



Keeping Ports Moving

Why Quality Used Equipment Has a Place in the Future of Port Operations

Good morning ladies and gentlemen,

It is a pleasure to be here in Cairo and to have the opportunity to speak to people who work every day in ports, terminals, logistics and transport.

Cairo is actually a very appropriate place for this discussion.

We are sitting next to one of the most important maritime corridors in the world — the Suez Canal — connecting Europe, Asia, Africa and the Middle East.

And if there is one thing we have learned in recent years, it is that the world of logistics can change very quickly.

Ports are under pressure to increase capacity.

Terminals want to become more efficient.

Equipment has to become more productive, more reliable and increasingly more sustainable.

At the same time, companies are dealing with higher investment costs, longer delivery times, geopolitical uncertainty and disruption to international logistics.

And that brings me to the subject I would like to discuss today:

Does port equipment always have to be new?

At MTC Forklifts, we believe that the answer is no.

Sometimes the smartest solution is not buying the newest machine.

Sometimes it is buying the **right machine**.

Who are we?

Let me first briefly introduce MTC Forklifts.

MTC Forklifts is a Dutch trading company, based in Moerdijk, in the Netherlands.

We have been active in the used-equipment business for **over 30 years**, and our focus is on buying and selling used material-handling and port equipment internationally.

We operate with a relatively small team, but with a very international outlook.

The size of our company is actually one of our strengths. It makes us a flexible and dynamic organisation.



We can make decisions quickly, respond to market opportunities and adapt to the specific requirements of our customers without the layers and complexity you often find in larger organisations.

That flexibility is particularly important in the used-equipment business, because opportunities can appear very quickly.

A machine can become available today, and you have to decide today whether it is the right machine to buy.

Equally, a customer may contact us with a very specific requirement, and we need to be able to react quickly.

Our business is based on three things:

stock, knowledge and an international network.

We buy machines from different sources and markets, prepare them where necessary, and sell them to customers all over the world.

Our customers include forklift dealers, rental companies, port and terminal operators, logistics companies and other equipment users.

And importantly, we don't only deal with standard forklifts.

Our stock also includes **large-capacity forklifts, empty and full container handlers, reachstackers and other heavy port equipment.**

Brands such as Kalmar, Konecranes, Hyster, CVS Ferrari, Svetruck and Terberg are very familiar to us.

Our location in Moerdijk is also important.

We are positioned between the major ports of Rotterdam and Antwerp, which gives us access to a very large European logistics network.

From there, a machine can be prepared and transported virtually anywhere in the world.

But rather than me talking about MTC Forklifts for the next few minutes, I think it is better to show you what we actually do.

At this point, I would like to show you a short two-minute film about MTC Forklifts.

[PLAY 2-MINUTE MTC FORKLIFTS COMPANY FILM]

Thank you.

What are we seeing in the market?

What I would like to share with you now is not a theoretical story.



It is what we see every day in the used-equipment market.

The last few years have been unusual.

During and after COVID, the prices of used machines increased dramatically because of limited availability and long delivery times for new equipment.

Today the situation is different.

New equipment is available in many markets, but the total cost of acquiring a new machine can still be substantial.

And for a port or terminal operator, the purchase price is only one part of the calculation.

You also have to consider delivery time.

Financing.

Import duties.

Transport.

Spare parts.

Service infrastructure.

Operator training.

And, perhaps most importantly, **how quickly you actually need the machine.**

If a terminal needs ten machines today, waiting many months for production and delivery may not always be the ideal solution.

A good used machine can sometimes be available immediately.

And that can have real operational value.

Why consider used equipment?

There is sometimes an assumption that buying used automatically means buying an old or inferior machine.

I don't think that is the right way to look at it.

The question should not be:

“Is this machine new?”

The question should be:

“Is this machine suitable for the job?”



A five- or eight-year-old machine from a major manufacturer, with a good maintenance history and the right specifications, can still have many productive years ahead of it.

And there is another important point.

In many parts of the world, the infrastructure and operating environment do not necessarily require the latest generation of equipment.

A machine that has already proven itself in Europe or another demanding market can be a very practical solution somewhere else.

But buying used equipment also requires knowledge and, importantly, access to the right information.

MTC Forklifts has very strong relationships with our suppliers, who are in general authorised distributors of the major brands.

These relationships are extremely valuable because they often give us access to the **service and maintenance history of the machines** we are buying.

We can therefore look beyond simply the age and operating hours of a machine.

We want to understand how the machine has been maintained, what work has been carried out and, where possible, what its previous operating history looks like.

Of course, you also need to inspect the machine.

You need to understand the engine, transmission, hydraulics, electronics and structural condition.

You need to know the operating hours and the maintenance history.

And you need to understand what the machine will actually be used for.

At MTC Forklifts, we can also organise independent inspections when required.

This can be done by the official distributor of the relevant brand, or by an independent inspection organisation such as **SGS**.

This gives the buyer an additional level of confidence and transparency before making the investment.

Because when you are buying a used machine internationally, the more information you have before the purchase, the better.

But our involvement doesn't stop when the machine has been purchased.

We also have a very experienced transport team.

For us, there is really no such thing as a location that is too difficult.



Whether a machine has to be transported from Europe to the Middle East, Africa, Asia or South America, we arrange the logistics and the documentation required to get the machine to its final destination.

That includes the necessary transport, export and shipping documentation, customs requirements and coordination with the different parties involved.

