OCTOBER 2026

MONTHLY EDITION | ISSUE 01

MARKET INTELLIGENCE
EQUIPMENT INSIGHTS

SMARTER DECISIONS
GLOBAL OPPORTUNITIES

# KIANI MEHR NEWSLETTER

( HEAVY EQUIPMENT BRIEF )

NEW & USED EQUIPMENT | PORT MACHINERY | MARKET TRENDS | TECHNOLOGY | REGIONAL FOCUS

COVER STORY

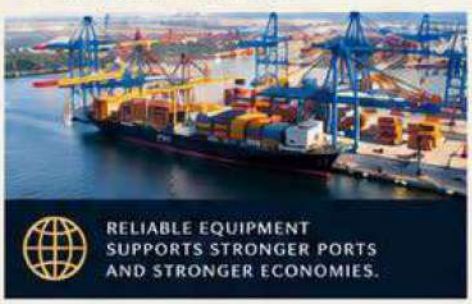
## Used Reach Stackers: Why the Lowest Price Can Become the Most Expensive Decision

A reach stacker is not an ordinary machine. It is a critical asset in port operations, where reliability directly affects productivity, cargo movement and business continuity.




### A Critical Asset in Global Trade

Reach stackers play a key role in container terminals and logistics facilities. Ports are strategic gateways for international trade, and reliable equipment is essential to keep operations running smoothly. Unlike many other machines, a reach stacker cannot always be replaced quickly or rented at short notice. Downtime can disrupt shipping schedules, reduce terminal productivity and increase operating costs.




### Price Is Not the Only Factor

The purchase price of a used reach stacker can vary significantly. A low-priced machine may look attractive, but if it requires major repairs, suffers frequent breakdowns or cannot be supported with the correct spare parts, the initial saving can quickly disappear. When buying a reach stacker, the total cost of ownership should be considered, including maintenance, repairs, downtime and parts availability.

> *"The right investment is a machine you can depend on when your business needs it most."*

### Model Year Is Not the Whole Story

An older machine in excellent working condition can sometimes be a better investment than a newer machine with high operating hours or poor maintenance. For example, a 2005 reach stacker in very good condition may be a more reliable choice than a 2015 machine with 25,000 hours, if the older machine has been well maintained and passes a full technical inspection. The key is to buy the condition of the machine, not just the year.




Well maintained
Excellent condition
Verifiable history




Higher hours
Unknown history
Potential higher risk

**PURCHASE PRICE** is only the beginning.

**MAINTENANCE & PARTS** keep your machine running.

**RELIABILITY** protects your operation.

**DOWNTIME COSTS** can be very high.

**CHOOSE VALUE** not just a low price.

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EQUIPMENT INSIGHT

# ELECTRIC VS DIESEL FORKLIFT

## 3-TON CLASS | WHICH IS RIGHT FOR YOUR OPERATION?

Both electric and diesel forklifts can deliver excellent performance in the 3-ton class. The right choice depends on your working environment, operating costs, infrastructure and long-term business goals.




**ALAMTO FB30**
**3,000 KG RATED CAPACITY**

- Rated load capacity: **3,000 kg**
- Travel speed: up to **20 km/h**
- Turning radius: approximately **2,460 mm**
- Standard lift height: **3,000 mm**

| COMPARISON ITEM | ELECTRIC FORKLIFT (3 TON) | DIESEL FORKLIFT (3 TON) |
|---|---|---|
| **Power Source** | Lithium-ion battery | Diesel engine (e.g. Isuzu, Cummins) |
| **Emissions** | No tailpipe exhaust at point of use | Exhaust emissions ($CO_2$, NOx, PM) |
| **Operating Cost** | Often lower energy cost per hour, depends on tariffs and duty cycle | Depends on diesel price and fuel consumption |
| **Maintenance** | Fewer routine engine-related service items | Engine, oil, filters and fuel-system maintenance |
| **Refuelling / Charging** | Needs charging plan and downtime management | Quick refuelling (5–10 minutes) |
| **Best Fit** | Warehouses, indoor operations, ports and emissions-sensitive sites | Outdoor work, remote sites and long shifts where charging is difficult |

### HOW AN ELECTRIC FORKLIFT CAN IMPROVE YOUR BOTTOM LINE

1. **Lower energy cost**
   In suitable duty cycles, electricity can be more cost-effective than diesel, depending on local energy tariffs and usage.
2. **Potentially reduced routine maintenance**
   Fewer engine-related service items can help lower maintenance costs and downtime.
3. **No tailpipe emissions indoors**
   Zero exhaust at the point of use helps create a cleaner and more comfortable working environment.

