

A photograph of a woman with dark hair, wearing an orange and yellow plaid shirt, smiling and touching the bark of a large tree. The background is a soft-focus green forest.

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CONTAINER MANAGEMENT
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The Panama Canal expansion project is being helped by environmentalists' collaboration

Meclift

Meclift makes the right moves

Headquartered in Tampere, Finland, Oy Meclift Ltd. specialises in the design and marketing of material handling equipment for ports and other industrial applications. Its range includes variable reach trucks, a side reachstacker, a container mover and a 12-tonne capacity straight-mast fork-truck. The company's goal is to provide cargo-handling industries throughout the globe with the latest technology for improved productivity, safety and cost-efficiency.

The product range of variable reach trucks includes 16-, 30- and 50-tonne versions – the ML1612R, ML3012RC and ML5012R models. In addition, the innovative, compact-sized container mover ML36CM is able to handle containers up to 36 tonnes and lift them onto road trucks. The machine's compact design and small turning radius allow it to operate within tight environments.

Meclift has recently been successful in Brazil, with an order from Armazens Gerais Columbia,

an E-LOG bonded container terminal in the Port of Santos. Carlos Canno, its general manager, said, "With Meclift we have almost tripled the speed of our operations and at the same time we have drastically reduced the risk of damage to our customers' cargo. Additionally, the Meclift operator can load steel coils on his own, while previously at least two additional workers were needed."

With more than 15 years' experience in the container-handling business, F&F Comércio e Representações Ltda (F&F) is Meclift's exclusive dealer in Brazil. It points out that Meclift's products are very popular throughout the region. For example, F&F recently identified a growing need for suitable equipment to stuff and unstuff containers with heavy or fragile cargoes, and the Meclift ML1612R fitted this need perfectly. Of course, having a demonstration machine in the country helped greatly by letting potential Brazilian customers test-drive it and see for themselves the benefits of the ML1612R.



The compact-sized container mover ML36CM can handle containers up to 36 tonnes

Meclift fully understands the growth potential of Latin America and is determined to be a part of the market, particularly with its variable reach trucks and container movers. The company aims to provide its customers with multi-functional machines that can be operated 24/7, and it believes that this is possible due to the variety of its lifting attachments, which are tailor-made according to customer needs. These include loading boxes, different kinds of coil handlers, double-fork systems and the latest innovation,

lifting beams that have been designed for loading long products into containers.

Meclift, like many other equipment manufacturers, is concentrating significant resources in providing its global customers with first-class after-sales support. Meanwhile, F&F has future plans to widen the market for the ML36CM container mover, which it believes is the ideal product for container handling both in terminals and the wider industry in general. ■

Italgru

Italgru poised to enter the regional market

Italian manufacturer

Italgru s.r.l. has a wide range of mobile harbour cranes (MHCs) with lifting capacities from 25 tonnes to 160 tonnes. In addition, the company has extensive experience of setting up cargo handling and operating solutions in a variety of market segments, including ports, off-shore, shipyards and steel mills.

According to Italgru, as a result of 50 years' experience, its MHCs fully meet the needs of modern harbour equipment for handling every kind of goods. "Efficient, mobile and

versatile Italgru mobile harbour cranes can be used on any type of dock for the handling of goods, including steel and scrap metal (with electric-hydraulic, electromagnetic and mechanical grabs) and general cargo and heavy loads, with hook and containers with spreader," said the company.

With diesel-hydraulic drives and proportional electronic-type controls that optimise performance, amongst other advantages, Italgru believes that its harbour cranes are particularly suitable for handling environments in

which high lifting power and high speed must be combined with smooth movements and the utmost precision.

For the future, Italgru is in the final stages of testing its new 120-tonne capacity, 51 m outreach IHC 2120 unit. It is also increasing investment in its MHC division to improve its technical and service facilities.

With regard to the Latin American market, Italgru believes that, with Reggiane on its way out, a vacancy has arisen for a third player, which it fully intends to exploit. It is working towards making

significant inroads into the regional market, particularly in Brazil, with both its MHC and off-shore divisions and, according to a spokesman, "is in the process of starting cooperation with a new agent".

It is this latter point that is arousing some interest: will the agent be a new agency or an established one, or will it be (as it is rumoured) an employee of an existing company who is about to jump ship? Not surprisingly, no-one is prepared to comment, but the outcome could be interesting – watch this space! ■