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INTERNATIONAL

JANUARY 2012
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cranes

AND SPECIALIZED TRANSPORT

Interview: Roll-Lift

Rental survey

Wire rope

Training

China

P-Boom



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Looking ahead to the new year might be a good way to put behind us 2011, a miserable 12 months for many. While the economic forecast for many areas once again isn't great, things are increasingly being considered to be better than they may first appear. A wide range of industry events is coming up to help improve your chances.

High profile in 2012 will be events both general and very much more closely focused either by equipment type or geography. A couple in March will be the SC&RA's Specialized Transportation Symposium and ESTA's Safety Issues in Wind Turbine Installation and Transportation conference.

Following them in April is the industry's big exhibition of the year, Intermat in Paris. During that show is the annual ESTA Awards of Excellence dinner. At the same time is the SC&RA Annual Conference in Texas, USA.

Later in the year the important Bauma China show in Shanghai is the big one to look forward to. A selection of other events coming up include, in May, Cranes and Transport Turkey and Ankomak then, in June, Cranes and Transport Latin America and the M&T Expo in Brazil. Continuing the theme of linking a conference with an exhibition the 2012 China International Crane Summit will be the day before the Bauma China event in November.

In September the annual SC&RA Crane & Rigging Workshop is always worth attending, followed by the International Tower Cranes 2012 in Germany a month or two later. Excellent networking opportunities is one of the main reasons for many to attend these events. Learning things of direct value that keep you abreast of industry developments is another major benefit. Don't miss out. More information is available every month in this magazine's News and the Back page section and at: www.khl.com/events

Wishing you all the best for 2012.

CRANE PORTFOLIO

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eNEWSLETTERS:

KHL's **Worldcranemarket**
The global source for used cranes and transport equipment
www.worldcranemarket.com

KHL's **Worldcraneweek**
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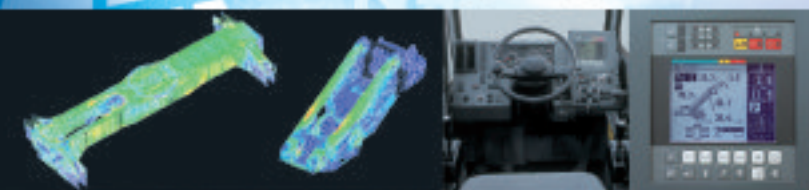


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ON THE COVER



New lifting and transport specialist Roll-Lift will take delivery of the first unit of Liebherr's P-Boom capacity enhancing double boom system. It is on a 1,350 tonne capacity LR 11350 crawler bound for Russia in April. For more see interview on page 15.

SUBSCRIPTIONS

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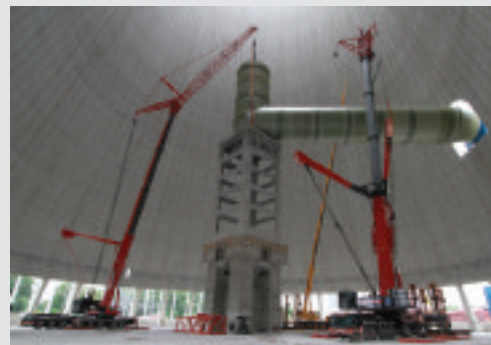
China remains under-constructed and continues to experience the largest scale of urbanisation in human history. A consequence is huge demand for cranes for a vast range of applications but the business is not without its challenges.

Alex Dahm reports

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Wire rope can be the last component to be considered by crane users. *Euan Youdale* talked to rope manufacturers about how they are helping to change the lifting industry



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HIGHLIGHTS

■ The Indonesian branch of All-Rig Lifting and Engineering Supplies has become the five-hundredth member of the Lifting Equipment Engineers Association (LEEA). Originally formed in 1944, the LEEA has expanded rapidly in recent years, with membership more than trebling since 2003.

