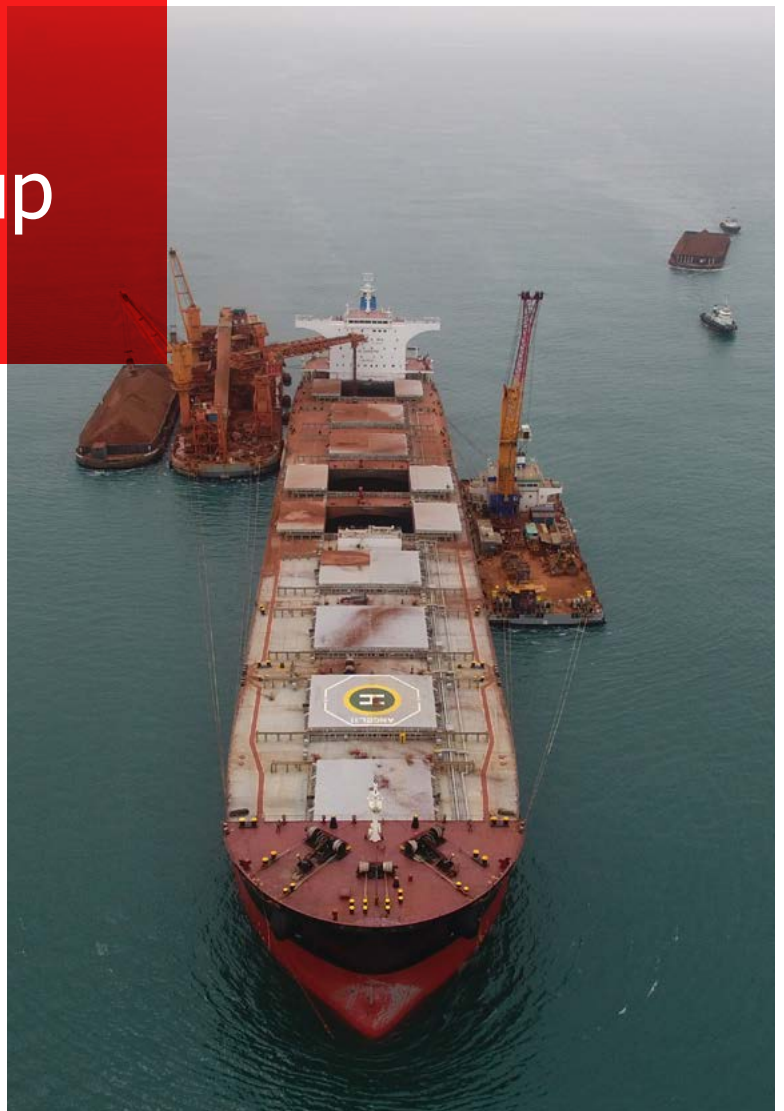


Specially designed  
high-efficiency  
Konecranes mobile  
harbour cranes  
boost supply  
chain productivity  
for Winning  
International Group

Durable and productive Konecranes Gottwald cranes on barge are benefiting Winning International Group's supply chain efficiency





**A fleet of specially-designed, durable and productive Konecranes Gottwald Mobile Harbour Cranes is enhancing supply chain efficiency for leading international shipping and logistics company, Winning International Group.**

The cranes play a critical role in Winning International Group's supply chain, by loading 30,000 tonnes per day of bauxite from feeder barges onto a mother vessel, ready for shipment between China and West Africa.

"Our Konecranes Gottwald Mobile Harbour Cranes have proven themselves in a rough open-sea environment. They have been custom-tailored to our bauxite handling application, with reduced lifting capacities, but higher handling speeds to suit our operations," said Mr Wang Chuan Yang, Vice President, Winning International Group Pte Ltd.

Winning International Group is a comprehensive bulk shipping company headquartered in Singapore, comprising ship owners, marine logistics, ship management, ship operating and leasing, resource development, alumina production and international trade.

