive and the EN 12999:2009 standard. Our clients are very familiar with the new regulations and they are also increasingly being requested in tender specifications. It is all about a higher level of safety, and that is a key consideration,” De Nijs explained.

The new DAF will be used for breakdown work. An enclosed workshop is mounted at the front of the loading platform, for the necessary tools and spare parts. This ensured that there was space left at the back of the loading platform for the loader crane. “This allows it to achieve its maximum reach, and to work most safely, because you can get closest to the work from the back end. Various new techniques have been incorporated in the crane in order to guarantee the safety requirements. This relates to the continuous Variable Stability Limit (VSL) which comes into effect when the vehicle is not correctly set firmly on the ground. Or if the operator wants to lift an excessively heavy load at a specific angle. In these circumstances,



red warning lights light up on the control panel of the crane and the remote control to warn the operator in good time about the excess load. This does sometimes occur during our service work, because when we are called out for a breakdown, the container can be filled with stones, garden waste or other heavy waste. It is good that you can never lift more than is technically permitted.

Another measure that also promotes safety is the flashing LED lights on the stabiliser legs and the CWI warning system which comes into effect if the crane is at a height above four metres, and the driver tries to drive away. This CWI system is also activated if the stabiliser legs are not in the correct transport position when the driver tries to drive away. Just as important to us is the extremely precise operation of the crane and the remote control. These are all aspects which only make working with the crane safer.”

Cargotec's road show gathered a large group of key customers and authorities from the Hong Kong area.



Cargotec in Hong Kong: Focus on after-sales services

Cargotec Asia Limited and its authorised dealer for Hong Kong and Macau, Ever Win Harvest Limited, held the first product promotion road show and “Hiab Loader Cranes Handling Contest” in Hong Kong on 25 April 2010.

There were more than 200 guests, including the Grab-Mounted Lorries Association, Truck Merchants' Associations, and several key customers attending the event. On the same day, Cargotec delivered the dealership certificate

to Ever Win Harvest Limited. Cargotec and Ever Win Harvest have been working together since then to provide comprehensive sales and after sales services to customers in the region.

Service from the heart

In order to provide excellent services to customers, Cargotec will cooperate only with quality partners. Cargotec's dealer in the Hong Kong and Macau market, Ever Win Harvest Limited, has over 60 years experience of assembling Hiab equipment. They also provide professional maintenance service to the market.

According to Mr. Sam Chau, Director of

Ever Win Harvest, they serve customers with heart and offer bespoke services: “For the on-road load handling industry, even a small accident can be fatal. Therefore, we have become used to assembling equipment that meets all of the strictest safety requirements. In all honesty, over all those years, there have been few complaints about our assembling of products. I believe that is the reason we have been able to keep so many loyal customers for more than half a century.”

From equipment sales to a full-service provider

Provision of excellent sales and after-sales services is essential for enhancing the



With Mr. Tsang from Hong Kong



In Hong Kong, the Hiab clamshell bucket has gained a 90% market share. Nine out of 10 grab-mounted lorries are “attached” with Hiab’s bucket.

Mr. Tsang Ah Dee, the chairman of Ah D Transportation Co. Limited, has been in the transportation industry for over 20 years. His company owns more than 30 Hiab cranes and grab-mounted lorries. He pointed out that he will buy more equipment in line with future business developments.

Q: Can you describe your company’s operation a little bit for us?

A: Our company currently owns around 45 mounted lorries. Basically, when there are project orders – for example, landslide accident and construction projects etc. – we will send our mounted lorry to the site. On the other hand, we will also provide vehicle leasing service.

Q: What type of Hiab products has your company been using?

A: We have used Hiab’s clamshell bucket for many years and have been satisfied with its good quality and durability. There-

fore, when the Hiab loader crane was made available to the HK market three years ago, we ordered some for trial. We have no complaints about the loader cranes’ performance so far.

Q: What is the most important factor when considering purchasing a crane?

A: For me, safe and user-friendly operation is important. I will also consider the machine’s performance and the after-sales services support. Part and service support is getting more important, as, no matter how good the machine quality is, it will be affected in daily operation. Therefore, proper and on-time service support is very essential.



relationship with our customers. “A nimble and flexible crane can contribute more than you can imagine,” says Dr. Ken Loh, Executive Vice President, APAC, at Cargotec. He continues: “In order to broaden the equipments application, we will have more promotion for the industrial products in the local market. In addition, we will improve Cargotec’s after-sales services in the APAC region and gear up our backup team so as to launch full-series comprehensive maintenance services for our customers.”

Top: Mr. Gordon Wu, Director of Ever Win Harvest (on the left), received the dealership certificate from Dr. Ken Loh, Executive Vice President, APAC, Cargotec.

Centre: The happy winner of the Hiab Loader Cranes Handling contest was Mr. Lam.

Right: The competition required high-level precision from crane operators: The idea was to pick as many eggs as possible from bottles that were placed on top of the pillars.

Learning from the past

Mr. Leung, now 82 years old, has been the chairman of Hong Kong Kowloon & N.T. Grab-Mounted Lorries Association Limited for more than 30 years. Mr. Leung, who has purchased more than 100 cranes over the years, has witnessed the evolution of loader cranes in Hong Kong: “I bought the first Hiab clamshell bucket in 1970,” he told us, adding: “Hiab’s steel quality is very good; it is light and flexible to apply.”



Hi-spec Hiab cranes customised for energy industry's unique needs

A leading Dutch energy firm, Nederlandse Aardolie Maatschappij B.V. (NAM) has purchased five highly specialist service vehicles developed by Cargotec, each complete with two purpose-built Hiab cranes.

In the field of oil and gas provision, time is crucial and safety is paramount. Nowhere is this more prevalent than when repairing and maintaining the wells used to tap into the natural gas and oil which serves homes all round the world.

NAM Well Service is the servicing division of NAM – the largest gas producer in the Netherlands. The principle role of the division is to ensure that all oil and gas wells under its jurisdiction are always functional. This can involve regular maintenance or emergency repairs and both require a process called wire line well intervention.

Cees Mollema, Segmentation Manager of Cargotec EMEA Customer Solutions, said: “When problems occur in a well there are three options; try and repair the damage using wire line well intervention method, replace the entire riser pipe section, or drill a new well. With this in mind, a fast and effective method of repair and an effective ongoing maintenance programme is obviously preferable.”



The basic principle used to service wells has been the same for 100 years. The technique involves a steel wire being inserted down to depths of up to 4 km below the earth's surface to clean, repair or replace the damaged part. During the servicing or repair process gas can enter the atmosphere so it is therefore imperative that no sparks occur and safety becomes of paramount importance.

Unique solution

An integral part of wire line maintenance or repair are the service vehicles which attend the scene, housing much of the equipment used in the process. They are traditionally fitted with an extended boom to support and control the wire line as it is inserted into the well. Since 1994, this role has been performed for NAM Well Service by seven DAF trucks fitted with Hiab cranes. However, after 16 years of impressive service, the company decided to upgrade the fleet.

It enlisted the proven services of Cargotec to develop a product using its Hiab brand of truck-mounted crane technology. After extensive development and modification work to meet the needs of NAM Well Service, Cargotec successfully designed, built and delivered the five new multi-faceted trucks to unrivalled specifications.

The final solution comprises a DAF truck with load platform to which two Hiab cranes and a Rotzler winch are affixed. The first Hiab

boom is a locally modified H477 stiff boom model which extends to a maximum height of 21.3m (needed to feed the wire line through the top of the lubricator assembly). The second is a 055 DS variant which lifts a Mobile Elevated Work Platform (MEWP) to a height of 7.5m.

With the addition of a host of specialist features, remote control for all functions, and ATEX* zone 1 certification – achieved by ensuring that all electrical power can be removed from both booms and vehicle chassis when operating - the trucks are truly unique and provide a tailor-made solution which could potentially revolutionise wire line well servicing worldwide.

Working in tandem

Jan Kuipers, Team Leader Wire-Line at NAM Well Service, said: “We originally used service trucks from another supplier but the performance, service and spare parts ability were all sub-standard. In 1994, Hiab developed a new truck-mountable crane perfect for use in the oil and gas industries due to its long boom. We took delivery of seven, mounted on DAF trucks, and they have served us well for many years.