■ Specialist Crane Hire has taken delivery of a 40 tonne capacity Liebherr LTM 1040-2.1 all terrain crane. It is the first new Liebherr all terrain crane the UK-based company has bought and joins a fleet of about 35 truck and all terrains. Concentrating initially on nuclear power station work, the company's fleet has expanded to general crane hire.

■ Liebherr Container Cranes will supply two double boom ship to shore container cranes to TCEECE container terminal in Aliaga, Turkey. The container cranes will operate on a pier and be capable of unloading super post Panamax vessels on either side of the pier. Each crane has two booms with a waterside outreach of 50 metres and span of 36 m. Total lift height under spreader is 38 m. Safe working load is 60 tonnes under twin lift spreader and 70 tonnes under hook beam.

■ Oilfield services company 5J Trucking, used its two new Sany America crawler cranes to lift a 90,000 pound (41 tonne) oil derrick. 5J Trucking used its two new 50 ton and 100 ton (45 and 91 tonne) capacity Sany America crawler cranes in a twin lift that involved picking a 142 foot (43 metre), 90,000 pound derrick on the *Pioneer 14* oil rig in the Texas Permian Basin.



World record rope from Bridon factory

Bridon International has invested £30 million (US\$46 million) in a factory to produce multi-strand ropes in gross package weights of up to 650 tonnes, making them the largest and most complex in the world, claimed the company.

The Bridon Neptune Quay site, in Newcastle, UK will be fully operational by the end of 2012. The company has already received production inquiries from a number of major multinational operators, it said.

"Key to the site's unrivalled capacity is its unique closer machine, which is used to

draw together thousands of wire strands into a single rope," explained a company spokesman.

"Bridon's closer is the first of its kind capable of making a 600 tonne rope in a single pass, enabling the production of longer and higher capacity ropes in a single piece and avoiding the need for multiple passes."

The closer incorporates 24 bobbins, with 15 and 38 tonne capacities, giving it the ability to make more complex ropes than had previously been possible with such weights, added the company.

Up until now, closers capable of producing very large ropes have typically had no more than eight bobbins.

"The ropes produced at this state-of-the art facility will expand the boundaries of what is possible for customers across the sector. Bridon Neptune Quay has been built to help us solve our customers' most significant technological challenges – whether it is reaching new depths off the coast of Brazil, or operating in some of the most challenging environmental conditions on earth," said Jon Templeman, Bridon Group CEO.

Eurasian crane and transport event

In response to strong interest and investment in Turkey and much of the surrounding region, KHL has announced a new event. International Cranes and Transport Turkey is a one-day conference and networking reception to be held in Istanbul, on 05 June 2012, one day before the start of the Ankomak construction show. The venue

is the Wow hotel, next to the Istanbul Expo Center where the show is held.

Turkey is widely known as the bridge between Europe and Asia. Its geographical position provides a unique gateway to Asia and it has close economic ties to the Middle East and North Africa. It is ideally placed in west-central Eurasia to draw



in business from these areas, plus post-Soviet states and Central Asian republics (known colloquially as "the stans").

As the world's 15th largest economy in 2011 Turkey recorded economic growth, in the first quarter, of 11%. Investment in infrastructure and power generation projects, in particular, shows no sign of slowing down. Construction activity for the region as a whole is in excess of US\$2.9 billion a year.

The conference and networking reception follows the growing number of successful events that KHL Group has held in other parts of the world.

Full details and the programme will be announced in due course. For more information see www.khl.com/events

NCCCO APPROVED

The National Commission for the Certification of Crane Operators (NCCCO) has been awarded accreditation by the American National Standards Institute (ANSI) for two of its newest certification programmes. The CCO Rigger Level II and Articulating Crane Operator certifications are now accredited by ANSI to the ISO/IEC 17024 International Standard for organisations that certify personnel.

NCCCO also announced that it had been granted continued accreditation by ANSI for its previously accredited programmes: Mobile Crane Operator, Tower Crane Operator, Overhead Crane Operator, Rigger Level I and Signaller. The decision of ANSI's Personnel Certification Accreditation Committee (PCAC) to expand the scope of NCCCO's accreditation came after rigorous audits of its management systems and psychometric procedures, as well as detailed scrutiny of its written and practical test development and administrative processes, NCCCO said.