The cranes used by Winning International Group are Konecranes' Gottwald Model 8 – the largest in Konecranes' mobile harbour crane range. With their unique high-efficiency design, they can perform operation cycles of 1,500 tonnes per hour.

"In 2019, we doubled our Konecranes fleet with the purchase of four new Gottwald cranes to further extend our bulk material handling productivity. In addition to the reliability of the cranes, the service and support from Konecranes was a major reason for extending the relationship," said Mr Wang.

### Challenging conditions

The Konecranes Gottwald Mobile Harbour Cranes operate in a challenging open sea environment with tough production demands.

"The cranes frequently work nonstop until a vessel loading operation has been completed. To ensure the smooth operation, Konecranes' experienced technicians trained our onboard maintenance crew, who are now highly proficient at servicing and managing the fleet," said Mr Wang.

"Whenever we need additional support, Konecranes always responds promptly and displays a high level of technical knowledge and experience. Konecranes' engineers work collaboratively with our own engineers, and the communication is outstanding at all levels," he said.

### Safety focus

Konecranes is the world's largest crane service organisation, with more than 600,000 pieces of lifting equipment under service contract worldwide. Safety is one of Konecranes' core values.

Mr EngPin Kee, Regional Service Manager, Konecranes APAC, says that Winning International Group has a similar safety focus, which has been one of the foundations of the successful relationship between the two companies.

"For Winning International Group's offshore applications, the cranes needed a special design verification. All Konecranes Mobile Harbour Cranes are verified by Lloyd's Register, which assures the customer that Konecranes took every step to ensure compliance with safety and other standards," said Mr Kee.

### Solution-focused relationship

The relationship between Konecranes and Winning International Group began more than five years ago with the delivery of a fleet of four mobile harbour cranes. Mr Wang praised Konecranes' forward-thinking and solution-focused approach.

"We often have ideas about how to improve the productivity of our operations, and we share them with the Konecranes design team directly. It has been rewarding to see this feedback taken on board and to see our ideas come to life," he said.

"Konecranes has advanced software, extensive expertise and highly skilled technicians to provide us with a high-end level of service. The Konecranes brand has a reputation globally for being a leader in crane service and safety, which fits in perfectly with our company's values."

"Winning International Group's operational expansion has been due in part to strong leadership, strong partnerships and the ability to see opportunities and turn them into reality. We believe in supporting the communities we are working in and appreciate that our employees are our key to success. Having reliable and supportive partners such as Konecranes has helped us to reach our targets and will help us to continue to grow in the future."

### Konecranes Gottwald mobile harbour cranes

Konecranes Gottwald Mobile Harbor Cranes provide versatile and economical handling of every cargo category, serving every type and size of vessel in every kind of terminal globally.


Konecranes Gottwald Mobile Harbor Cranes are designed to be the industry benchmarks of versatility and eco-efficiency. Konecranes' unique portfolio comprises eight models, ranging from an entry-level model to a high-performance crane for the most demanding applications. Expert engineers can assist in selecting the right crane for unique cargo handling applications, vessel sizes or specialised terminal applications.

Mr Kee says, "Konecranes' state-of-the-art electric drives offer unparalleled eco-efficiency. Our robust construction, innovative smart crane features and simulator training in realistic conditions enables the smoothest ride in the industry. We go the extra mile to take total responsibility from specification to installation and commissioning, through to ongoing service and maintenance."



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**Konecranes is a world-leading group of Lifting Businesses™, serving a broad range of customers, including manufacturing and process industries, shipyards, ports and terminals. Konecranes provides productivity enhancing lifting solutions as well as services for lifting equipment of all makes. In 2018, Group sales totaled EUR 3.16 billion. The Group has 16,100 employees at 600 locations in 50 countries. Konecranes shares are listed on the Nasdaq Helsinki (symbol: KCR).**

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