

Konecranes' material handling equipment and services support growth of Eldorado Brasil Celulose Logistica in Latin America's largest port

Konecranes delivered 7 forklifts and 2 gantry cranes to Eldorado Brasil's new cellulose terminal in Port of Santos in Q3 2023, completing an order that also involved joint planning and consulting on the layout of the terminal to ensure Eldorado gets the best business return for its major investment.

Eldorado Brasil's new terminal in Port of Santos, Latin America's largest port, is designed to process 3,000,000 tons of pulp bales annually – or close to 8,300 tons daily by rail and truck. Around 90% of the pulp is exported to 45 countries globally. Eldorado approached Konecranes for support in planning the layout of the terminal and to provide the specialized equipment to keep it running.

"We want to be the benchmark in cellulose logistics, so we chose Konecranes – the benchmark in material handling – for our new terminal. They helped us design the terminal and provided equipment with all the special adaptations we require for cellulose handling. After just a few months, we're already impressed with the productivity, safety and eco-efficiency," says Leandro Nogueira, Logistics Operations Manager, Eldorado Brazil.

"Eldorado came to us after using a Konecranes indoor overhead crane at another pulp mill for over a decade. With this terminal, we offered them a complete pulp handling solution, and we will continue to offer such full-service support in the future," says Leandro Belotto Bosco, Senior Account Executive, Industrial Cranes, Konecranes.

"This delivery strengthens a long partnership with Eldorado that offers many benefits to both sides, including extensive cooperation with our trusted local lift trucks distributor Equiport. The new cellulose terminal is a state-of-the-art digital ecosystem that brings the highest levels of efficiency and safety to lifting in the pulp and paper industry, and we're proud to support Eldorado in making it a success," says Andrés Ramirez, Regional Sales Manager, Lift Trucks, Konecranes.

The seven Konecranes SMV 16-1200 C 16-ton forklifts use a special clamp designed to lift pulp bales without pallets and have several safety enhancement features including shock absorbers and safety lights and cameras. Special sensors optimize oil usage and reduce waste.

The two Konecranes gantry cranes are tailor-made with a customized open winch, a spreader clamp for pulp bales and the option to attach a container spreader when needed. A variety of Smart Features ensure smooth and accurate movement, and braking energy is recycled. Radio controls and a Remote Operating Station (ROS) allow full crane control with maximum operator safety.

Konecranes is also providing Eldorado Brasil with TRUCONNECT® Remote Monitoring, which collects near real-time diagnostics to optimize the performance, maintenance and eco-efficiency of all the equipment. This data is available 24/7 through the online customer portal yourKONECRANES.

A strong focus on customers and commitment to business growth and continuous improvement make Konecranes a lifting industry leader. This is underpinned by investments in digitalization and technology, plus our work to make material flows more efficient with solutions that decarbonize the economy and advance circularity and safety.

KONECRANES CORPORATE PRESS RELEASE

For a concise overview of Konecranes' business, please click [here](#). More on Konecranes Lift Trucks can be found [here](#). For a useful glossary of crane and lifting terms, please click [here](#).

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This release can be found on kclifttrucks.com and Konecranes.com.

Konecranes is a global leader in material handling solutions, serving a broad range of customers across multiple industries. We consistently set the industry benchmark from everyday improvements to the breakthroughs at moments that matter most, because we know we can always find a safer, more productive and sustainable way. That's why, with around 16,500 professionals in over 50 countries, Konecranes is trusted every day to lift, handle and move what the world needs. In 2022, Group sales totaled EUR 3.4 billion. Konecranes shares are listed on Nasdaq Helsinki (symbol: KCR).