



Message

By **Philip Lee**,
Chief Executive Officer

Welcome to the third instalment of our newsletter which allows us to share our news and innovations with our customers and friends.

Since our last newsletter in September 2016, we have achieved many successes in the last quarter of 2016.

As a result of an independent report, we saw ports and terminals leaning towards the benefits of using single hoist cranes for multiple container lifts. The report produced for a port in Asia conducted a cost and operational analysis between single hoist and dual hoist cranes for multiple container lifting and compared headblock connections from three different spreader equipment manufacturers.

The report recommended for ports to consider using single hoist cranes. More significantly, the RAM SingFlex headblock connection was identified to rank first in a number of test parameters.

You can read the full independent report by clicking this icon.



We also saw in November 2016 how our dedication in providing innovative solutions helped RAM and MMG Las Bambas Peru win the International Bulk Journal Innovative Technology Award 2016.

The IBJ Awards celebrate excellence in the bulk handling industry. And the achievement of this award recognised not just our hard work, strength and dedication, but also our ability to work with our customer – MMG Las Bambas – in developing the world's first Bi-Modal Containerised Bulk Handling solution.

We obtained new welding certification in line with international and European standards following the changes in the DIN 18800 certification and its replacement by new welding standards. We also began a new Leadership Quality Programme to further enhance the quality and productivity at our manufacturing facility.

A full roundup of our top news, details of the award win and other developments during the last quarter of 2016 can be found in this edition of our newsletter.

Please visit our website <https://www.ramspreaders.com/> to view the new media page which provides a full catalogue of brochures, case studies and videos for viewing and downloading at your leisure.



IBJ Awards 2016

We are pleased to announce that RAM Spreaders and MMG Las Bambas won the International Bulk Journal Innovative Technology Award 2016.

The awards ceremony held at the iconic Tower of London UK was hosted by IBJ and took place on the evening of 21 November 2016.

Among the awards which recognised excellence in the bulk handling industry, RAM Spreaders together with MMG Las Bambas Peru were shortlisted by the IBJ panel of judges for the innovative Bi-Modal Containerised Bulk Handling solution.

The judges were impressed with how RAM and MMG worked together to come up with the world's first Bi-modal bulk handling solution, which allows MMG to export copper concentrate from the remote mine in Peru in sealed containers by road, then rail prior to arriving at its final destination at the port of Matarani – situated 710km away.

The innovative solution allows the commodity to be directly loaded into sealed containers and opened only when it is tipped into hoppers at the final port destination with the help of the RAM Revolver®.

Central to this solution is the use of sealed containers as a method of transport and storage, thereby reducing dust generation while protecting the commodity from contamination.

In addition, the reduction of commodity transfer points and exposure to the environment not only speeds up the transportation process and reduces commodity loss during the process, but is also environmentally friendly.

The containers arrive by rail into the rail transfer building at the port. There, the two RAM Revolvers that are fitted to bridge cranes will lift and move the container over to the hopper before lifting the lid, rotating the container and tipping the commodity into hoppers to be ready for the final export process to the ships hold.

Reflecting on the Award, Philip Lee, CEO of RAM Spreaders commented **“This is a fantastic achievement for both RAM and MMG Las Bambas. It more than recognises the hard work and dedication of all involved to demonstrate that we can make a real difference and do our part in developing ways to export cleanly and efficiently”**

*Pictured from left: Award Category Sponsor **Angad Banga** CEO of Carvel Group, Receiving Award: **Sebastian Henning Brandes** Group CEO SMAG and **Philip Lee** CEO RAM Spreaders with **Ray Girvan** of International Bulk Journal*



Customer News

>200 operational spreaders in Panama

PSA Panama International Terminal S.A.

Once again, global port operator PSA International has entrusted RAM Spreaders with one of their most critical operational elements that is essential to the provision of continuous and reliable services – Spreaders.

PSA Panama has acquired eight new Super Post Panamax Quay cranes with 10 RAM 2940 Separating Twinlift Spreaders.

This recent order adds to the three existing RAM 3530 All Electric RTG spreaders, bringing the total number of RAM spreaders with PSA Panama to 13.

With over 200 fully operational spreaders in Panama, RAM becomes one of the leading spreader suppliers in the largest container transshipment hub in Latin America.

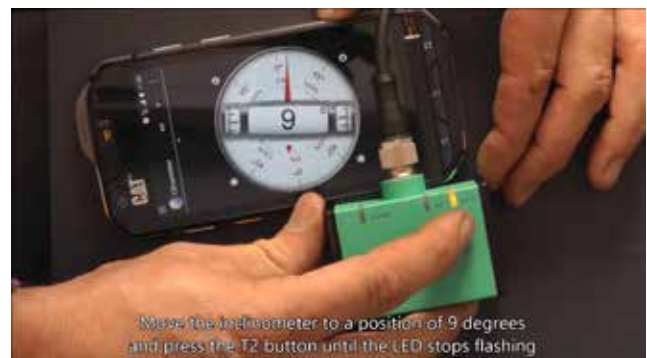
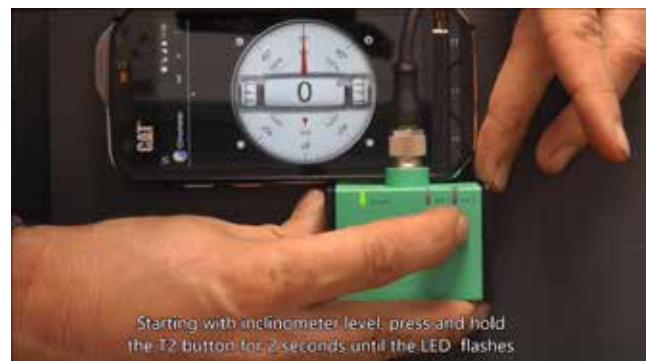
“How To” Videos

Inclinometer settings for the RAM SingFlex Twin Spreader Headblock

Following popular demand, we have added a new “How To” video to our collection of useful step-by-step guides.

