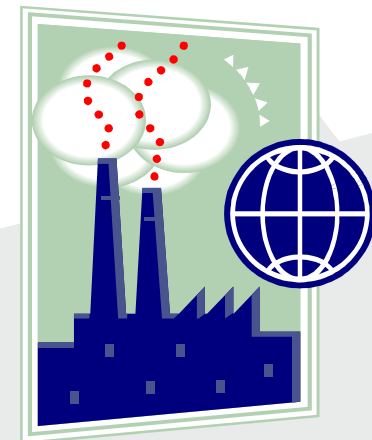


ROLE OF MODERNIZATIONS AND MAINTENANCE IN INDUSTRIAL PRODUCTIVITY

*Pekka Lundmark
President and CEO,
Konecranes*

INDUSTRY TRENDS

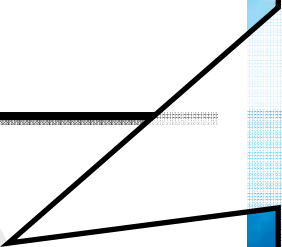
- Customers demand **higher quality, shorter delivery time, better customer service** and **lower prices**
- Continuing shift from labor-intensive to **knowledge-based industry** requires investments in automation, IT infrastructure etc.
- Evolving **environmental** and **safety** requirements
- Companies worldwide are **beginning to recover** from the recent years of economic uncertainty



UNDERSTANDING COST AND ROLE OF MAINTENANCE AND MODERNIZATIONS

- Direct cost of maintenance

-
- Delayed deliveries
 - Lost/waste production
 - Shorter life of asset(s)
 - Unreliable equipment → Higher risk of accident(s)
 - Higher energy consumption



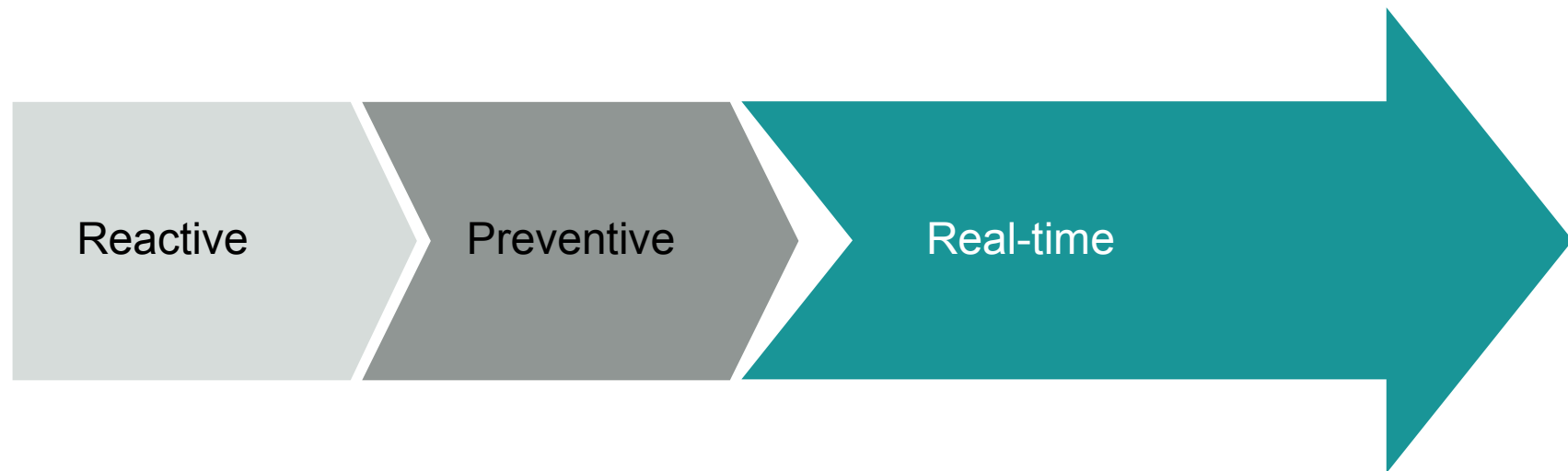
Can be reduced / improved significantly through professional maintenance and modernizations