“However, the latest order, the result of ongoing and successful cooperation between NAM and Cargotec, takes our servicing capability to new levels in terms of the speed with which we can respond and the safety for those working at the well.

“The two companies worked closely together throughout the development stage

“With the MEWP and the stiff boom cranes on the same vehicle there is no need for scaffolding alongside the well.”





The remote radio control system is ATEX certified and enables the operator in the MEWP to control the crane and installation process on top of the Xmas tree with extreme precision.

and each time we posed a question, or needed to adapt the specification, Cargotec was able to provide a solution. The result means that when required, a radius of up to 7.5 metres from the well is entirely free of electrical current.

“The safety benefits of this ATEX zone 1 certified solution are crucial for our potentially explosive working environment. No other manufacturer could match this level of electrical performance.

“And with the MEWP and the stiff boom cranes on the same vehicle there is no need for scaffolding alongside the well. Suppliers no longer need to be contacted and coordinated as one vehicle can now travel instantly to the well and resolve the situation. NAM Well Service can now be entirely self sufficient. We have dramatically reduced response times for emergency repairs and can be far more flexible when scheduling for routine maintenance.”

Cees Mollema, Segmentation Manager of Cargotec EMEA Customer Solutions, said: “Since their purchase, all five vehicles have been employed five days a week. There is no reason trucks like these cannot be used to meet the need of any well servicing company looking for a more effective and safer alternative to traditional methods.”

*The ATEX directive consists of two EU directives describing what equipment can safely be used in explosive environments.



Working to meet the needs of NAM Well Service, Cargotec successfully designed, built and delivered the five new multi-faceted trucks to unrivalled specifications.

Wire line intervention

Wire line intervention is necessary when any component in an oil or gas well needs cleaning, repairing or replacing. It is a highly complex process due to the sheer depth at which problems can occur and the safety constraints involved.

After a well is drilled it is filled with a liner made of steel which reduces in diameter as it goes deeper. On the end of the steel liner (where the oil or gas is found) there is a perforated liner which allows the gas to rise to the surface.

Production tubing is inserted inside the steel liner. On top of this, the wellhead is used for connection between production tube and the production flow hat – known as the Xmas tree. This contains master shut-off valves, production shut-off valves and valves to close the tree cap through which wire line well intervention tooling is inserted.

The process allows well intervention with the full well pressure contained inside the lubricator which consists of sections of pressure tested pipe that act to seal in wire line tools and channel it through into the Xmas tree.

Cargotec develops services for all customer segments

Newly appointed to develop Cargotec's services globally for all customer segments, Stefan Gleuel is concentrating on creating an operation model to benefit customers' operations; this will enable the transfer of best practices and identify the synergies of different service operations, while respecting the different business models that exist in Cargotec businesses.



Cargotec is developing its service business even further. Merging Hiab and Kalmar recently to form the Industrial & Terminal busi-

ness area has demonstrated the benefits to customers when the transfer of best practices and identification of synergies produced a broader and more competitive service offering.

"Customers will benefit from rapid response times delivered by a bigger pool of qualified service people," Stefan Gleuel, Cargotec's Executive Vice President of Services, says. "Frontline engineers will enjoy the increased responsibility and job diversity provided by their new skills, along with enhanced job satisfaction and greater security of employment. We have started to cross-

train our service personnel, especially service engineers, and the results have been very good and positive.

"We already have established common business development and lifecycle services, and spare parts and logistics development is under way. Cargotec's regional spare parts distribution centres offer availability, speed and cost-efficiency in spares logistics which will benefit all customer segments. The next step is to harmonise centralised service where this is beneficial".

For example, there is an ongoing programme mapping delivery times for more than 650,000 parts by air and sea freight via the existing spare parts hub infrastructure. This will provide vital data for the development of 'time zone distribution centres', leading ultimately to a single, unified spare parts distribution system.

Mr. Gleuel and his team have access to

records of customers' spare parts requirements and regional demand, and this information is being analysed and the results factored in when determining the optimum location for spare parts hubs and satellite distribution centres, along with the necessary stocking levels.

An integrated approach helps Cargotec's service network when expanding into new markets – now this can be done more efficiently from the whole Cargotec's perspective when, for example, focusing on emerging markets such as Latin America and Africa.

"To succeed, we must win business by being better and more competitive than the opposition," Mr. Gleuel maintains. "In addition, it is important to customise services to reflect local cultures and practices, not only on a regional level but also country by country, and sometimes even company by company".



Reliable partners guarantee continuous development

Founded by the Dauphin family more than a century ago, the GDE Group, a subsidiary of the international ECORE Group, is now one of the leading recycling companies in France with over 50 operational sites. The GDE Group works in partnership with Cargotec's waste handling solutions and its state of the art equipment.

The professional challenge of the GDE Group is to produce a material called 'secondary raw material' from collected waste. For example, from old car bodies, household appliances and industrial scrap metal waste, the GDE Group produces and sells raw material to steel foundries. From old magazines, cardboard packaging, or even printing production scrap waste, the GDE Group provides raw material to paper mills. They constantly invest in new technologies and try to anticipate any sector changes by using the best available techniques.

Professionalism, accuracy, quality, forward thinking, top equipment and technology - these are the key issues that GDE Group is committed to, now and in the future.

A fleet of modern trucks for various purposes

To meet the many requirements involved, GDE's fleet of equipment includes 7000 containers, 178 trucks, 123 trailers, 205 semi-trailers, 134 cranes, and various other items. The majority of the trucks are 26-ton GWVs, most of which are fitted with a demountable to collect the waste or with a combination of demountable and crane, equipped with tools to handle different types of containers.

GDE has been benefiting from Cargotec's expertise in waste handling solutions for several years and now the company's range of Hiab cranes and demountables represent most of the GDE's fleet. GDE has recently embarked on a modernisation programme, by starting to replace its Hiab Jonsered 1020 recycling cranes and Hiab Multilift demountables with the newer Hiab Jonsered 1620 Z cranes mounted behind the cab and featuring Hiab Multilift XR21S hooklifts.

Close partner relationships

High quality service is one of GDE's principal objectives and they aim to establish close relationships with all their partners. The company invests in ongoing research and development work, related to quality, and regularly involves its key partners in the process. The relationship with Cargotec is an excellent example of this.

Another example can be found in the critical area of body building, equipment mounting and after-sales service. Most of the

installations are insured by Cargotec's partner CORNU, whose Chief Executive, Gilles Lemarchand, works closely with GDE's Guillaume Leheudé to develop the final product. "The mounting work truly requires an expert when a crane and a hook lift are used on the same truck," says Guillaume Leheudé.

The choice of the after-sales service partner is also an essential area for GDE and it's here that Cargotec excels. "We have an extensive network and Cargotec is present wherever we have an operation. In cases of failure or other such incidents, there must be someone reliable to intervene quickly and effectively," Mr. Leheudé adds.

Fully-trained drivers for maximum performance

All GDE's trucks are heavily utilised and the access conditions in their working environment, can be very demanding. The number of production cycles in a typical day means the quality and durability of equipment utilised has to be the very best.

The applications and variety of equipment used, requires a high level of skill and experience from the drivers. So, in order to create good working conditions and maximum output, GDE plans everything down to the last detail. For example, the driver doesn't have to leave the vehicle to reach the control platform of his Hiab Jonsered crane. A step carefully placed on the wing of the truck allows the operator to slide towards the crane and then lift the waste container on the truck. "When you're in the middle of a street, you need to



The whole team of GDE, a leading recycling company in France, is proud of their extensive fleet of modern trucks, most of which are equipped with Hiab cranes and demountables. From left: Laurent Gosse, Bruno Mesnard and Guillaume Lehaudé from GDE, Mickael Notelet, Product Manager for Hiab Jonsered recycling cranes and Gilles Lemarchand from CORNU.

fold up the crane, hang the container in place, and empty the box as quickly as possible, because the traffic won't wait," says Laurent Gosse, who has been working for GDE as truck driver since 2004.

Hiab cranes meet demanding performance requirements

The Hiab Jonsered 1620 Z crane model meets GDE's exacting requirements. The gripping system for containers full of glass, cardboard, paper and other materials is achieved by using a KM 920 Kinshofer device. This remains with the crane during the folding and unfolding operations.