The new video, which is our third in the series of “How To” videos produced, goes through the step-by-step process of setting the inclinometer on the RAM SingFlex Twin Spreader Headblock connection.

Please click on the video link in this article to see the latest



Bali and Jeju Islands



The RSLT Group's year-end company trips were among the most highly anticipated events by the staff. The trips were organised in recognition of the Group's success and achievements in 2016. While the RSLT staff enjoyed an idyllic island trip to Bali, RSC staff had a memorable holiday at the Jeju Island.

An Indonesian island known for its forested volcanic mountains, rice paddies, beaches and coral reefs, Bali Island provided RSLT staff an opportunity to savour the breathtaking views of Tanah Lot as well as be charmed by traditional dances and the gorgeous sunset at Jimbaran beach.

Meanwhile, the RSC staff were spellbound by the natural beauty of Jeju Island which is characterised by lava caves, sandy beaches and spectacular craters. Particularly, the grand Halla Mountain located at the centre of the 1,800 square metre island left the staff awestruck.



Walking Towards Better Quality

In an effort to further strengthen the quality of products manufactured at RAM SMAG Engineering (Changshu) Co., Ltd (RSC), the Company introduced the "Leadership Quality Walk" programme.

This programme engages all mid-level managers and supervisors to gather at the shop floor for a walk around the facility. The walk-around initiative will allow the respective managers and supervisors to gain a better understanding of interrelated processes and operations in other departments. Notably, apart from inspecting the quality of work produced at each station, managers' attention will also be drawn to details, including 5S, cleanliness, organisation and handling of work pieces.

In-depth and lively discussions are encouraged to recommend ways to help enhance the current work quality and productivity.

"The objective of 'Leadership Quality Walk' is to raise awareness of managers and supervisors concerning quality, as well as to instil in them the importance of taking ownership in quality. To achieve quality products, we need to start from the beginning, and to pay attention to every detail during each process and operation."

– Htay Aung, Chief Operating Officer – RSC



RSC Obtains EN1090 & EN ISO 3834 Welding Certification



In replacement of the now obsolete DIN 18800 welding standard and to be in line with the parent company PEINER SMAG Lifting Technologies quality system, RAM SMAG Engineering (Changshu) Co, Ltd (RSC) has achieved new certifications – EN 1090 and ISO 3834.

In compliance with the new requirements, a dedicated Welding Supervision Team made up of qualified welding inspectors, led by a certified welding engineer has been set up. The new certifications place emphasis on welding quality assurance, which involves the controlling of production process in addition to inspecting and testing the welded product.

Significantly, these new certifications ensure that the RAM product quality is of a high quality – meeting international recognition and complying with European regulation.

Harley Kramer

Quality Manager – RAM SMAG Engineering (Changshu) Co. Ltd



Newly appointed as RSC's Quality Manager, Harley Kramer is the man in charge of enhancing and maintaining the quality of products built at the RAM Spreaders manufacturing facility in Changshu, China. We talk to him in this issue of RAM SPREADERS to find out more about the man and his job.

Born and raised in Sydney, Australia, Harley always had a fascination and passion for engineering since young. In his spare time, he enjoys mountain biking, custom and classic cars and music.

Having excelled at school, Harley followed his passion for engineering and joined Qantas Airways where he studied hard to achieve qualifications as an Aircraft Maintenance Engineer during his service. Subsequently, Harley went on to do his postgraduate studies at Central Queensland University and graduated with a Maintenance Management diploma.

After studies, Harley worked at Hatch where he diversified his skills and took on the role of Maintenance and Reliability Specialist. He went on to manage Hatch's Condition Monitoring and Inspection business in Australia. In 2014, Harley took on the job of Vendor Quality Surveillance Manager with Hatch and relocated with his family to China at the start of 2015.

Harley has now joined the China facility of RAM Spreaders, bringing with him a wealth of experience in the development and management of quality assurance and quality control. This is complemented by his experience in business improvement and change management.

Prior to joining RAM, Harley spent 10 years consulting and assisting clients across a diverse range of industries with business improvement and management projects.

Harley Kramer (continued)

Quality Manager – RAM SMAG Engineering (Changshu) Co. Ltd



Now, Harley is putting these skills into practice at RAM with his introduction of a quality system. Through conducting a regular “walk-around” quality review workshop for middle managers and supervisors, high standards are maintained during the manufacturing and testing processes.

Primarily, Harley’s responsibility is to manage the Quality Assurance/Quality Control team and foster a continuous improvement and defect elimination culture throughout the factory. For which, his frequent interaction with the production and design team has built a more collaborative approach to the manufacturing quality of products.

“My background in aviation has provided me with a solid understanding of the value of effective quality management and the methods and culture required to achieve quality excellence.

It is a great privilege to be able to bring my skills and experience to a great brand with amazing history such as RAM Spreaders. I am excited to be able to work with such a strong and dedicated team of people and to be able to contribute to enhancing the RAM Spreaders’ brand and reputation. This longevity and wealth of experience in the port industry has been further enhanced with RAM becoming the world’s leading lifting accessories supplier as a result of the PEINER SMAG merger. By further enhancing and supporting a strong quality management system, we are empowered to stay at the forefront of innovation and design while keeping a strong customer focus.” – Harley Kramer