REASONS TO MODERNIZE

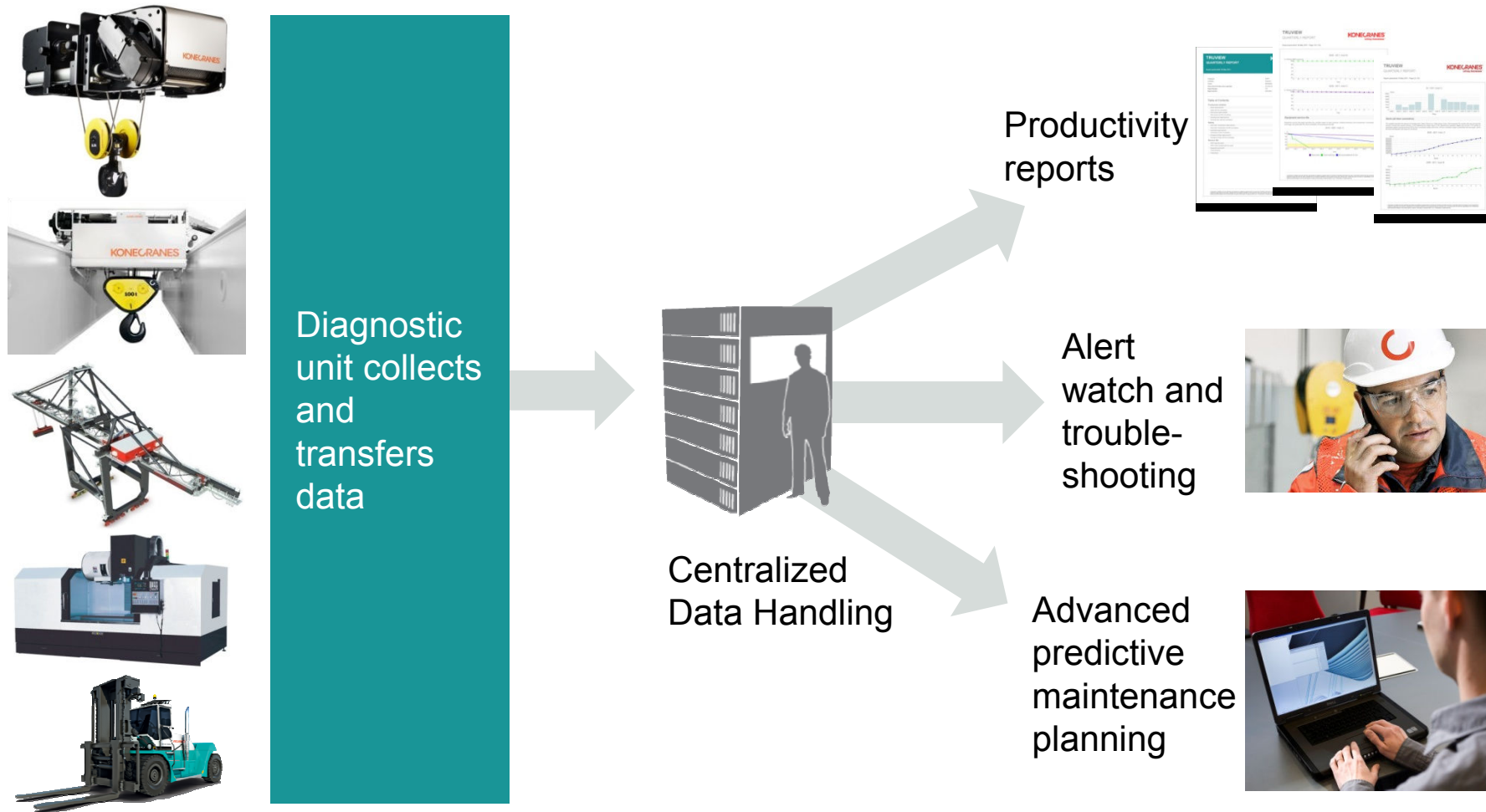
- Remain or become competitive
- Changes in production demands and processes
- Need for improved safety, reliability, productivity
- Maintenance and parts costs are high
- Regulatory compliance
- The expense of new equipment is not justified
- Take advantage of the latest technology, e.g. real time data



EVOLUTION OF MAINTENANCE



REMOTE MONITORING LAYS FOUNDATION FOR REAL-TIME SERVICES



CONCLUSION

Maintenance and technology modernizations have a large impact on business performance including **safety, productivity, profitability** and **long-term competitiveness**



NOT JUST LIFTING
THINGS, BUT
ENTIRE BUSINESSES