

FAMESA EXPLOSIVOS
PERÙ

Konecranes blasts into a new market sector

"Konecranes has provided us with a high-tech machine that gives excellent performance, reduces our downtime, and maximizes the safety of our personnel"

Carlos Valdez Airaldi,
Supply Chain Manager



Established in 1953, Famesa Explosivos is the market leader in the export of explosives from Peru. It has its headquarters in Lima, the capital, and runs five production plants at different locations around the country, as well as branch operations in nearby Bolivia, Chile, Colombia and Ecuador. Its 1200 employees provide products and services for customers engaged in mining, construction, and oil and gas exploration in over 25 countries around the world.

Safely handling a dangerous cargo

Working in a specialist field, Famesa puts its long experience in the sector to work every day. Explosives are mostly transported in specially adapted shipping containers, and the company exports around 40 containers per month. Careful handling is essential, to ensure the safety of both the personnel moving it and the cargo in transit. As Famesa continues its 67 years of success in the twenty-first century, it constantly adapts its lifting technology to keep up with the demands of an always-changing industry.

A good example of this was when a bottleneck caused delays in container handling at their Chancay plant, about 78 kilometres north of Lima. After test-driving a reach stacker, they were very pleased with its performance, particularly the way in which it helped to streamline work flow, so they decided to buy one.

Last February, local distributor Trex, a subsidiary of Ferreycorp, provided a new Konecranes Liftace TFC45 reach stacker for the task. The most popular reach stacker in Peru, it's also ideal for the unique conditions that exist at the Famesa manufacturing plants due to their specialist product. The smooth and precise movement of the hydraulics ensure a steady lift. With a capacity of up to 45 tons, it helps to optimize site operations by speeding up the flow of containers through the work area. In addition, the machine has been adapted for the the harsh climate of the Peruvian coast, with a high level of operator comfort as well as protected electronic components in the cabin, while featuring a design for ease of access that speeds up maintenance and repairs.

"Famesa has an unusual cargo, and they have to be able to get their product to their customers safely and on time," says



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Trex team hands over the keys to Famesa Management after delivery and commissioning of the Konecranes Liftace reach stacker model TFC 45

Carlos Ojeda, Country Manager for Trex in Peru. "The Konecranes equipment is powerful and reliable, and has really improved their site efficiency. We offer after-sales support to ensure its optimal performance." Mr Ojeda is also very pleased with the way Konecranes provides their own high-quality service to back up Trex when needed. Expert technicians can be contacted fast, quickly moving on-site if required.


Both economical and environmental

Known for its powerful low-emission engines and reduced fuel consumption, the TFC45's optimized hydraulics minimize energy use, both saving costs in fuel efficiency and helping the environment.

In addition, Famesa is building further efficiency into their operations with TRUCONNECT Remote Monitoring, so they can follow lift truck use to plan driver training and anticipate preventive maintenance needs.

"The Konecranes Liftace reach stacker fits our requirements perfectly," says Carlos Valdez Airdi, Supply Chain Manager for Famesa Explosivos. "We feel that our commitment to operational development has taken a great leap forward. Konecranes has provided us with a high-tech machine that gives excellent performance, reduces our downtime, and maximizes the safety of our personnel."

With their reliable and durable reach stackers, Konecranes Lift Trucks has just entered a new market sector, on the way to building stronger business in South America.

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