

Kalmar STS cranes.

**Experience  
that counts.**



**KALMAR**

# Experience makes the difference.

When investing in new Ship-to-Shore (STS) cranes, you want to work with a partner that has the right knowledge and experience to build the single most important piece of equipment in your terminal.

## 40 years of experience.

With over 40 years accumulated knowledge, a number of industry-first innovations and hundreds of STS cranes delivered around the globe, Kalmar has the ability to build STS cranes that meet the evolving needs of your business.

## Built to meet your needs.

The simplified modular design of Kalmar STS cranes allows you to tailor them according to your specifications. We can construct your new STS cranes on site or have them delivered fully assembled.

## A history of firsts.

1970s

- First Kalmar STS operational.

1980s

- First STS with portal trolley allowing decoupling of the STS cycle from horizontal transport.
- First chassis loader allowing containers to be directly loaded onto horizontal transport.
- First continuous rope support for hoist and trolley ropes by using two auxiliary trolleys.

1990s

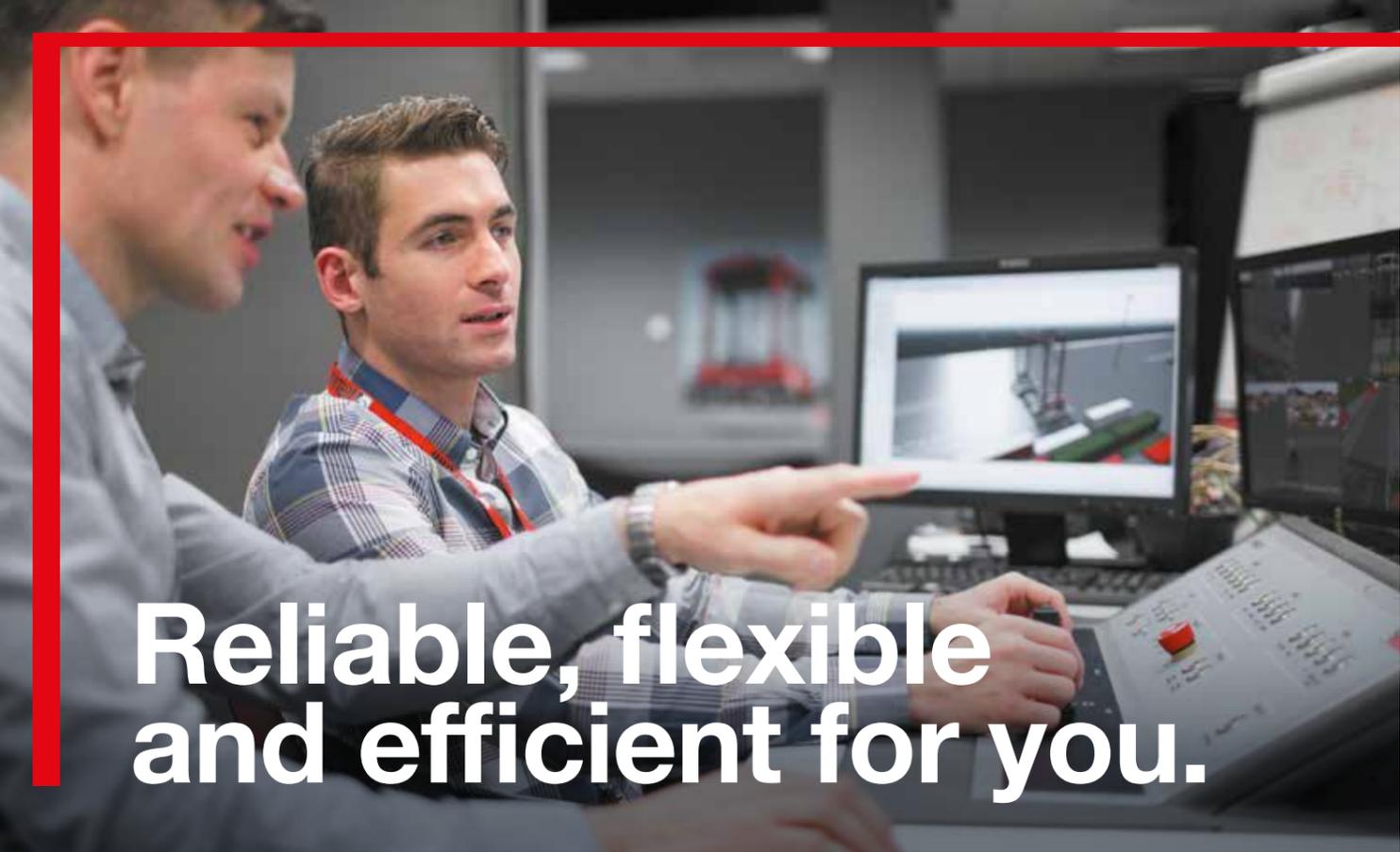
- First AC induction motor for hoisting, giving greater control over container movements.