Freo buyout

TOWER REDUCTION

Duro Felguera has supplied a Linden Comansa flat top tower crane to help build part of its Petronor oil refinery in Muskiz, Spain.

Partnered with Imasa and Cotinsa, Duro Felguera makes up a third of a temporary consortium in charge of the project to build a fuel oil reduction unit (FRU) for Petronor, a subsidiary of Spanish oil and gas company Repsol.

Linden Comansa's official dealer Algrusa erected the 18 tonne capacity Linden Comansa 21 LC 550 tower crane of the crane, as well as carrying out a range of jacking-up operations.

The 21 LC 550 is working with an 80 metre jib, while height under hook reaches 120 m, for which it needs two tie frame collars and 94,500 kg of ballast on a 6 m folding cross base. Its main area of work is lifting and assembling pipes, support elements and different structures.

Sterling Crane (Australia) Pty Ltd will acquire Freo Group of Western Australia and Global Cranes Pty Ltd of Queensland, Australia.

Sterling Crane, Marmon Construction Services and Berkshire Hathaway company, said the terms of the sale had not been disclosed.

Through Sterling Crane and its affiliates, Marmon Construction Services owns and operates mobile crane fleets in Canada, USA and India, primarily serving the energy, mining and petrochemical markets. Marmon Construction Services is part of The Marmon Group, an international association of manufacturing and service

companies that operate independently within 11 stand-alone business sectors.

Based in Henderson, a suburb of Perth, Freo Group is a second generation family business operating in Australia since 1974.

The company provides cranes and operators from branch facilities in key regional markets across Western Australia and in the state of Queensland through Global Cranes.

The companies also offer related logistical services.

"Freo Group and Global Cranes are an excellent fit with our organisation as we expand globally," said David Snyder, president of Marmon Construction Services.

PEMEX ORDERS 80 HIABS

Mexico's national oil company, Petróleos Mexicanos (PEMEX), has ordered 80 Hiab loader cranes from manufacturer Cargotec.

Order value is close to US\$ 5 million, according to the European manufacturer. The 80 cranes join an existing fleet in excess of 500 Hiab cranes.

The latest order includes 19 XS 144 B-3, eight Hiab 175-5, and 18 Hiab XS 211 EP-3 models in the mid-capacity range. From the high capacity range there are five XS 377 EP-5, four XS 422 EP-4 and 26 XS 477 E-6 models.

New wind turbine safety summit

A new one day conference and networking event has been announced for the wind turbine erection and transport industry. Safety Issues in Wind Turbine Installation and Transportation will be on 14 March 2012 in Hamburg, Germany.

It is organised by the European Association for Abnormal Road Transport and Mobile Cranes (ESTA) in response to the high number of accidents involving mobile cranes during erection of wind turbines. The focus of the event will be on how to help minimise safety problems arising while erecting, maintaining and transporting wind turbines.

The ESTA Expert Summit

is an exciting networking, business information and technical event for the leaders of the world's wind power industry, their suppliers and equipment manufacturers. It is supported by Europe's leading crane and transport equipment manufacturers, the FEM equipment manufacturers' association, and by wind turbine manufacturers.

Speakers will include leading professionals from the wind turbine manufacturing companies, specialists in lifting and transport, insurance companies and equipment manufacturers.

Venue is the Courtyard Marriott Hamburg Airport Hotel and the event will be hosted by former BBC

HIGHLIGHTS

■ Auctioneer Ritchie Bros has passed the milestone of US\$1 billion in annual online sales of equipment. The Canada-based equipment auction company said it is the world's largest industrial auctioneer and one of the world's largest online retailers. It exceeded the landmark figure on 7 December, saying that it "now sells more construction, transportation and other equipment over the internet than any other auctioneer - more than US\$5 billion-worth since 2002."

