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KONECRANES
Lifting Businesses™

CELORMITTAL SHEET PILE

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TERMINAL LTD.

TEREX PORT SOLUTIONS

NAME OF HEADLINE

series

2600series

TEC

GREATER CHOICE
FROM ONE SOURCE

A PROVEN STRATEGY FOR ALL TYPES OF TANKS, PORTS AND TERMINALS



TEREX

• Streamline
• Total cost
• Reduce
• Improve
• DEM

TEREX



LOW CAPITAL ORE EXPORT CASE STUDY

CONTAINERIZED BULK HANDLING SOLUTION



SPECIFICATIONS

SYSTEM SPECIFICATIONS

- One single gear
- Double rotating container
- Simple base

CAPABILITIES



CAPITAL



RAM
SPREADERS

Model 3350

SingFlex Twin40 Headblocks
for Single Hoist Ship-to-Shore Cranes



Model 3360

40 Headblock
Ship-to-Shore



OPTIMAL ORE EXPORT CASE STUDY

CONTAINERIZED BULK HANDLING SOLUTION

AN INNOVATIVE SOLUTION

More than 100,000 tonnes of copper concentrate were loaded in 12 months using the new technology. The system is now being used to load 20,000 tonnes of copper concentrate per month.

SPECIFICATIONS

- ### SYSTEM SPECIFICATIONS
- 40 tonnes shipper
 - 2 tonnes revolving spreader
 - 20 tonnes of copper concentrate
- | | |
|-----------|---|
| Cost | ✓ |
| Dust free | ✓ |
| Fast | ✓ |

TESTIMONIAL

"We were able to utilize this new technology to increase our production for our new capital."

— [Name] [Title]

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RAM SPREADERS

AMARIS TERMINAL LTD.

EXPORT CASE STUDY

CONTAINERIZED BULK HANDLING SOLUTION



AN INNOVATIVE SOLUTION

When Shipco Group Inc. handled bulk containers
Capital Expenditure is 10 million USD
Containers loaded at \$5 per day rate
Free of dust & material loss

SPECIFICATIONS

SYSTEM SPECIFICATIONS

- 1) 100-tonne ship-to-berth
- 2) 100-tonne handling spreader
- 3) 100-tonne berth
- 4) 100-tonne of cargo containers

Cost ✓
Dust free ✓
Fast ✓

CAPABILITIES



TESTIMONIAL

"Palm Kien ship-to-berth system involving smaller technology is export cargo containers for our client with very little capital."
"Our client was extremely pleased with the dust free system."

CAPITAL COMPARISON

CAPITAL COMPARISONS

Existing Bulk Loading Infrastructure



CLEAN AND COST EFFECTIVE

MINI-PERSPECTIVE

"Environmentally it is a very clean system due to container being loaded directly into the ship's hold thereby eliminating a number of dust generating points."
"Loading rates of 1000 tonnes per hour are achieved as such that it meets the container ship's requirements."

RAM SPREADERS

Model 3350

RAM SPREADERS

3400series

All Electric Telescopic Spreaders for Container Lifting Cranes



0series

Telescopic Spreaders and Stacking Cranes

2700

Telescopic Spreader for Mobile Handling

REX PORT SOLUTIONS

KONECRANES

IDEAL

ORE EXPORT
STUDY

SPECIFICATIONS

SYSTEM SPECIFICATIONS

- 1. System specification
- 2. System specification
- 3. System specification
- 4. System specification

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SingFlex
for Single Ho

Mo

Dual
for Dual



RAM SPREADERS

Model 3350

3400

2600series

2700series



ELONA

SIEMENS

Performance
and durability
in one

Faster,
higher,
stronger
Again.

Any cr
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 **KALMAR**

Faster







RAM SPREADERS

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CenterSpread®
g Cranes

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our and Jib Cranes

RAM SPREADERS

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RAM SPREADERS

RAM SPREADERS

World Leading Lifting Accessories Supplier
for Bulk & Container Handling

SIEMENS

TEREX PORT SOLUTIONS

LOW COST SHIPRE EXPORT
SOLUTIONS

RAM
SPREADERS

Model 3350

Single Tower Handhoists
for Single Mast Ship-to-Shore Cranes



Model 3360

DualPlex Tower Handhoists
for Dual Mast Ship-to-Shore Cranes























PIATA
The Global View of
Freight Logistics





• Universalization instead of specialization













Port Cooperation in West and Central Africa

OUTLINE

1. Port Cooperation – the Global picture
 2. Port Cooperation in Africa
 3. The PMAWCA example of cooperation
- PMAWCA – so far; and going forward











