

**ACE CONTAINER TERMINAL,
SRI LANKA**

KONECRANES SELLS ITS FIRST LIFT TRUCKS IN SRI LANKA

SUCCESS IN CONTAINER HANDLING

A long-lasting customer relationship and high quality products equipped with the latest technology were the key reasons why Sri Lanka's biggest inland container depot, Ace Container Terminal, ordered two Konecranes lift trucks at the end of 2014. Ace Container Handling is a subsidiary of Aitken Spence, one of the largest logistical operators, covering operations in container, cargo, warehouse and supply chain management. The Sri Lankan inland container terminal moves containers more than 500 times daily at its 15-acre facility. To cope with increasing business and the importance of acting as an extension to various sea and airport facilities, Ace Container Terminal has ordered two new Konecranes machines. Konecranes manufactures reach stackers and empty container handlers according to the highest quality standards in their Sweden facility.

HIGH-QUALITY PRODUCTS, EQUIPPED WITH THE LATEST TECHNOLOGY

TRUCONNECT® Remote Monitoring allows ACE Container Terminal to track the usage of their lift trucks through a remote connection. It works through a condition monitoring unit that collects operating and usage data, which are compiled into a report, accessible 24/7. Andreas Falk, Sales Director Ports and Lift Trucks Middle East says, "It enables them to track the efficiency of their fleet but can also save time and maintenance costs in the long run." TRUCONNECT provides information that can help users optimize their maintenance activities to improve fleet efficiency, productivity and safety. Collected data can include: total fuel consumption; average fuel consumption when the truck is running laden, empty or idling; average fuel consumption per load; top and average speed; load spectrum; traveling distance; and other parameters. This service lets Konecranes offer its customers more data collection options through remote connectivity.





INDUSTRIAL CRANES



NUCLEAR CRANES



PORT CRANES



HEAVY-DUTY LIFT TRUCKS



SERVICE



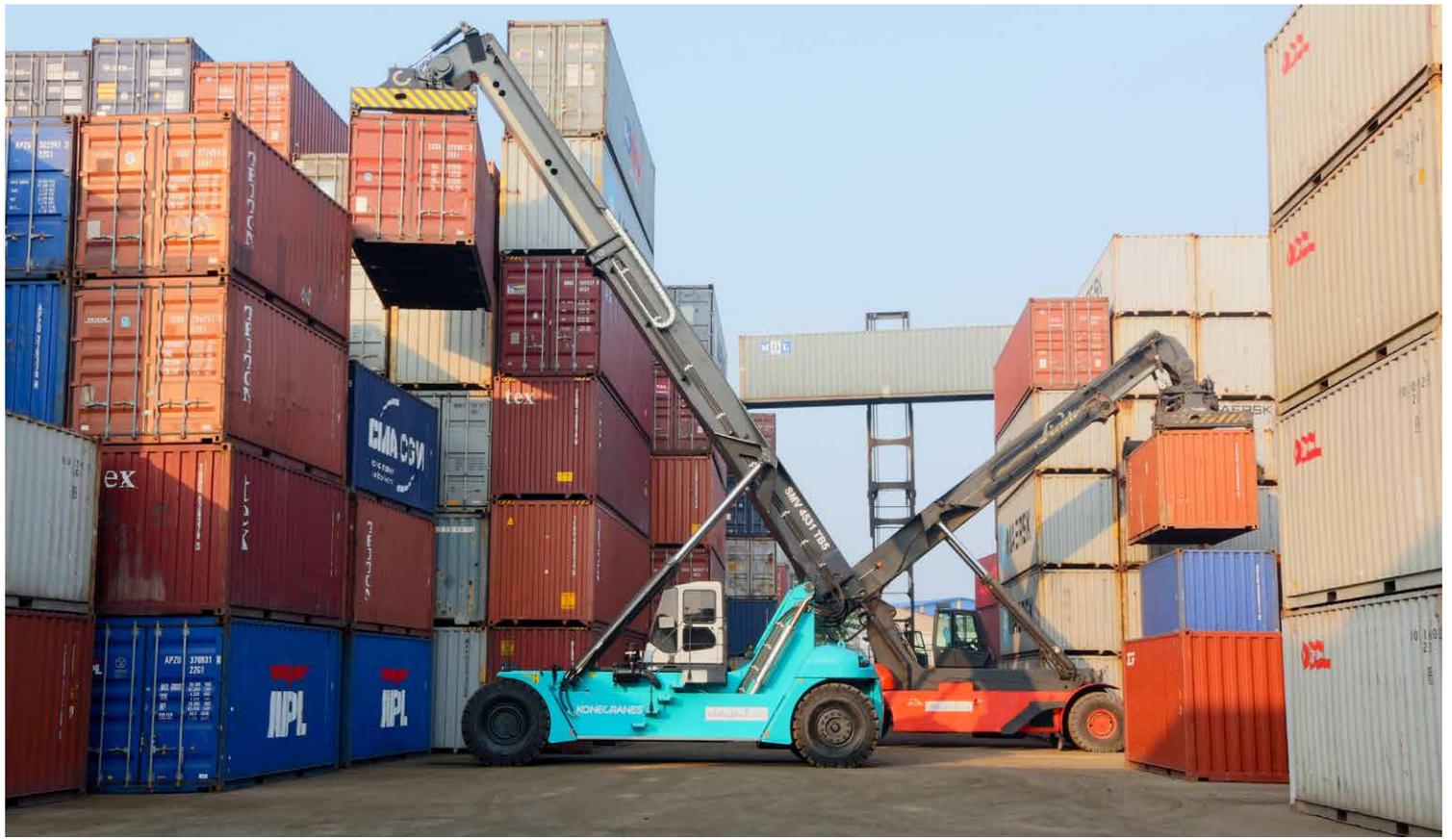
MACHINE TOOL SERVICE

EXCELLENT SERVICE SUPPORT THROUGH LOCAL PARTNER

Konecranes acquisition of certain assets of the container handling lift truck business of KION Group's Linde brand improved economies of scale in R&D and manufacturing, and expanded the distribution network.

One example is the new cooperation with Scott International, a former sole agent for Linde Equipment, who is now representing Konecranes lift trucks in Sri Lanka. With more than 25 years in the container handling business, Scott International sold its first machine to Ace Container Handling back in 1986. Since then, a variety of additional machines have been delivered and maintained by the experienced Scott International team.

Nilantha Wakwella, Managing Director at Ace Container Terminal, says, "Konecranes provided good delivery times, high-quality products with the latest technology, and excellent service support through their agent, Scott International."



Konecranes is a world-leading group of Lifting Businesses™ offering lifting equipment and services that improve productivity in a wide variety of industries. The company is listed on NASDAQ OMX Helsinki Ltd (symbol: KCR1V). With almost 12,000 employees at 600 locations in nearly 50 countries we have the resources, technology and determination to deliver on the promise of Lifting Businesses™.

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