■ Lifting and safety equipment distributor Certex UK is opening a new 6,500 square foot warehouse, offices and workshop in Aberdeen, Scotland in response to increased business in the offshore sector. Certex's Aberdeen operation has increased its turnover by 40% in the past year and the company is looking to strengthen this position by moving its administrative and services base within the city.

■ Cargo handling company Montecon in Uruguay has ordered Kalmar E-One2 rubber tyred gantry cranes. They will be the first for a port terminal in the country. Also ordered were 15 Kalmar Ottawa terminal tractors. Delivery is scheduled for the second quarter of 2012 and the equipment will be deployed at the port of Montevideo.

newsman Peter Hobday, who many readers may know from the KHL Group's World Crane and Transport Summit event.

Tickets for the one day conference, networking functions, lunch, refreshments, delegate packs and dinner are available for Euro 250 +VAT from www.esta-eu.org/registrationform-estas-expert-summit

More details will be updated as they become available.

KEEN TRANSPORT GOES PLATINUM

Platinum Equity has acquired specialized haulier Keen Transport Company in the USA for an undisclosed sum. The acquisition includes Keen Transport, Inc. and Cressler Trucking, Inc.

Keen Transport offers heavy-haul logistics and transportation services for the construction, mining and agriculture equipment markets nationwide. Cressler Trucking is a general commodity carrier that provides packaged goods transportation, primarily in the Northeast United States.

"Partnering with Platinum Equity is very exciting for our organisation, our customers, and all of our partners," said Bill Keen who will remain in his position as chief executive officer. "Platinum understands our business and supports the integrity upon which this company has been built," continued Keen, who is a past SC&RA president.

"Keen Transport has a rich heritage and a well-deserved reputation for quality service," said Brian Wall, the partner at Platinum Equity who led the team pursuing the acquisition. "We share Bill Keen's commitment to hard work, honesty and reliability."



BigLift super fly load test

Huisman has installed and load tested its 17 metres super fly jib for one of the heavy lift mast cranes onboard BigLift Shipping's *Happy Buccaneer*

The super fly jib increases the lifting height and outreach of the crane by 50% to 59 m above deck and 55 m radius. Lifting capacity with the fly jib is 350 tonnes at 35 m outreach and 250 tonnes at a 50 m. The lifting height increases to about 59 m above deck.

To reduce installation time of the fly jib, lightweight stays produced by FibreMax are being used. For future projects requiring further outreach or lifting height capacities, the fly jib can be extended. The fly

jib can be used with BigLift's *Happy Buccaneer* and the *Happy S* vessels.

The heavy lift mast crane concept was developed by Huisman in 1983, said the company, and has become an industry standard for the design

and construction of heavy lift cranes.

The *Happy Buccaneer* was fitted with two heavy lift mast cranes in 1984. The original lifting capacity was 550 tonnes before they were upgraded to 700 tonnes in 2006.



Al Faris adds Liebherrs

UAE-based Al Faris Equipment Rentals has taken delivery of Liebherr LTR series telescopic crawler cranes as part of a €40 million (US\$ 51 million) order for 47 cranes.

The units are telescopic on

wheeled carriers and crawler chassis between 60 and 750 tonnes capacity. Most are LTM 1095-5.1 and LTM 1100-5.2 all terrains. Others are LTR 1060 and LTR 1100 telescopic crawler cranes.



Completion of the order is scheduled for the end of 2012 and another major order is expected in the first quarter of 2012 for delivery in 2013, Liebherr said. The Al Faris fleet already includes 180 Liebherr cranes. Residual value is one of the reasons Al Faris chose Liebherr, the manufacturer said.

Hillary Pinto, Al Faris managing director, also cited the presence of a number of Liebherr after-sales service facilities in the area, trained and experienced service engineers and spare parts availability.

The Al Faris Group, established in 1992, is one of the largest crane and transport rental companies in the Middle East. It has 1,800 employees at four bases in the UAE and Saudi Arabia. Its focus is the petrochemical industry.

Grove 6-axle steps into Italy

The first Manitowoc Grove GMK6300L in Italy has been delivered to rental company ADP Sollevamenti.