As the driver moves along the cabin, the operator is on a control platform that rises

and falls in the same way as a hydraulic lift. This arrangement allows an experienced driver to be in the right position for optimum visibility, thus improve the efficiency and safety of the handling process.'

Reliability of equipment improves efficiency

Hiab cranes are renowned for their high quality manufacturing and attention to detail which ensures reliable and efficient performance on site. A good example of this is with the Hiab Jonsered 1620 Z hydraulics that deliver smooth operation and a fast speed which enables the job to be completed in the shortest possible time.

The Hiab Multilift XR21S demountables



Thanks to careful planning, the driver does not have to leave the vehicle to reach the control platform of his Hiab Jonsered crane.

also offer excellent advantages with its pneumatic safety latch, automatic cycle, and special friction relief system. Its reliability is second to none and the sliding hook arm can handle a variety of container lengths. Its many options and functions also offer a high degree of efficiency.



For Cargotec, sustainable performance means doing business and serving customers with high productivity and reliability throughout the whole value chain. Sustainable performance also means developing solutions that comply with the highest environmental standards. Ultimately, this will enhance our customers' sustainable performance.

Cargotec's business is all about keeping cargo on the move in a sustainable way. Since the biggest environmental effects occur during the use of Cargotec products, their environmental impact is among the key areas of focus – from ideation to products' end of life.

But what does this mean in practice, and how do Cargotec's solutions enhance sustainability for the customers? Sustainability Officer Karoliina Loikkanen explains.

"Understanding of customer needs related to occupational safety and environmental issues supports Cargotec's work to increase the customer's energy-efficiency and improves safety and monitoring," outlines Loikkanen.

She continues: "Careful solution planning,

either with holistic cargo handling flow in terminals or with a separate equipment offering, is always followed by training and the work of our comprehensive network for after-market services. This way, we can ensure that our offerings truly work in a sustainable manner."

As for the criteria that guide Cargotec's product development, the following are observed in all business areas.

"We work with our customers in developing their logistical structures smarter, meaning more automated and efficient. On top of that, our training offering and life-time product support carry sustainability even further. Our goal is to set the standard for sustainability in cargo handling," summarises Karoliina Loikkanen.

Polish site shows the way

Cargotec's new plant in Stargard, Poland, will be the company flagship in energy-efficiency and production technology.

The multi-assembly unit (MAU) is part of Cargotec's long-term global supply strategy and an ideal location for reaching European markets. Also, the facility will help to lower the production and transportation costs and strengthens the sourcing activities in Central Eastern Europe.

Operations in Stargard will be launched this year, and the MAU boasts the latest advances in sustainable production technology, processes, and quality.

For instance, Cargotec chose carbon-free wood pellet heating solution for the production

facility. Alternative energy sources for electricity production are mapped and environmental, health & safety standards are under development.

At the moment, Cargotec's operations in Poland are run from a rented facility in the Goleniów area. The new unit will support the production of Cargotec's various cargo handling solutions, mainly Kalmar and Hiab products.

The Stargard project is being carried out in close co-operation with local and national authorities.



The land area of the Stargard plant in Poland is 41 hectares. The central location helps to reduce transportation costs.

Less fuel, more capacity and speed

Installing a variable pump into a new Hiab loader crane or retrofitting an old crane is a wise choice. An automatic and user-friendly variable pump can lower fuel costs remarkably.

Hiab loader cranes are made from high-strength steels, which combine durability with increased lifting capacity and lightness. With the reliable control systems and variable pump added, the end result is a highly efficient crane with optimal fuel consumption.

Hiab's Pro and HiPro control systems allow the use of variable displacement pumps over the traditional fixed pumps. This earns fuel savings, since the variable pump will, at any time, only deliver the necessary oil flow, based on the operator requested speeds of the various crane movements. The savings per year can be several thousands of litres. Cutting the fuel consumption is a choice that helps also to save the environment.

Another benefit of the variable pump is its ability to keep the oil temperature low. This means that seals, hoses and other parts of the hydraulic system last longer.

Variable pump saves thousands

The cost of installing or retrofitting a variable pump is in the region of 1,000-2,000 euros, but with estimated savings on diesel oil, the solution would pay for itself in 6-18 months, depending on the crane model and the type of duties the crane is used for.

“Part of our R&D work is to study and balance the solutions’ utilisation ratio and the amount of time spent on upgrades and improvements. The upgrade work can be done in one to two days, so the downtime isn’t long,” notes Lars Andersson, Senior Advisor at Cargotec. For the past three years Andersson has been researching the sustainability issues of loader cranes. Also, he has worked in R&D for over 30 years.

“I think that the variable pump solution could and should be in much wider use among our clientele. We at Cargotec are ready to help our customers understand the links between crane economy, fuel consumption and the resulting environmental impacts.”





Understanding local conditions and challenges – the key to success

ZAEL relies on Cargotec's expertise in waste handling vehicle solutions in China.



Solid waste handling systems are a rapidly developing industry in China. Large Chinese cities started modernising their old, inefficient and pollution-generating methods about 12 years ago, and one of the pioneers in this field is Cargotec. In 1998, Cargotec China began systematic work to introduce modern, novel waste handling methods based on demountables and cranes to Chinese cities and total solution providers. The challenges of a huge population and ongoing urbanisation are continually creating new demands for collecting and transporting waste and recyclables. The Cargotec China team bases its solutions on thorough situation analysis taking into account local conditions and practicalities. This provides a foundation for building a cost effective solution for the customer based on the technology that provides the best performance and at the same time is environmentally friendly. One good example of this work is Cargotec's long-term cooperation with ZAEL.

For the last seven years, Cargotec China has been cooperating with Associated Engineers Zhuhai S.E.Z. Limited (ZAEL) in provision of transportation vehicles for waste transfer stations, a relatively new industry in China. ZAEL specialises in designing and selling high-volume transfer stations. In China,

the vehicles used in these stations are mostly purchased along with the station and operated by the same end user. For this reason, the vehicle concept design work is also often done by the transfer station provider itself.

At the same time, installation of special-purpose equipment on trucks is a highly restricted industry in China; only certain licensed companies with Chinese majority ownership are allowed to build and sell complete special-purpose vehicles (SPVs). As ZAEL does not have the required licence, it has to rely on licensed SPV companies for complete truck supply using the ZAEL design.

An industry pioneer

Over the last seven years, the cooperation between ZAEL and Cargotec China has included Cargotec's help in optimised vehicle design, sales of Hiab Multilift hooklifts, coordination between ZAEL and a licensed SPV company, and maintenance and servicing. "Back in 1998, when we started operating in China, modern load handling products and methods were unknown. Our sales team had to put in a lot of time and effort for the last 12 years to educate the market in the new methods. This, combined with the highly regulated SPV installation and sales industry, has required a lot of energy and patience from our sales organisation, explains Minna Vilkkuna, Director of Cargotec's Greater China Industrial Business. "We are now harvesting

the fruit of this groundwork in the form of rapidly increasing sales. For example, for hooklifts, we are not only the company that did the pioneering work in the industry; we are also the market leader. Our company and brands are among the most well-known and respected names in the industry," she continues.

Optimised vehicle solutions

Seven years ago, the first big waste transfer stations began appearing in Chinese cities. Horizontal compaction transfer station providers, such as ZAEL, were engaged in fierce competition with vertical compaction station providers. ZAEL's first transportation truck design for its stations was based on the old-fashioned hydraulic push plate systems. "When we first started marketing Hiab Multilift hooklifts to ZAEL, our sales team began with economy comparisons between vehicles with the old push plate system and a modern hooklift system. The result was clear: push plate waste truck design was too heavy and not optimal for Chinese roads. Besides, the number of vehicles required was double that of hooklift trucks for handling the same amount of waste. With these facts in hand, we were able to present a better solution to ZAEL's management, based on Hiab Multilift hooklifts. We convinced them to abandon the old push plate system. Eventually, this led to the exit of push plate vehicles from the entire Chinese market," explains Ren Guang Yuan, Deputy Director of Cargotec China Industrial Business's environmental sales division.

