

FOR RELEASE

February 3, 2017

Roanoke's TMEIC Corporation to Sign Contract with Konecranes for Drives and Automation of the World's Largest Single Automated-Stacking Cranes Order

February 3 at 9:30 a.m. – TMEIC Headquarters, 1325 Electric Road, Roanoke, VA

ROANOKE, Va. (January 31, 2017) – Company officials from Toshiba Mitsubishi-Electric Industrial Systems Corporation ([TMEIC](#)) and Konecranes of Hyvinkää, Finland will gather Friday in Roanoke to sign a contract to supply The Port of Virginia's® expansion project. As a global leader in automation solutions, TMEIC was selected to supply industrial drive and automation solutions for the port expansion that totals 86 Konecranes Automated-Stacking Cranes (ASC) at the Norfolk International Terminal (NIT) and Virginia International Gateway (VIG) facilities. This is the largest ASC order TMEIC has received to date and the largest single ASC order ever placed by a port globally.

"TMEIC has been a longtime, proven partner with Konecranes and The Port of Virginia®, including the construction of VIG and the original ASC implementation there in 2007," TMEIC President & CEO Dale Guidry said. "Although TMEIC provides automation and drives solutions to industries around the world, it is particularly exciting to supply a project of this magnitude in the Commonwealth, only a few hours' drive from our U.S. headquarters."

Who: TMEIC & Konecranes
When: Friday, February 3, 2017 – 9:30 a.m.
Where: TMEIC, 1325 Electric Road, Roanoke, VA
Why: Official contract signing to automate the world's single largest ASC order ever placed by a port.

In the announcement from the Virginia Port Authority, John F. Reinhart, CEO and Executive Director of the Virginia Port Authority called the decision to team up with Konecranes and TMEIC a logical choice, while Virginia Governor Terry McAuliffe commented on the benefit to the Commonwealth saying, "This project will create jobs and economic spin-off. One of the first beneficiaries of that will be TMEIC, which is a growing company that, with Konecranes, has a global demand for its services: it will be good for TMEIC and it will be good for Virginia."

In addition to supplying 860 TMEIC-manufactured TMdrive®-10e2 industrial drives, the automation package for the project will incorporate TMEIC's state of the art laser-based Maxview® and Maxspeed® control systems, providing automated solutions for high speed movement and placement of both 20 and 40 foot containers. Maxspeed® crane control systems constantly adjust speed and direction of the crane motors driving the gantry, trolley, cable reels and hoist, providing incredibly fast reaction time to operator joystick, precise control and ultimately higher crane production rates. In conjunction with TMEIC's Maxview® crane laser-based vision systems, The Port of Virginia expansion will experience labor savings, increased yard productivity, reduced equipment maintenance and improved safety.

Procurement will proceed on two contracts of 60 and 26 ASCs for NIT and VIG, respectively. Equipment delivery will commence in 2018 and is scheduled to be completed in 2020. Upon completion, the port will have expanded the container handling capacity at VIG by 600,000 units and the capacity at NIT by 400,000 units. The combined cost of the projects is \$670 million.

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About Toshiba Mitsubishi-Electric Industrial Systems Corporation (TMEIC)



We drive industry

Toshiba Mitsubishi-Electric Industrial Systems Corporation (TMEIC) was formed in 2003 following the merger of the industrial systems departments of Toshiba Corporation and Mitsubishi Electric Corporation. TMEIC manufactures and sells variable frequency drives, motors, photovoltaic inverters and advanced automation systems for a range of industrial applications. We drive industry.

The North American operation –

TMEIC Corporation, headquartered in Roanoke, VA, designs, develops and engineers advanced automation, large AC and DC motors, photovoltaic inverters and variable frequency drive systems. TMEIC Corporation specializes in the Renewable Energy, Metals, Material Handling, Oil & Gas, Solar Power, Mining, Testing and other industrial markets worldwide. We drive industry. www.tmeic.com