According to the manufacturer there are already GMK6300L models working in the USA, New Zealand, China, Germany, Switzerland and the UK, following successful field

tests over the last year.

"The crane has few limitations and is relatively compact for its size. There is great potential for it in wind farm maintenance, and it is versatile for a range of general rental projects," said Antonio Di Palma, ADP Sollevamenti owner.

The GMK6300L is ideal for rental operations as it is easy to road and quick to set up, added the manufacturer. Typical applications include high-rise buildings, tower crane erection, industrial facilities or wind farm maintenance. Manitowoc's CraneStar remote monitoring system is fitted.

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AGD distributing Marchetti

Crawler crane and piling equipment company AGD has become UK and Ireland distributor for Marchetti cranes. The long-established Midlands-based crawler crane rental and sales specialist will offer the Italian manufacturer's range of

telescopic crawler, truck and all terrain cranes.

The initial investment is more than £1 million (US\$1.55 million), including spare parts and training. Robert Law, AGD managing director, forecasts sales of around a dozen units in 2012, most of them truck mounted cranes.

AGD will add a pair of 70 tonne capacity Sherpa CW70.42 telescopic crawler cranes to its rental fleet in early 2012. The heavy duty model has a 42 metre boom and is suitable for piling,



Unique National NBT55

Oilfield trucking and hauling company Trans Carrier, based in Canada, added a unique National Crane NBT55 boom truck to its fleet.

The 55 US ton (50 tonne) NBT55 is mounted on a

custom-designed, over-the-road Kenworth truck. The truck can pull a trailer and travel with the crane at higher speeds compared to truck cranes or all terrain cranes, said the company.

"Before our new NBT55, many of the jobs for our customers required both a crane and a tractor-trailer. We spent a lot of time, effort and money to get two units out to the site," said Tyler Kosick, Trans Carrier Ltd., general manager. "With our new National Crane, we can use a single unit for the lifting work and the hauling. You're basically getting one machine to do the work of two."



PRESSURE PLAY FROM VERNAZZA

Vernazza Autogrù supplied four Grove all terrain cranes to help demolish an old soccer stadium and build its replacement, a 41,000-seat venue for Italian giant Juventus.

The two-year, €120 million project took place in Juventus' home city of Turin and included a range of challenging lifts.

The largest Grove on the project was the 450 tonne capacity GMK7450 with a 60 m Twin-Lock boom. The crane also has a 79 m luffing jib and Mega Wing Lift attachment that offers improved lifting duties, especially when the crane is working with high boom angles.

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Unhappy new year

The last few weeks of 2011 saw stock markets rise a little, providing a brief boost to benchmark indicators like the Dow, FTSE and Nikkei 225. The Dow enjoyed the best of the benefits, with an 8.78% increase between weeks 47 and 52, lifting it back above 12,000 points as the year drew to a close.

There was also a useful 7.51% gain for the FTSE 100 over this five-week period. But whereas the Dow's rally saw it end in positive territory for the year – up 5.53% – the FTSE was well in the red for 2011 as a whole, although its 4.52% loss was nowhere near as painful as the 17.34 collapse suffered by the Nikkei 225.

Loss

Even worse was the performance of the crane manufacturing segment, which did not benefit from the year-end rally, with a 1.7% loss over the last five weeks of 2011. This saw it rack-up a massive 46.51% loss for 2011. The only comparable year for the industry was 2008, when the then Legacy Index (excluding Chinese manufacturers) lost more than 60% of its value due to the credit crisis and ensuing global recession.

In 2011 the industry's traditional suppliers fared slightly better than the Chinese, with IC's Legacy Index falling 39.34%, compared to the 46.51% decline for the industry, including Chinese companies. However, there were heavy losses among Asian, European

and US manufacturers alike.

Konecranes, Liugong, Palfinger, Terex and XCMG all lost more than 50% of their value in the course of 2011. Only Tadano saw its share price rise over the course of 2011, while all the other manufacturers that make up the IC Index saw double digit losses over the course of the year.