The first transfer station project for which Cargotec actively helped ZAEL to win the contract for a horizontal station with hooklift trucks was in Guilin. "We worked with the ZAEL experts and management, helping them to gain the greatest possible benefit from the advantages of our solution and product. As a result, we were rewarded with an order for the customer for 20 Hiab Multilift hooklifts, each with 20t lifting capacity, for a large World-Bank-loan-financed waste transfer station," explains Minna Vilkkuna.



Cargotec has been one of the pioneers in introducing modern, novel waste handling methods based on cranes and demountables to Chinese cities.



Cargotec is a market leader in China with its Hiab Multilift hooklift series.

Expanding the cooperation

The scope of the cooperation between the two companies has expanded over the years. Today, there are 11 large transfer stations, all over China, supplied by ZAEL and operating with vehicles equipped with Hiab's hooklifts. "Because of our ability to provide pre-sales consultation, high quality products, and efficient after-sales service, we have remained ZAEL's first choice as a hooklift supplier," says Ren Guang Yuan.

Following the establishment of Shanghai Huaguan-Hiab SPV Co. Ltd (Huaguan-Hiab) at the end of 2009, Cargotec China is now able

to supply also complete hooklift and crane vehicles to local customers. "We have won ZAEL's trust over the years, which is an excellent base from which to broaden our cooperation into complete vehicle supply from our new Huaguan-Hiab joint venture, which is a licensed SPV provider. We started the complete hooklift truck deliveries to ZAEL near the end of last year, and by the end of 2010 we will be providing them with nearly 20 complete hooklift trucks on top of the 40-50 units of hooklifts that will be provided to them through other licensed SPVs, around China," Ren Guang Yuan concludes.



REINERT Logistic and Cargotec – on the way to the top

Even though he is already a veteran of the transport business, René Reinert, age 39, can still be regarded as a young entrepreneur. Hailing from Saxony, Germany, René Reinert recognised the many opportunities that arose from the fall of the former East German Government in 1990, particularly in the area of construction materials and transport. He was only 19 at the time.



"The new Hiab Moffett truck-mounted forklifts have proved their value time and time again," says René Reinert, Managing Director of REINERT Logistic.

What began as a one-man show with an old Magirus-Deutz truck and hand-made adverts in the idyllic town of Schleife near Weißwasser in the region of Lusatia has grown into one of Germany's leading transport and logistics companies with an eye on becoming a major player on the European market.

"Reliable, efficient, competent. Our goal is for you to succeed!" True to this slogan, REINERT Logistic GmbH & Co. KG spares no effort in fulfilling every customer's need. "We not only want to satisfy our customers, but go above and beyond by offering top quality service at reasonable prices year after year", says René Reinert, explaining his philosophy. The company currently employs around 550 people and operates about 400 vehicles with attached trailers, cranes and forklifts.

When selecting the equipment he needs, Mr. Reinert sets the same high standard that he does for himself: "First and foremost, the quality has to be right. In a business dominated by tight schedules, we just don't have the time for breakdowns of any kind. Simply



stated, everything has to work day in day out. And with Cargotec we've never had a problem with that. Cargotec offers us the technology and price-performance ratio we need to succeed. They are an innovative company that constantly strives for improvement, just like us", says Mr. Reinert in praise of Cargotec, which has been his supplier of Hiab Moffett truck-mounted forklifts and Hiab loader cranes for many years.

The REINERT shipping company, based in the easternmost corner of Germany, recently won the bid for a nationwide contract from Lafarge Gips GmbH. As of April 2010, this construction materials giant has been outsourcing all of its transport and logistics services to REINERT Logistic and will continue to do so for the next five years. The annual value of this new order amounts to an impressive 12 to 15 million euros. This large contract has,

"Cargotec offers us the technology and price-performance ratio we need to succeed."

in turn, allowed the REINERT company to make a major upgrade in its own fleet of forklift vehicles. In fact, the logistics company immediately ordered 35 Hiab Moffett truck-mounted forklifts – the M4 25.3. For quite some time, REINERT's extensive machinery includes also six Hiab loader cranes.

"The new forklifts have proved their value time and time again. They require very little in the way of maintenance and repair and are highly reliable. Moreover, the machines are able to transport loads sideways, which is a huge benefit when moving long objects in narrow spaces. To top it off, the forklift sells at a very attractive price", stresses Fleet Manager Sven Mrosk. "The Hiab Moffett M4 25.3 has a three-metre lifting height and can manage loads of up to 2.5 tons based either from a truck or trailer or in a terminal or warehouse. One of the highlights are the fold-away wheel

arms, which allow the Hiab Moffett to be transported on any type of vehicle with very few technical modifications. Since the truck driver does not have to wait until additional equipment arrives for the unloading process, the team can make deliveries faster, safer and at a lower cost", explains Hiab Moffett Product Manager Stephan Hoppe, who has been doing business with René Reinert since 1996.

REINERT Logistic made recently a major upgrade in its fleet and ordered 35 Hiab Moffett truck-mounted forklifts from Cargotec.

If the Lafarge contract continues to bring a good profit, the Lusatia-based company will likely take up an option for 20 more of the innovative Hiab Moffett truck-mounted forklifts.

Ready steady go!

Who's the 25th timber loading champion of 2010? Once again this spring, Cargotec and its partners will crown the fastest timber handling crane operator in Finland.



The championships bring together some 1,000 timber loading pros each year – not a bad result if one considers that there are only about 2,000 professionals in this field in the entire country.

The first timber loading championships were held in 1986. Arto Moilanen, Sales Manager for Cargotec, recalls that the competition was meant to be a one-off event.

A welcome break from everyday work

“To our surprise, the contest proved very popular and the participants wanted to have the event every year,” said Moilanen.

As he tells of the history of the contest, the starting pistol goes off – the first competitor is high up on his seat and starts operating the crane boom and grapple. The goal is to load and unload the timber handling truck as quickly as possible but with enough precision to not drop timber trunks or touch the side bars of the truck.

The first contestant in the preliminary round, held in Lahti (a city of 100,000 in southern Finland) is Marko Mikkola. He clocks a decent time for loading and unloading the 60 or so trunks but claims he was a bit nervous.

“This is my 15th championships contest, and it's a welcome diversion from my everyday work,” says Mikkola, who is an experienced timber handling crane operator and timber handling truck driver.

PHOTOS: SUSANNA KEKKONEN



The best result of the day was achieved by Ari Kuosmanen: a little over five minutes (5:16) took him to the finals.

“I’ve usually placed among the top eight or so in the local tryouts. This is good fun, as my usual work day is a quite solitary one,” he says. The tool of his trade is a Hiab Loglift 96 S, mounted on a Scania model 2008 R500 truck.

A tour de force

Cargotec’s partners in the two-plus-month tour are Veho Group (a Finnish importer of passenger cars and commercial vehicles) and SKAL (Finnish Transport and Logistics).

“This is the second time we’re among the organisers, and very happy about it. We get to meet stakeholders and customers and have some fun while doing it,” says Marketing Manager Rami Ainiala of Veho.

The weather is favourable – a little sunshine and a lot of brisk wind. The contestants are chatting amongst themselves about their work and previous years’ events. Luckily, it’s not raining cats and dogs this time – otherwise, the trunks would be very slippery and easy to drop. The opening event has attracted a fair number of curious spectators as well. The tryouts start at 9:00am, and the final contestants might show up as late as about 5:00pm. After that, the organisers pack up their gear – trunks included – and take the show to the next city. All in all, the 2010 tour visited 27 locations.

A sure sign of spring

Timo Salo takes the stage and finishes his loading challenge in just under six minutes. Salo is pleased enough with his performance, though victory is not the most important thing.

“This event has become a sure sign of spring. I’ve taken part almost every year,” says Salo, who has his own timber transport business. It’s a family business – both his wife and his sons work there. The company has six timber handling trucks, all of them Volvos, the model years ranging from 2005 to 2010. The crane make of choice is the Hiab Loglift 105 S.

“The competition is an excellent way to see what’s new in the timber handling crane business. We get to test the new features and thus stay up to date. Timber handling cranes are now much faster and have more sensitive controls. Also, ergonomics have improved over the years,” Salo says.

Tommi Lyytikäinen is next. While he’s operating the crane, the crowd really pays attention. The young man works the grapple with speed and skill. The finishing time is a splendid 4:53.

“That might put him in the top three of the entire competition”, is the professional opinion of crowd, although some penalty seconds were later added to the result.