2000s

- First independent driver cabin, removing it from the trolley for greater operational control and safety.
- First single hoist tandem system, minimising ropes with a tandem headblock while maximising lifting capacity.
- First double drum, single motor reeving system for a lighter trolley and reduced overall crane weight.

2010s

- First remotely controlled STS without a cabin for more efficient and safer container handling.
- First Triple-E size monobox STS cranes, with remote control system.



# Reliable, flexible and efficient for you.

For any container terminal to run at its most productive, your STS cranes have to operate as efficiently as possible, day in and day out. Kalmar STS cranes are known for being highly efficient and reliable as they are built on decades of crane building experience.

**Quality you can rely on.**

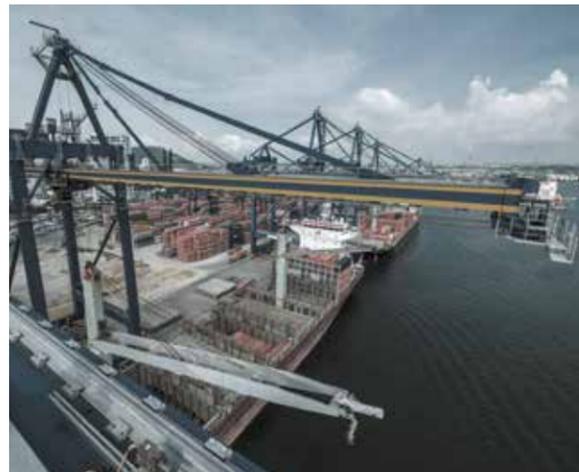
Every Kalmar STS crane is built to the high standards that you have come to expect from Kalmar, as we know keeping your STS fully operational is a top priority. This is why we use only the best materials and components to ensure your crane is reliable and always working at its operational best.

**Flexible design ethos.**

All of our STS cranes are built from a standardised and simplified platform, which allows us to completely tailor the crane to your specifications. Depending on your exact needs, you can define the height, reach and motion speed of your crane. Using a standardised but modular design system enables shorter project lead times and mitigates risks during the build phase.

**Highly productive.**

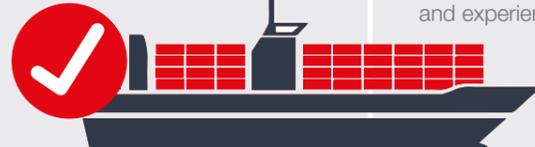
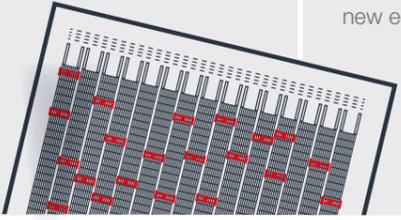
Kalmar STS cranes are the lightest, yet most durable cranes on the market. We use high-grade quality steel for the main frame, which enables a stiff yet lightweight structure that reduces wheel load while minimising wear and tear on the entire system. The simplified box design makes servicing points more accessible, allowing you to spend less time on service and maintenance.



For the APMT Maasvlakte II terminal in Rotterdam, Kalmar delivered eight of the world's first remotely controlled extra-large "EEE" monobox cranes as well as two barge quay cranes.

## Good planning, the key to success in any project.

With over 40 years of experience, the Kalmar team knows just how important good planning will be for the successful delivery and operation of your new STS cranes. That is why we will be at your side, advising and supporting you every step of the way. Here are some of the things that you need to think about before you begin:

<p><b>Identifying the right time.</b></p> <p>Some times are just better than others when you need to expand, replace or upgrade your STS cranes. Choose the moment to start that will have the lowest impact on your day to day operations.</p> 	<p><b>Identifying the right specifications.</b></p> <p>Kalmar will work with you to design a crane that will not only meet the needs of your terminal today, but also the changing demands of ship owners and vessels in the future.</p> 	<p><b>Leveraging the right experience.</b></p> <p>Kalmar can offer you the right support at any stage of your journey. The sooner you can get us involved, the sooner you can benefit from our knowledge and experience.</p> 
<p><b>Upgrade or invest in new equipment.</b></p> <p>How much life is left in your current STS fleet? Will it be more cost-effective to upgrade or to replace equipment?</p> 	<p><b>Assign a dedicated team.</b></p> <p>Consistency and accumulated knowledge of a dedicated team will be crucial to a successful project.</p> 	<p><b>People and change management.</b></p> <p>New cranes will mean significant differences to your current operations, especially if you are moving to remote controlled or automated cranes. Developing a full business, operations, human resources and change management plan will significantly help in bringing along everyone on the journey.</p>
<p><b>Scope out your project.</b></p> <p>A detailed, fully scoped project plan is an essential requirement. The plan must include all parties involved in the project.</p> 	<p><b>Careful transition planning.</b></p> <p>New cranes may mean changes in your operations. Planning for these changes will allow for a seamless deployment of your new equipment.</p> 	<p><b>Pre-integration and testing.</b></p> <p>Building enough time into your project plan for testing and pre-integration of the Kalmar TLS (Terminal Logistics System) with your TOS (Terminal Operating System) will mean a faster deployment on site, minimising operation disruptions and allowing you to realise a return on your investment sooner.</p>

# Kalmar OneTerminal.

Optimise your performance every day.

