

# SSAB enables streamlining for MultiDock through Shape solution

**The Swedish company MultiDock manufactures large material handling machines for the world's all markets. Thanks to a SSAB Shape\*, the company can streamline its manufacturing in an internationally highly competitive market.**

Through a number of SSAB partners and customers around Europe, the machine manufacturer MultiDock can continue its international venture on large harbor cranes. The solution is called SSAB Shape.

- MultiDock buys prefabricated - cut and bent - components from our plant in Poland. They are then processed at one of our partners in Europe to finally be assembled at MultiDock's facilities, says Tobias Appelkvist, responsible salesman at SSAB Shape. Together with the Shape organization we have managed to get a good solution to the customer.

In an increasingly competitive world market, it is important to find the best business models. MultiDock has manufacturing in Sweden, Finland, the Netherlands and Brazil. Thanks to SSAB's international network of own facilities and focus on customized customer offers; the deal could be carried out.

"Thanks to SSAB's initiative, we can further intensify our focus on material handling machines in the 40-130-ton segment, and we expect the new products to take a big step in the market from 2018 onwards," said Percy Österström, CEO MultiDock.

## **Close relationships with Caterpillar**

MultiDock works in close cooperation with Caterpillar. MultiDock has also recently agreed with Caterpillar to expand collaboration on smaller machine models, and also works with Caterpillar's dealers around the world to further increase growth.

## **Step by step towards high strength**

Initially, the different components are manufactured in SSAB Domex S355 material. MultiDock has also shown interest in the concept of eventually upgrading their machines to a more high-strength and lighter material, all in order to further enhance their competitiveness.

## **For more information, please contact:**

Matts Nilsson, Director SSAB Services & Head of Shape, Telephone 070 331 75 19  
Percy Österström, CEO MultiDock AB, phone 070 53 196 03

\* SSAB Shape is a network of processing partners that offer the market prefabrication, technical support and services combined with first-class steel products.

SSAB is a Nordic and US-based steel company. SSAB offers value added products and services developed in close cooperation with its customers to create a stronger, lighter and more sustainable world. SSAB has employees in over 50 countries. SSAB has production facilities in Sweden, Finland and the US. SSAB is listed on Nasdaq Stockholm and has a secondary listing on Nasdaq Helsinki. [www.ssab.com](http://www.ssab.com).