When asked what drew him to the contest, Lyytikäinen puts it simply: “This is great fun!” Enough said!

So you think you can load?

The timber loading championships bring together timber handling truck drivers, vehicle and crane suppliers, and professionals in the logistics trade. The rules of the competition have changed only slightly over the years. Here are some of the criteria:

- The load to be handled consists of about 60 softwood trunks with a length of about five metres.
- The crane operator first unloads the trunks at the side of the truck so that the distance for loading is optimal. Then it’s time for loading.
- In the loading part, the trunks have to be turned lengthways. Before the competition, the trunks are painted red on one end so that the judges can see that the competitor has indeed managed to turn the trunk. When loading is complete, the trunk ends facing the operator must all be red.
- The grapple should not touch the side bars of the truck – if a metallic “clink” is heard, it adds five seconds to the final time.
- Other no-nos are dropping a trunk (an additional 30 seconds), damaging the truck or its equipment (an added 120 seconds), and loading the trunks unevenly (penalty depending on the deviation).
- The participants must be 18 or older and have the necessary training/experience to operate heavy machinery.
- The prizes include, in addition to glory and respect, a motorboat, not to mention an honorary sheath-knife with stylish engravings.

Cargotec to start the resale of Dennis Eagle and Ros Roca waste compactors in the Nordic countries

Cargotec has signed a long term agreement with the multinational Ros Roca Environment, according to which Cargotec starts the exclusive representation of Dennis Eagle and Ros Roca waste compactors for refuse collection vehicles in Finland, Sweden and Norway. The cooperation comprises sales, marketing and service of the most comprehensive range of refuse collection bodies in Europe and starts in the summer of 2010. Dennis Eagle's Elite chassis are excluded from the representation.

"This is a concrete measure for Cargotec in order to increase our presence in the environmental segment in terms of on-road load handling. The exclusive representation of the Dennis Eagle and Ros Roca equipment strengthens our position as a total solution provider for our customers in the waste handling segment", says Seppo Heino, Director for Industrial Business, North Europe, Cargotec.



Ros Roca offers a wide range of products including refuse collectors, containers, container washers, sweepers, pavement cleaners, water-spraying tanks, industrial and sewage cleaning equipment.

Hiab solutions aid rebuilding efforts in Iraq

Even in some of the most unstable countries in the world, Cargotec is still working hard to meet its customers' needs.



Organising the delivery of the trucks to Iraq required detailed planning. Cargotec, with the help of its distributor Wadi Al-Ghary, made an agreement with a specialised logistics company to transport the units by road to Baghdad. A certified third-party agent was appointed to inspect the finished product before it was delivered to Iraq. Sandeep Ramakrishnan, Cargotec's Regional Sales Manager for the Middle East and North Africa (on the left) and Harald de Graaf, Executive Vice President, EMEA, in the picture.

Cargotec has recently delivered a significant order for the Iraq Ministry of Energy for 95 Hiab 244 EP-4 CLX truck-mounted loader cranes. The Ministry will use the Hiab-equipped trucks to handle transformers, move large power cable drums and perform other utility-related applications.

The tender from the Iraqi government was won by Cargotec's ability to provide a high quality one-stop technical solution. The Cargotec offer was seen to be additionally attractive through the provision of local sales, distribution and service expertise that significantly improved delivery times.

"It was the combination of our product quality and technical expertise that gained us the contract. We were able to understand the tender and guide the customer to achieve the right technical solution. Our local Iraqi based distributor Wadi Al-Ghary, who we appointed in 2007, made a significant contribution in organising the delivery and supply logistics from Um Qasar port to the customer warehouse in Baghdad," says Sandeep Ramakrishnan, Cargotec's Regional Sales

Manager for the Middle East and North Africa.

"The Hiab 244 EP-4 CLX crane has a lifting capacity of 20.7tm and a reach of 12.7m and the CLX control system offers simple and reliable manual operation. In addition to this, Cargotec provided a complete package that included the truck, cargo bodies and supply of spare parts", Sandeep Ramakrishnan adds.

The delivery timeframe was accommodated by providing a modular assembly design, which significantly reduced installation times. Each truck's loader body was manufactured and painted prior to being installed on the truck. The Hiab crane was then bolted to each truck's loader body, a process that dramatically improved installation times, when compared to the traditional method where everything is built on the truck and then painted.

"The order for the Iraq government further endorses Cargotec's ability to meet customer needs by promoting proven applications. We offer ready-made solution for a variety of applications in various customer segments," Sandeep Ramakrishnan concludes.

New paths in Africa and Iberia



In Spain, Cargotec has a presence in Torrejón de Ardoz, Madrid, where the company's workshop has recently been renovated. In addition to the workshop and large operations centre in Madrid, Cargotec has a new workshop in Barcelona. In total, there are 113 outlets and service centres in Spain and Portugal, ensuring that the distribution network can always reach the customer with ease.

As a result of Cargotec's reorganisation in the EMEA region, 2009 saw Cargotec Iberia begin to expand its export business in Southern Europe as well as in many countries in Africa, especially in developing and emerging markets such as Algeria, Morocco, Angola, Nigeria, and Turkey.

One of the markets with the greatest focus is that of Libya, where many renewal projects are in progress and the national infrastructure is being expanded.

Among Cargotec's customers is Alameammar Construction Company, a large Libyan player in the construction industry. After this customer relationship was established in June 2009, Cargotec received orders for 75 Hiab cranes, and April brought an order for a further 30 cranes. The assembly work, including installation of the cranes in the latest order on Scania trucks, is taking place in the workshop in Madrid.

The orders cover many models, from the Hiab XS 088 to the Hiab XS 477. These cranes will be used for different applications but mainly in construction projects of various types. Much new building and renovation work is in progress in Tripoli and in Libya's other major cities.

In North Africa, Libya is bordered in the north by the Mediterranean Sea. It has 2,000 km of coastline. The country's largest neighbour to the west is Algeria, and Egypt lies to the east. Libya's neighbours to the south, from west to east, are Niger, Chad, and Sudan.

Cargotec consolidated operations under one roof in Singapore

Cargotec celebrated a new milestone since establishing its presence in Singapore in the 1980s; with the official opening of a new facility at Tukang Innovation Park.



Cargotec is among the first to set up an office, warehouse and workshop facility, at the newly re-branded industrial estate in Western Singapore.

Spanning an area of 17,721 square metres over four floors, the new Cargotec facility will accommodate operations that cover Cargotec brands including Hiab, Kalmar, MacGregor and Bromma under one roof. The new building will be a convenient one-stop sales and service centre for Cargotec's customers in Singapore and around the region.

"This new facility in Singapore brings together the business areas of Cargotec, allowing us to derive greater cost-efficiencies and effectiveness with shared services and use of resources. It will allow our personnel to work together to bring synergy effects that benefit both Cargotec and our customers," said Mikael Mäkinen, President and CEO, Cargotec Corporation, at the unveiling of the new facility on 25 February 2010.

New partnership in the Philippines

In order to be in step with the predicted boom of the economy of the Philippines, Cargotec is bullish about entering the Philippine market and establishing a foothold there. In late 2009, Cargotec chose the leading truck body builder in the Philippines – Centro Manufacturing Corporation – to be the local distributor for Hiab solutions.

About Centro

Centro has been supplying truck bodies to major manufacturers in the Philippines for over 14 years. They recently received the first Zepro tailgate lift order for the Philippine market.

"We are happy that Cargotec has chosen us to be their business partner in the Philippines. We are confident that we will be able to provide world-class products and the services that the country is clamouring for. Cargotec products may be new to us, but they are already widely used in other countries experiencing a surge in logistical, manufacturing, and infrastructure activities," says Centro President Raphael T. Juan.

Name: Shirley Xu**Age:** 37 years**Location:** Shanghai, China**Job title:** since 1st of October 2009: Deputy Director, Cargotec Industrial Business China (military, railway, fire & rescue and industrial goods sales segments) Employed at Cargotec since 1998

In-depth expertise on the spot

Unrivalled determination of Cargotec's team results in cooperation with China Railway Construction Corporation (CRCC). Shirley Xu, Deputy Director for Industrial Business at Cargotec, tells us about her work.