Kalmar OneTerminal provides an integrated automation solution, delivered by a single team, which brings together Kalmar TLS with Navis N4 TOS and Kalmar Lifetime Services for a seamless deployment of an automated terminal solution at the level of automation that is right for you.

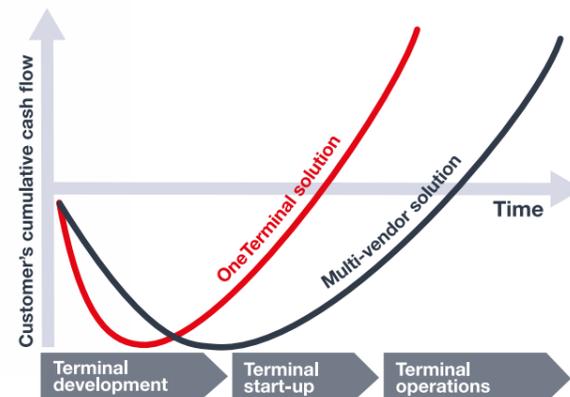
It also ensures that all automation systems integrate seamlessly, giving you the shortest possible time to reach your optimal utilisation rate and providing outstanding efficiency from day one. Whether automating a greenfield or existing site, Kalmar OneTerminal will help you to realise your investments faster and ensure that your terminal performance is optimised for both today and tomorrow. You can expect dedicated operational support, combined with Kalmar's superior service, throughout the lifespan of your terminal.

With one key contact, one core team, Kalmar OneTerminal makes automation accessible, mitigates the risks involved and enables you to realise the full potential of your terminal operations sooner.

Visit our site to learn more:  
[www.kalmarglobal.com/oneterminal](http://www.kalmarglobal.com/oneterminal)

## One integrated team.

There are clear and substantial benefits in having a single integrated team from Kalmar and Navis deliver your automation project.



# The right support.

Our job doesn't stop once we deliver your new STS crane. We also offer a range of support services that help keep your new equipment running at its optimal best. With a global network of over 1500 service and support staff in 120 countries, we will always have someone nearby to give you the support you need.

### Kalmar Care, making sure your business never stops.

We can offer you four different types of service and maintenance contracts, for any brand of equipment to choose from. Each is designed to help you improve your operational efficiency, drive productivity and secure financial predictability. Each contract type includes a set of standardised service modules that can be matched to your business needs. You just need to choose which one is right for you and your day-to-day operations.

### The four flexible types of service contracts.

#### Kalmar Support Care

We support your maintenance processes on demand.

- Availability of competent people with the right tools and parts
- Addition of skills to existing maintenance organisation

#### Kalmar Essential Care

We perform your agreed maintenance tasks proactively.

- Availability of competent people with the right tools and parts
- Higher degree of financial predictability
- Reduced operational risk for terminal
- Improved availability of machines

#### Kalmar Complete Care

We meet your complete maintenance requirements.

- Improved predictive maintenance
- Low operational risk for terminal
- Reduced equipment downtime
- Reduced total cost of operation
- Increased operational predictability

#### Kalmar Optimal Care

We optimise your business performance.

- Guaranteed availability
- Reduced tied-in capital
- Improved business performance
- Increased peace of mind

### When the right part matters.

When something needs to be replaced urgently, you need a spare part that meets your exact needs – immediately. Kalmar offers a rapid delivery service for over 50,000 premium-quality genuine parts to anywhere in the world, with installation support if needed.

You may also want to consider outsourcing all or part of your spare parts management and inventory control. Kalmar Parts Care can make sure that critical spare parts are always on hand so your equipment downtime is kept at a minimum. Each Kalmar Parts Care plan is based on your individual needs, so talk to us today and see how we can improve your parts availability, while reducing your inventory holding costs.

### Upgrades and retrofits.

We can heighten or extend the boom of any brand of crane, upgrade electricals or help prepare it for remote control or an automated future. With over 800 upgrades performed to date on various kinds of STS cranes, the best place to start is to talk to us. We will help you make a full assessment of your future needs and current equipment before any work begins.





# KALMAR

Making your every move count

Published by Kalmar, part of Cargotec. Copyright © Cargotec 2017. All rights reserved. No part of this publication may be copied or reproduced without permission of the copyright owner. The content of this document is provided "as is", without warranties of any kind with regards to its accuracy or reliability and excluding all implied warranties. We reserve the rights to make changes to any of the items described in this document without prior notice. The content of each service and availability of particular services may vary.

[www.kalmarglobal.com](http://www.kalmarglobal.com)