



## The Finnish logistics partner Meclift expands into Greece

Meclift is a Finnish company with roots as far back as in the year 1981. Since 1993 the company has been manufacturing and selling Meclift reach trucks and is at the forefront of vehicles with heavy lifting capacity ranges from 16 to 50 tonnes for ports, airports and industrial applications. This week a brand new Meclift reach truck arrived in Greece for N. Stavropoulos, a transport and logistics company that specializes in container handling.

Meclift's agile multipurpose products are utilised in container ports, harbours, airports, railroads, road transport and diverse fields of industry where heavy loads are handled, such as the steel, coil and aluminium industries in addition to the stone-handling and military sectors.

*"All of us at "N. Stavropoulos" have been looking forward to our warehouse expansion that will allow us to handle heavier cargo and at a greater volume. To achieve this goal we have been looking for equipment that will help us load and unload our trucks more quickly and allow us to handle the heavier cargo that seems to be the norm in our industry. We believe that we have found this equipment in the Meclift", says Thanasis Stavropoulos Operations Manager, N. Stavropoulos.*

N. Stavropoulos, established in 1995, was the first transport company in Kalamata, Greece to handle and transport containers in a national level. In 2008, the company took a step into the logistics industry by building a warehouse in the industrial area of the city. N. Stavropoulos aims to constantly expand their reach and range of services in order to meet the increasing demand of unusual transport and logistics opportunities. The purchase of Meclift variable reach truck is once again an initiative to improve their services and stay competitive.

### Production and product development

The production line has around 20 dedicated employees at the factory of Lännen MCE, who retains 40% share of Meclift. At the same factory are as well Lännen and Lundberg tractors as well as Watermaster amphibious dredgers produced.

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The slogan of the manufacturer of Meclift equipment is: let's build the world with fewer machines. The Meclift trucks follow the same philosophy as thanks to their non-mainstream technical solutions they are suitable for a wide range of lifting and loading work. The Meclift production development is also managed by the manufacturer in strategic cooperation with the customer.

*"The prevailing global megatrends such as sustainable development, climate change, digitalisation and urbanisation are the guidelines we also follow in our product development. Meclift has very high quality standards for its products, which suits us Finns as we are used to making our products according to the highest possible quality standards," says Mr. Kalliomäki, CEO of Meclift.*

The components of Meclift products are assembled from a base of ten suppliers, which are 90% Finnish-based. During Covid pandemic this has shown its strength, there has not been interruptions in production, as most of the components are European.

*"Our products save the time and resources of our customers, who trust the brand and also trust that their machinery will always perform the tasks they face daily. We are also agile and quick in development and production. There is a continuous need to make production times shorter, and we are driving this. The capability of Meclift machines to lift really heavy loads while being a small machine in size is also renowned. Our guarantee and goal remain the same: to build machines that will serve their users for years to come," asserts Mr. Kalliomäki.*

Meclift trucks have found their foothold in the world and they have been sold on all continents, except Antarctica. Meclift is represented in more than 30 countries. In 2021 the goal is to double the production and sales volumes.

### Meclift as a product

The Meclift machines are best adapted to the logistics of ports and also large industrial steel and aluminium plants. The 18 ton Meclift truck has an impressive lifting capacity, even though the machine is small in size. Thanks to its small size the truck fits into a maritime container without damaging the container nor the shipped product, and its lifting capacity is really impressive. This makes it a popular model.

*"Our popular 18 ton machines are produced in series. Therefore, our production time for them is two months, which is quite a fast pace even compared to our competitors," says Mr. Janne Kalliomäki.*

The more massive 30, 42 and 50 ton Meclift trucks can efficiently fill containers thanks to their reach function. Meclift uses very strong materials and structures. The innovativeness of Meclift machines is also evident in the fact that by adding accessories, the same machine can be used for many different purposes. From the end customer's point of view this naturally reduces the total investment and number of staff needed. The more commonly supplied accessories are e.g. lifting fork for steel rolls, pliers for side loading steel rolls, a lifting beam for loading long items into containers, air cargo forks on rollers and with double forks for more efficient loading and unloading.

*"We have created solutions for the metal industry like attachments for handling coils, rods, sheets and pipes. In logistics our diverse attachments, such as the double forks system, air cargo pallet forks, coil rams and clamps are suitable for a wide range of work phases. One of our most important achievements is Meclift's conspicuousness around the world. A Meclift machine can do the work of several traditional machines, which means real savings for the customer. With our variable reach truck, the customer can fulfil most of their needs by using only one Meclift machine" Mr. Janne Kalliomäki says.*

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*"We have been serving the industry for 25 years and are constantly looking for ways to increase our efficiency. With this increased efficiency we are able to offer our customers warehouse and trans-loading options at a competitive price" Thanasis Stavropoulos, Operations Manager, N. Stavropoulos says and continues: "We are proud to be the first company in Greece to purchase this new product and are sincerely grateful to Meclift for making a product that will allow us to stay competitive and stand out in the cargo handling industry."*

### Plans for future development

Environmental regulations are also bearing down on the logistics industry which also needs to minimise its carbon footprint. Major progression in motor technology is now bringing more environmentally friendly diesel motors and a gradual shift to electrical motors in loading equipment.

While a new synergy is developing as the new owners bed down, Meclift intends to increase its revenue five times in the next five years with its new, focused strategy.

*"This will be done by expanding sales and creating new services in after-sales. Our future goal is to be a niche player with innovative, high-quality machinery for special needs."*

The next phase will be to install distant control software to all Meclift machines, to make servicing the fleet progressively more effective; and to develop an e-Meclift: an electrically powered variable reach truck. There will certainly be pressure to have electrical machinery for environmental reasons.

*"While we are still a small producer, we can more easily adapt our production to new development ideas. We plan to be more eco-friendly without compromising our requirements for quality. This requires efficient product development and innovative agility, which we as a relatively small Finnish company certainly have," states Mr. Janne Kalliomäki.*

### More information:

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### Press material and pictures:

<https://meclift.fi/media>