The Cargotec's sales company in Shanghai, China received a fax from the China Railway Construction Corporation (CRCC). This was an invitation to a tender directed at foreign and local loader crane suppliers, for the delivery of loader cranes for the construction of a high-speed passenger railway line between the two major cities Wuhan and Guangzhou.

Shirley Xu, Senior Sales Manager (back then) of Cargotec China, placed the fax on the wall facing her table. Several questions went through her mind: "Do we have a realistic chance if we participate in this tender, how should we participate, what can we achieve and what would be the risks?" One of the main sources of doubt was the fact that CRCC had almost solely relied on domestic suppliers in the past.

Against the clock

To find answers to her questions, Shirley performed a quick background check on the project. Through the tender agent, Shirley

found out that the project had been ongoing for approximately six months. One of the crane suppliers had participated in the concept design for a complete special vehicle solution together with a local installation company. These designs had almost been finalised, which was indeed bad news for us. With less than a month to go before the tenders were opened, time was of the essence and the tender documents still had to be bought. Nevertheless, unwilling to give in too easily, Shirley decided to try, busying herself with a preliminary plan.

Technical seminar for introduction of new features

Next, with the help of the tender agent, Shirley and her team organised a technical seminar for the members of the CRCC technical panel. During the seminar, Cargotec colleagues discovered that the CRCC experts knew very little about the superior features of knuckle-boom designs. They knew even less about other tasks for which the crane could be used in railway construction and maintenance. "This was against our expectations, which were based on the assumption that other suppliers had introduced their own product and their features well. Being based on a concept which was new to the CRCC experts, our product immediately aroused their interest," Shirley says.

Superior pre-sales service as an asset

"At this point, the CRCC experts were taking a deep interest in Hiab solutions and, based on their recommendation, we obtained easy access to the installation companies, who were willing to discuss the design with us," Shirley adds. During this process, she discovered that the installation companies had only a superficial understanding of the product, its installation and use thereafter. This presented her with an excellent opportunity to demonstrate Cargotec's superior pre-sales service.

First-hand information from end-users

With the help of CRCC's technical panel, Shirley contacted all of CRCC's construction companies. These companies were the actual end-users of the final product at the railroad construction site. "To my surprise, they informed us that we are the first crane supplier to care about them, their needs and views regarding the use of this vehicle and crane. Through very active communication with the end-users, we obtained first-hand material and information about the construction site," she explains.

Global support for local needs

Last but not least, Cargotec China requested support from its European factory colleagues, in order to meet the demanding delivery time. "Thanks to the extensive help and support of



our colleagues, we were able to comply, which provided us with a major advantage in the tender,” Shirley says.

Working together day and night

Shirley and Richard Xiao, a Cargotec China Sales Product Support Engineer, stayed in Beijing for two weeks. Shirley collected information on all of the necessary aspects while Richard worked on the tender documents. Richard spent two whole days drafting the tender document, finding time for six hours of sleep during this entire period. They repeatedly discussed the content and made improvements. Ren Guang Yuan, Vice General Manager of Cargotec China Sales, also travelled to Beijing to lend his support. These efforts finally led to a satisfactory tender document.

“In the end, our tender document was the thickest file on the table, when all bidders were invited to a common technical negotiation meeting. Thanks to our very well-prepared tender documentation, we were able to answer all of the questions presented by CRCC’s technical panel and were considered qualified in light of the technical negotiations,” Shirley observes.

Fulfilling customer expectations

During the technical negotiations, Shirley and Richard gave suggestions for improvements of the present existing design, including adjustments to the position, and optimis-

ing the shape of the frame after careful force analysis. Shirley and Richard helped the customer calculate the axle weight and stability of the vehicle and assisted in solving a series of technical problems. This convinced CRCC of the Cargotec experts’ extensive know-how.

Major efforts finally pay back

Shirley and Richard were about to return to their rooms for a rest when, at around 11 p.m., CRCC called them in again for another round of negotiations. Since, thanks to her earlier research on the matter, Shirley understood the on-site conditions very well, she proposed new crane configurations. These were approved by the CRCC panel of experts on the spot. At 2 a.m. the panel made the decision to purchase Hiab cranes for the project!

Due to the outstanding performance of Hiab cranes and the professional support of Tan Pin, Service Manager Cargotec China, and his team, the first two demo units successfully passed the acceptance inspection. On this basis, CRCC decided to make further orders to Cargotec for a total of 26 units of the Hiab 288E-3HiDuo crane and 50 units of the Hiab 066B-2CLX crane.

The Hiab cranes supplied by Cargotec were used for the construction of 995 kilometre-long high-speed passenger railway line between the major cities of Wuhan and Guangzhou in China.



The Hiab cranes were installed on road-rail vehicles along the direction of the chassis frame.

Major customer in the railway sector in China

China Railway Construction Corporation Limited (CRCC) is one of the largest construction corporations in China and in the world. It was established in 2007 under the state-owned Assets Supervision and Administration Commission of the China’s State Council. The business of CRCC embraces project contracting, survey work, design and consultation, industrial manufacturing, real estate, capital operations, and logistics. The company has established itself as a leading corporation in design and construction of plateau railway, high-speed railway, expressway, bridge, tunnel, and urban light rail transportation field.

Special application for rail and ballast transportation

The Hiab cranes, installed on road-rail vehicles, are used to load and transport rail and ballast materials.

The normal method of crane installation requires a great deal of space for rails. In order to allow the vehicle to transport long rails, a solution for attachment of the Hiab crane along the direction of the chassis frame was applied. This leaves more space for rails. Because the centre of gravity of the vehicle is high and the vehicle is light, the crane should be light and low. Furthermore, the railroad construction sites are usually in remote areas, which require great reliability of the cranes.

Lacking manual labour, Eric Sundin needed a better way to lift large numbers of birch tree trunks efficiently onto his trucks. Today, the most sought-after Hiab loader crane is sold all over the world.

Hiab: From skis to One Cargotec

Hiab is one of the most well-known brands in the world of load handling. It started out small and and has become a worldwide successful brand. Check out what happened in between!

Each of Hiab's five product lines has a history stretching back many decades. The roots of the business are deep in the Swedish and Finnish engineering industry of the 1940s, with the start of production of Hiab loader cranes and Multilift demountables.

Another important part of the history of Hiab is Moffett Engineering, which in 1986 revolutionised the transport industry with the invention of the truck-mounted forklift. In 2000, the "Moffett Mounty" became part of the Hiab family.

It was ski manufacturer Eric Sundin who founded Hydrauliska Industri AB (Hiab), in Hudiksvall, Sweden. Sundin discovered how to use a truck engine to power loader cranes with the help of hydraulics.

However, at the same time, Brothers Terho in Raisio, Finland, developed a mechanical cable-operated interchangeable platform loader (Cablelift) that utilised the truck's front winch, with which it was possible to use a variety of platform bodies. This invention eventually led to the develop-



Ski manufacturer Eric Sundin (1900-1975) founded Hiab in 1944.

ment of Multilift load handling equipment.

From Partek to KONE

In the 1970s, Multilift was acquired by Partek Corporation, a Finnish construction giant founded in 1898. In the decades that followed, Partek expanded through mergers and acquisitions.

Over the decades, many load handling products were brought into the group. These include Loglift and Jonsered forestry and recycling cranes; Focolift, Zepro, Waltco, Del tail lifts; and Moffett and Princeton Piggy-Back® truck-mounted forklifts.

Another coup took place in 2002, as KONE Corporation acquired Partek, the name of which was changed to Cargotec. After three years, the two businesses dissolved and Cargotec was officially born.

Three strong daughter brands

Today, Hiab is one of the three strong daughter brands of Cargotec. Hiab, Kalmar, and

MacGregor represent Cargotec's expertise in container handling, heavy load handling, on road load handling, maritime transportation, and work for the offshore industries. To support the branding strategy launched in 2009, Cargotec's load handling brands Multilift, Moffett, Loglift, and Jonsered were translated into product names, which are pro-

moted as Hiab brands. Hiab offers the most extensive range of load handling equipment in the industry.

Closer to the customers

Cargotec carries out production in several locations, world-wide, keeping the company close to its customers. Hiab cranes are manufactured in four countries: Sweden, Spain, China, and South Korea. Dundalk, in Ireland, supplies Hiab Moffett truck-mounted forklifts, and the Raisio plant in Finland as well as the multi-assembly unit (MAU) in Shanghai, China, manufacture Hiab Multilift demountables. Cargotec's new MAU in Stargard, Poland, will supply both Kalmar and Hiab products.