### CHOOSE ELECTRIC IF...



- You operate in ports, warehouses or closed areas.
- You want lower operating costs and zero emissions.
- You have access to charging facilities.
- Your company has sustainability or ESG targets.

### CHOOSE DIESEL IF...



- You work in very heavy-duty or harsh environments.
- You need quick refuelling and maximum uptime.
- You operate in remote areas without charging facilities.
- Lower initial investment is your main priority.

**EXPERT ADVICE** | Compare the total cost of ownership using your actual shift patem, energy/fuel prices, charging access, service support and warranty terms. | www.reachstacker.ae

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BUSINESS GUIDE

# HEAVY EQUIPMENT INSURANCE: CHOOSE THE RIGHT COVERAGE




Protect the machine. Protect the investment. Protect the business.

Heavy equipment such as reach stackers, forklifts and other port machinery represent a significant investment. The right insurance coverage helps reduce financial risk from unexpected events and keeps your operations moving.

## KEY AREAS OF COVERAGE

### 01 CONTRACTORS' PLANT & MACHINERY (CPM)

May cover accidental damage, fire, theft, overturning, collision and other specified risks depending on the policy terms and conditions.

Helps protect your machine during operation at project sites, ports and industrial locations.

### 02 TRANSIT & MARINE CARGO

Check that your insurance covers the machine during loading, sea transport, unloading and final delivery to the destination.

Important for international trade and cross-border shipments.

### 03 THIRD-PARTY AND PUBLIC LIABILITY

Consider risks to people, vehicles, buildings and other equipment at ports, warehouses, factories and logistics yards.

Helps protect against claims for damage or injury to third parties.

### 04 YARD AND ROAD USE

Confirm that your policy covers storage at your yard and check if separate motor insurance is required for road use, depending on local regulations.

Ensure coverage matches how and where the machine is used.

## BEFORE YOU SIGN

Key questions to discuss with your insurance provider:

| | |
|---|---|
| 1 | Is theft covered? |
| 2 | Is the machine insured while working, stored and transported? |
| 3 | What is the excess (deductible)? |
| 4 | What exclusions apply? |
| 5 | Is the insured value appropriate for the current market value? |
| 6 | Are all operating countries covered? |

## One machine may need more than one policy.

Your equipment may require a combination of covers, such as contractors' plant & machinery, marine cargo, third-party liability and motor insurance, depending on how and where it is used.

## EXPERT ADVICE

Do not choose by premium alone. Compare exclusions, limits, excess and insured value with a qualified insurance professional. Coverage, terms and conditions vary by insurer and policy.

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INDUSTRY EVENT

# THE MINING SHOW 2026

## Where mining, technology and regional opportunity meet.



**16–17 NOVEMBER 2026**

**DUBAI WORLD TRADE CENTRE**
Sheikh Saeed Halls 2 & 3
Dubai, United Arab Emirates

**19th ANNUAL EDITION**

| 6,500+ | 300+ | 150+ | 50+ |
|---|---|---|---|
| EXPECTED ATTENDEES | GLOBAL EXHIBITORS | INDUSTRY-LEADING SPEAKERS | CONFERENCE SESSIONS |

The Mining Show brings together mining, quarrying and mineral-processing professionals from the Middle East, Africa and South Asia. The two-day event connects operators, suppliers, investors and decision-makers to explore projects, technology and new business opportunities.

### WHAT TO WATCH

01 Critical minerals and the energy transition
02 Automation, digital tools and operational efficiency
03 Mining regulation, licensing and investment
04 Equipment, maintenance and mineral processing
05 Supply chains linking mines, logistics hubs and Gulf ports

### WHY IT MATTERS TO EQUIPMENT SUPPLIERS

Mining projects rely on dependable machinery, parts, maintenance and logistics. For equipment suppliers, the show is an opportunity to understand upcoming projects, meet procurement teams and identify demand for loaders, excavators, material-handling equipment and support services.

### PLAN YOUR VISIT

The exhibition floor is free to attend with registration; conference delegate passes may require a paid ticket. Check the official event website for registration and programme updates.

**THE MINING SHOW | 16–17 NOVEMBER 2026 | DUBAI**

Official information:
terrapinn.com/exhibition/mining-show