And sometimes getting the machine to the destination is only half the job.

For larger or more complex equipment, the machine may need to be assembled or commissioned after arrival.

MTC Forklifts has a team with the experience and technical knowledge to travel to virtually any location in the world to arrange the assembly and get the machine operational.

So for us, the transaction is not simply:

“Here is your machine. Good luck.”

Our objective is to make sure that the machine actually arrives, is assembled correctly and is ready to go to work.

That is where an experienced used-equipment company can add real value.

At MTC Forklifts, we don't simply want to move machines from one country to another.

We want to provide a complete solution — from finding the right machine, to inspection, transport, assembly and getting the machine operational.

The Middle East and Africa

This is particularly relevant to markets in the Middle East and Africa.

These are markets with very different requirements.

There are highly modern terminals with sophisticated automated equipment.

But there are also developing ports where the priority is simply increasing handling capacity in a cost-effective way.

And those two situations require different solutions.

A large international terminal may want the newest technology and automation.

Another terminal may say:

“I need a reliable 45-ton reachstacker. I need it now. And I need to make the investment work economically.”

Those are completely different purchasing decisions.

And that is where the used market can play an important role.



We are also seeing continued investment in infrastructure and logistics across emerging markets.

For a developing port, buying quality used equipment can sometimes allow the operator to increase capacity without making the same level of capital investment required for an entirely new fleet.

It can also allow operators to test a particular machine type or specification before committing to a large fleet purchase.

In other words:

used equipment doesn't have to be the alternative to development.

It can actually be part of development.

But there is an important warning

There is, however, one thing I would like to emphasise.

The used-equipment market is not simply about finding the cheapest machine.

Cheap equipment can become very expensive equipment.

A low purchase price does not mean a low operating cost.

If you buy a machine with poor maintenance history, high repair requirements or limited parts availability, the initial saving can disappear very quickly.

That is why we believe the most important word is not **used**.

It is **quality**.

Quality used equipment.

The right specification.

The right history.

The right inspection.

And the right preparation.

That is the difference between buying a used machine and buying a machine that is ready to work.

From Europe to the world

The other part of our business is logistics.



We are based in the Netherlands, but our market is truly global.

MTC Forklifts sells machines into **Egypt, the Middle East, Africa, Asia and South America.**

A machine might be located in Germany today, move to our facility in Moerdijk, be prepared for export and a few weeks later be working in Egypt, Morocco, the Middle East, Africa, Asia or South America.

That is what makes this business interesting.

We are essentially connecting two markets.

On one side, you have equipment that is no longer required in one market.

On the other side, you have a customer who needs exactly that type of machine.

Our job is to make that connection work.

And logistics is a major part of that.

Our experienced transport team takes care of the complete process.

We arrange transport by road, by sea and, where necessary, through combinations of different transport methods.

We also arrange the documentation required for international transport, export, customs and delivery.

And when the machine arrives at its destination, our technical team can travel to the location when required to arrange assembly, commissioning and to get the equipment operational.

So our responsibility doesn't necessarily end at the port of arrival.

We can stay involved until the machine is ready to work.

We have customers who need one machine.

We also work with customers looking for several machines.

And because MTC Forklifts is independent in our trading activities, we can look across different manufacturers and different markets.

That gives us flexibility.

And flexibility is increasingly important in today's market.

Looking ahead

So what do I think the future looks like?

I don't think the future is going to be simply **new versus used.**



I think it will be a combination.

New equipment will obviously remain essential.

Electric equipment, automation, telematics and new technologies will continue to change the way terminals operate.

But at the same time, there will always be a market for proven equipment.

There will be machines leaving one fleet that still have years of useful life remaining.

There will be terminals that need additional capacity quickly.

There will be markets where capital investment has to be carefully controlled.

And there will be customers who simply want a reliable machine that does the job.

That is where we see our role.

At MTC Forklifts, our ambition is to continue building an international stock of quality used equipment and to make that equipment available to customers wherever they need it.

We want to make the process simple:

Find the right machine.

Inspect it properly.

Prepare it for work.

Transport it anywhere in the world.

And, when required, assemble it and get it operational.

Closing

I would like to finish with one simple thought.

When we talk about the future of ports, we often talk about automation, digitalisation, electrification and new technology.

And rightly so.

But at the end of the day, a port still needs equipment that moves cargo.

And sometimes the best machine for that job is not the machine that has just come out of the factory.

Sometimes it is a proven machine, available today, at the right price, with the right specification and supported by the right people.

That is the market we operate in.



That is what MTC Forklifts is about.

Quality used equipment.

Worldwide availability.

Flexibility.

And keeping ports moving.

If you have any questions, or if you would like more information about our machines and what MTC Forklifts can offer, you are more than welcome to come and visit us at **Stand 19**.

We also have a little something for all visitors to our stand — a MTC Forklifts bag that you can take with you.

But we are also doing something a little more meaningful during this exhibition.

We have started an initiative where, when we receive **250 business cards from visitors, MTC Forklifts will make a €1,000 donation to SOS Children's Village in Cairo.**

So, if you haven't already visited us, please come and say hello, leave your business card, take a bag, and have a conversation with our team.

And hopefully, together, we can not only do good business, but also do something good for the local community.

Thank you very much for your attention.

I look forward to meeting many of you at **Stand 19** during the conference.

Thank you.