Other production sites are in Norway, Estonia, Poland, the Netherlands, Ireland, the United States, India, Malaysia, and Singapore. Some of Cargotec's manufacturing has been outsourced to partner plants, located mainly in Asia.

One is more

Cargotec's vision is to become the world's leading provider of cargo handling solutions. In order to realise this vision, the company is determined to combine its strength and resources in one company. "One Cargotec" creates a foundation for a worldwide service network. Cargotec's aim is to serve customers at every freight traffic hub, in line with the company's promise "we keep cargo on the move"™.



Hiab Moffett: 65 years and stronger than ever

It has been 65 years since Cecil Moffett founded the business that was to produce the world leader in truck-mounted forklifts. Early in 1945, the small business produced mostly agricultural machinery. Over the next few decades, the company developed products for the building industry as well.

In 1986, however, things picked up – big time. Cecil Moffett created a small revolution in the transport industry with the invention of the truck-mounted forklift, a three-wheeled drive machine that can be carried on almost any truck or trailer without any loss of load space, achieving significantly faster and more cost-effective deliveries than ever.

In the hands of Carol and Robert Moffett, the business was transformed into a worldwide operation. When launched initially in the Irish market, the Moffett Mounty soon found a large clientele in the US and Europe, as well.

Over the years, Moffett experienced several organisational changes, becoming part of Cargotec in 2000. Moffett Engineering is now part of Cargotec and truck-mounted forklifts are promoted as Hiab.

The truck-mounted forklift manufactured in Dundalk, Ireland, is recognised as a strong asset of Hiab. The new branding of the product, "Hiab Moffett", refers to its position within the group, and the truck-mounted forklift from Dundalk is now successfully distributed through one of the largest sales and service networks in the world.

The Hiab Moffett model range includes specialist machines for all applications from building, agriculture and animal feed, and recycling to poultry operations, gas work, and a huge range of other commercial and industrial uses. With a lifting capacity of 1.5 to 3.5t and special attachments,

the machine from Dundalk has managed to transform and renew itself and continues to stand for the latest advances in technology – even 65 years after being introduced to the market.



Hiab history timeline

- 1833:** The Jonsered works, in Jonsered, Sweden, is founded.
- 1944:** Hydrauliska Industri AB (Hiab) is established in Hudiksvall, Sweden.
- 1945:** Moffett is founded, in Dundalk, Ireland.
- 1949:** Multilift (Autolava Oy) is founded, in Raisio, Finland.
- 1966:** The first Loglift (Fiskars) log loader is manufactured in Porvoo, Finland.
- 1977–2002:** The Partek years.
- 1977:** Partek acquires Multilift.
- 1979:** Hiab acquires Jonsered.
- 1985:** Partek acquires Hiab.
- 1988:** Partek acquires Loglift, timber handling crane manufacturer.
- 2000:** Partek acquires Zepro, Waltco and Moffett.
- 2002–2005:** The KONE years.
- 2002:** KONE Corporation acquires Partek. KONE Cargotec is established.
- 2004:** The load handling business is named Hiab.
- 2005:** The KONE Cargotec demerger results in a new listed company, Cargotec.
- 2007:** Cargotec's "One Company" operating model is launched.
- 2009:** Cargotec merges Hiab and Kalmar business areas globally into one Industrial & Terminal business area.

Cargotec's shared elephant symbol stands for strength, long life, reliability, trust, and lifting. The Cargotec elephant also symbolises the company's dedication to providing intelligent and sustainable solutions.



Hiab Moffett M10 – A powerful telescopic boom truck-mounted forklift for one-side offloading

The M10 25.3 is the result of extensive research and close cooperation with customers in order to deliver a modern telescopic boom machine that matches today's requirements and expectations. The telescopic boom allows loading and unloading of single stacked loads from one side of the trailer bed and eliminates the need to move the vehicle during the loading/unloading process. This saves valuable time enabling more deliveries in less time.

The Hiab Moffett M10 features the modern look and durability of the M-Series that the truck-mounted forklift manufacturer is renowned for. Excellent operator ergonomics are reflected in the modern and spacious layout of the driver compartment which boasts a generous 360° visibility, together with the arrangement of the dash panel and automotive drive control with easy joystick control.

The 37.3 kW / 50hp strong Kubota engine guar-

antees outstanding performance and smooth operation along with reduced noise and vibration. The M10 features outstanding off-road capability and gradability for the toughest working environment. With its tight turning circle the M10 easily negotiates the busiest and most confined conditions. Like any other model in the M-Series the M10 25.3 has been designed for optimised serviceability. With easy access to all fill points and engine bay, both bonnet and radiator grill are easily removable.



The new M10 25.3 marks the launch of a telescopic boom machine that offering a wide range of one-side offloading applications, providing the same ergonomics and performance as in models with conventional mast.



Typical application areas that employ one-side offloading are turf and lawn products, fertiliser (palletised and/or bulk bags), brick and block, architectural stone products, animal feeds, scaffolding, timber products, etc.

Hiab Moffett M2 15.1 – New light weight truck-mounted forklift speeds up urban load handling

The new Hiab Moffett M2 15.1 is a truck-mounted forklift with less weight, less overhang, outstanding operator ergonomics and advanced technology.

The driver compartment within the machine perimeter offers generous floor space and knee room. A fully adjustable seat, optimised pedal positions, smart layout and arrangement of operator levers and dash panel provide maximum comfort for long working days.

The new Hiab Moffett M2 15.1 further features a larger steering wheel, providing less steering wheel revolutions and better visibility. With improved access for entry/exit it guarantees easy and efficient handling of the machine, thus improving the performance of truck and driver.

Optimised overhang and a rotating rear bar and seat meet and exceed current regulations and make the M2 15.1 the ideal machine, even for

smaller trucks.

While the M2 15.1 might be the 'light weight' within the model range, it is the most powerful truck-mounted forklift within its load capacity class, with a convincing technical spec that includes direct drive 19.5kW Kubota Engine and hydraulic pump, integrated Anti Stall, an advanced exhaust system, a corrosion resistant 27 litre Diesel tank, high visibility mast with direct tilt mechanism, a range of wheel arm options and generous sideshift for flexible load movement.

Within its slim chassis the M2 15.1 presents itself with a whole range of technical features including electronic Machine Management System (MMS), renowned for added safety and reliability, an advanced hydraulic filtration system (RKM), and much more.



With a load handling capacity of 1500kg, the new Hiab Moffett M2 15.1 has been developed for industrial and commercial applications where machine size, weight and manoeuvrability are crucial.

Hiab introduces a new family of truck-mounted stiff boom cranes

Inspired by the needs of stiff boom users, Cargotec has launched a new crane family of stiff and telescoping cranes. Efficiency, long life, as well as service and maintenance are the cornerstones of the new ST-family. The Hiab ST-family comprises two models: Hiab ST 173-063 and Hiab ST 174-063.

The Hiab ST-family is designed to offer customers powerful hoisting cranes with high quality built-in features. One of the central parts of the ST-cranes is the strong, fast hoisting mechanism with a large wire drum that makes it possible to spend less time loading and unloading. Hiab uses laser cutting, high quality steel and a hexagonal boom profile with only one weld to ensure a high payload. Customers benefit from a boom system that is tight, powerful and durable, with compact dimensions and low weight. ST-cranes are manually controlled from either side of the truck thanks to Hiab's proven cross-control function. This improves safety by having the same lever sequence on either side of the truck.



The first member of the new family was originally launched for the Chinese market. The Hiab ST 173-063 with horizontal outreach close to 10 metres and maximum load capacity 17 tonne metres is a powerful choice for a two-axle vehicle. Hiab ST 174-063, the newest, longer reaching member of the family with three extensions and an outreach close to 13 metres horizontally and nearly 14 metres vertically. The maximum capacity of the Hiab ST 174-063 is 16.4 tonne metres.

