

AALBERS TOOL AND MOLD, INC., OLDCASTLE, ONTARIO

KONECRANES DELIVERS STEADY, DEPENDABLE SERVICE FOR 30 YEARS

Aalbers Tool and Mold, Inc. is a direct supplier of tooling and molds to Ford Motor Co. and General Motors and an approved supplier to many of the world's other major automakers.

GROWING WITH OUR CUSTOMERS

In late 2012, Aalbers Tool and Mold marked its 30th anniversary by moving operations from three buildings to two larger manufacturing facilities. This move increased total work space from 50,000 to 60,000 square feet to accommodate business growth.

Up to this time, Konecranes had fulfilled “about 99 percent” of Aalbers’ crane equipment and service needs, CEO and founder Gary Aalbers estimated. “I was happy with the price and service and decided to stick with a good thing,” he explained.

However, three decades of reliable service, even at a reasonable price, wasn’t enough to guarantee Konecranes the contract to equip Aalbers’ new buildings with 12 new overhead cranes – two in each of six bays.

CHALLENGE ACCEPTED

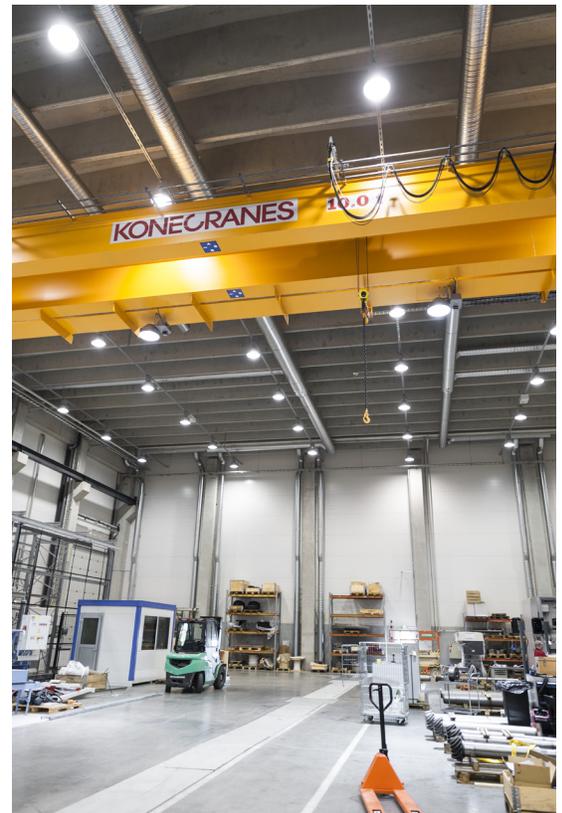
The critical factor to Gary Aalbers, in this case, was choosing a vendor that could deliver three 10-ton overhead cranes within five weeks, Konecranes’ Kevin Towers said. Aalbers needed the cranes in that tight timeframe so he could move his company into the new buildings on schedule and begin ramping up operations until the other nine cranes – 25-ton double girder cranes – could be delivered, installed and commissioned for full-scale production.

“Whoever could get the (10-ton) cranes in the fastest would get the whole contract,” Towers said. “They wanted to go with one supplier.”

THE RELATIONSHIP CONTINUES

“Konecranes was the only vendor able to hit the five-week delivery target,” Towers said, “because of our program ‘Compact Ten.’ We maintain a local stock of all the components needed for standard cranes, 10 tons and under. That enables us to build and deliver them quickly.”

Aalbers reported, “The new cranes have been working great.” And the relationship continues beyond the 30th anniversary.



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Konecranes is a world-leading group of Lifting Businesses™ offering lifting equipment and services that improve productivity in a wide variety of industries. The company is listed on NASDAQ OMX Helsinki Ltd (symbol: KCR1V). With over 12,000 employees at more than 600 locations in almost 50 countries we have the resources, technology and determination to deliver on the promise of Lifting Businesses™.

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