Hiab XS 310 L – especially designed for brick and block handling

Hiab XS 310 L is a stable and sturdy crane designed especially for brick and block handling. At maximum outreach, 17.5 m, Hiab XS 310 L can lift up to 1240 kg. The crane offers both efficiency and safety. Two joysticks and two pedals allow several functions to be operated simultaneously. The 450° slewing radius along with a long inner boom gives fast load cycle speed. The crane has excellent stability: Its seven metre wide stabilizer span together with a ball and socket solution on the leg plates increase safety by keeping the crane in perfect balance over the entire working area.

Hiab XS 310 L has a long life span which is improved even more with the Hiab oil bath solution. The slewing mechanism is fully enclosed in an oil bath, keeping it in prime condition throughout the years and making sure the crane can be used in demanding applications. A Hiab XS 310 L can be equipped with a variable flow pump which gives better working conditions with less noise.

The solution is environment friendly and cost efficient: saving fuel, lowering emissions and extending engine life. Also, an oil cooler makes the oil last longer during intensive workdays, an important feature for cranes working in warm climates. The extension cylinders and hoses to the boom tip are housed inside the booms, a solution which cuts maintenance costs.

Hiab XS 310 L is delivered with a manual CLX control system and a V91M control valve. The crane weighs approximately 4,000 kg. This low weight facilitates installation in the rear of a truck.



The new Hiab XS 310 L is designed for brick and block handling, particularly in the Middle East. At maximum outreach, 17.5 m, Hiab XS 310 L can lift up to 1240 kg.

New models in the Hiab Multilift XR Power hooklift range

Cargotec has launched six new members of XR Power range hooklifts to further strengthen the Hiab Multilift portfolio. The new models follow the same build principle as the other models in the Hiab Multilift XR Power range. They include a unique programmable logic control system and an installation concept, which enables shorter lead time and quicker delivery of equipment from factory to end customers. Hiab Multilift XR Power range represents the best in weight/power ratio in hooklift technology, and offers a groundbreaking range of options. The hooklifts are available with sliding, tilting, or sliding-and-tilting hookarm and can be fitted to 19 - 41 GVW trucks.

Models within Hiab Multilift XR Power range:

Sliding: XR14S (new!), XR16S (new!), XR18S (new!), XR21S, XR26S, XR30S

Tilting: XR14T (new!), XR16T (new!), XR18T (new!), XR21T, XR26T

Sliding-and-tilting: XR21Z, XR26Z

You can choose the right combination of revolutionary XR Power range options to suit your precise requirements:

- PLC-operated control system
- Simple control system structure
- Revolutionary options: Automatic sequence control, fast speed, fast tipping and friction relief for frictionless body change
- All options can be chosen independently to match your precise requirements
- High quality top coat painting at factory as standard
- High strength, together with low weight, maximises the payload potential of the vehicle



Hiab Multilift XR Power hooklifts can be used at different work sites and are ideal for transporting large items, waste, gravel or recycling materials.

XR Power range hooklifts

	LIFTING CAPACITY (T)	VEHICLE TYPE	GROSS WEIGHT OF VEHICLE (T)
S-MODEL "SLIDING"			
XR14S	14	2-axle	19
XR16S	16	3-axle	26
XR18S	18	3-axle	26
XR21S	21	3-axle	26
XR26S	26	4-axle	32
XR30S	30	4-axle	32-41
T-MODEL "TILTING"			
XR14T	14	2-axle	19
XR16T	16	3-axle	26
XR18T	18	3-axle	26
XR21T	21	3-axle	26
XR26T	26	4-axle	32
Z-MODEL "SLIDING AND TILTING"			
XR21Z	21	3-axle	26
XR26Z	26	4-axle	32
XR LOW-BUILT RANGE HOOKLIFTS			
S-model "Sliding"			
XR17SL	17	3-axle	26
XR20SL	20	3-axle	26
XR24SL (Scandinavia only)	24	4-axle	32
Z-MODEL "SLIDING AND TILTING"			
XR20ZL	20	3-axle	26

From problem to possibility

Baltic Sea Action Group co-founder Ilkka Herlin discusses his involvement in the work to save the world's most polluted sea.

Since 1993, Ilkka Herlin has worked actively for the improvement of the state of what has come to be recognised as the most polluted sea in the world. With Anna Kotsalo-Mustonen and Saara Kankaanrinta, he started the Baltic Sea Action Group (BSAG) in 2007. The group aims to bring together actors – organisational and governmental – as well as facilitate and speed up efforts to save the Baltic Sea.

How and why did you first become involved in this work?

Back in 1993, when I started out, the state of the sea was already quite difficult, but there was little awareness or public discussion about it. This fight, to encourage and facilitate immediate actions on behalf of the Baltic Sea, felt close to my heart already then. In 2007, the time was right to build a more consistent network around these actions – and take them to an international level. Saving the Baltic Sea demands immediate actions and in today's world, commercial, non-profit and governmental organisations can strive together to fulfil such a common purpose.

What, in your opinion, are the central challenges facing the sea?

85 million people live in the Baltic Sea region, and the amount of countries and actors around the sea is quite staggering. The area has been industrialised for a long time, and there is also extensive agriculture in the region. The sea also has little water. For example, if the Mediterranean were to have a similarly low water-to-people ratio, there would be 14 billion people living in the region. And finally, the waters also change very little; once refuse and toxins build up in the Baltic Sea, they stay there. All these matters are characteristic to the Baltic Sea, and make saving it challenging – as well as very important.

How is BSAG working to improve these matters?

Work for the Baltic Sea involves a complex variety of actors, as governments and organisations try to find common solutions to problems. A group such as the BSAG can speed up projects by creating awareness and facilitating the collaboration of the varied network of actors. We also aim to find the most efficient solutions and bring actors closer to each other; to get people to speak the same language and learn to appreciate the greater good which we are working for, together.

We believe that the best way for the BSAG to help is to combine complementary areas of expertise, and help where we can. Our advisory board consists of political figures such as Finland's President Tarja Halonen, business representatives such as Shell Chairman Jorma

Ollila, as well as scientists such as economist Bengt Holmström. As a group, the BSAG is also varied.

Our members are organisations of all sizes and individuals of different backgrounds. Drawing on these differences we are able to find innovative solutions for facilitating work for the Baltic Sea.

What's next for the group?

The problems we face here in the Baltic Sea region are, unfortunately, not unique in the world. This is why our operating model of facilitation and coordination is raising global interest. We believe that our operating model of facilitating and speeding up environmental efforts can be of great use anywhere. And, indeed, we are already involved in such work. For example, I myself am going to go speak at the World Ocean Summit in Belfast, where we deal with challenges facing the seas on a global scale.

What can we as individuals do?

Individuals are warmly welcome to take part in the group's work by donating their time and talent as well as money. In fact, we have already built a reserve of individual members to call upon when needed. But most importantly, all of us as individuals need to remember the importance of leading our daily lives responsibly. We need to believe that our choices make a difference.



Ilkka Herlin is the Chairman of Cargotec's Board of Directors.

PHOTO: SAMI KULJU

Cargotec is committed to save the Baltic Sea

Cargotec has been involved in a joint venture to save the Baltic Sea since 2007. On 10 February 2010, around 500 persons, including heads of state, government officials as well as NGOs and business' leaders, attended The Baltic Sea Action Summit in Helsinki. The aim of the summit was to present concrete commitments to protect the Baltic Sea and improve its ecological condition. Cargotec made a commitment to promote understanding about the need to prevent climate change, which also has an effect on the health of the Baltic Sea. As a whole, about 140 commitments were made.

The Baltic Sea Action Summit was hosted by President of the Republic of Finland, Tarja Halonen Finnish Prime Minister Matti Vanhanen and Chairman of the Baltic Sea Action Group and Cargotec's Board of Directors, Mr. Ilkka Herlin.



PHOTO: BSAG



We are #1 in caring

Hiab cranes have always combined safety and productivity. On December 29th 2009, when the new Machinery Directive, MD 2006/42/EC, came into force we took yet another, big, step in caring for the wellbeing of our customers.

The Machinery Directive is about caring for you – in line with our company spirit. Complying, and keeping ahead of legislation means that many of our products now have new exciting features and benefits.

***Cargotec** improves the efficiency of cargo flows on land and at sea – wherever cargo is on the move. Cargotec's daughter brands Hiab, Kalmar and MacGregor are recognised leaders in cargo and load handling solutions around the world.*