Reconstruction

Two factors saw Tadano buck the trend in 2011. One was the lift its share price enjoyed in the wake of the Japanese earthquake and tsunami, in anticipation of reconstruction work. The second came with its interim results in the second half of the year, which saw the

company return to profit after the losses of 2010.

Overall, however, it was a grim year for the sector, with concerns about sovereign debt issues both in the USA and Euro-zone sending share prices down for much of the year. These worries impacted harder on crane manufacturers than mainstream indexes because of the cyclical nature of the crane sector. This is to say that when times are good, the sector's growth far outstrips the mainstream, but when times are tough, crane manufacturers' shares fall much more steeply.

With neither the Euro-zone or US debt issues resolved as 2012 begins, it could be another tough year for the markets. ■

A brief rally in the last few weeks of 2011 could not disguise a dismal year for crane manufacturers' stock market performance.

CHRIS SLEIGHT
reports

JANUARY IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
IC Share Index*		54.41	53.49	-0.93	-1.70	100.00	-46.51
Legacy IC Share Index**		231.22	236.49	5.27	2.28	389.86	-39.34
Dow Jones Industrial Average		11232	12218	985.78	8.78	11577.51	5.53
FTSE 100		5240	5634	393.54	7.51	5899.94	-4.52
Nikkei 225		8287	8455	167.86	2.03	10228.94	-17.34
Hitachi Construction Machinery	YEN	1330	1296	-34.00	-2.56	1946.00	-33.40
Konecranes	€	14.43	14.94	0.51	3.53	30.89	-51.63
Kobe Steel	YEN	114	119	5.00	4.39	206.00	-42.23
Liugong	CNY	14	12	-2.48	-17.53	37.00	-68.46
Manitowoc	US\$	8.88	9.19	0.31	3.49	13.11	-29.90
Palfinger	€	13.00	12.94	-0.06	-0.46	28.75	-54.99
Sany Heavy Industry	CNY	12.84	12.54	-0.30	-2.34	21.63	-42.02
Tadano	YEN	509	486	-23.00	-4.52	437.00	11.21
Terex	US\$	12.67	13.51	0.84	6.63	31.04	-56.48
XCMG	CNY	14.26	14.22	-0.04	-0.28	57.20	-75.14
Yongmao Holding	SGD	0.15	0.11	-0.04	-28.00	0.16	-32.50
Zoomlion	CNY	8.45	7.69	-0.76	-8.99	14.14	-45.62

*IC Share Index, 1 Jan 2011 = 100

**Legacy IC Share Index, end April 2002 (week 17) = 100

EXCHANGE RATES – US\$

CURRENCY	VALUE AT START	VALUE AT END	CHANGE	% CHANGE	VALUE 12 MTHS AGO	12 MTH % CHANGE
CNY	6.37289	6.30298	-0.0699	-1.10	6.60231	-4.53
€	0.6470	0.6456	-0.0013	-0.20	0.6442	0.23
Yen	77.55	76.94	-0.61	-0.79	81.31	-5.38
UK£	0.7559	0.7731	0.0172	2.27	0.7484	3.30

Period: Week 47 – 52



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Roll-Lift will get the first Liebherr P-Boom capacity enhancement system for its LR 11350 crawler crane

Natural progression

A company built on experience that presents a unique offer is the premise of Roll-Lift, a new international heavy lift and transport business. Owner Frans van Seumeren and top managers explained the company and its mission to ALEX DAHM

A new heavy lift and transport service for land and sea has burst into the international arena. Many readers will know and most will have heard of the new company Roll-Lift's owner, Frans van Seumeren. Van Seumeren was owner and CEO at the world's largest international heavy lifting and transport company, Netherlands-based Mammoet.

While Roll-Lift is a new venture (*IC* December 2011, page 6) and has a dedicated workforce and managers, it is part of van Seumeren's heavy lift shipping company RollDock, also headquartered in the Netherlands. As such, it is an additional area of activity for that same company that extends its capability.

Adding cranes to the portfolio was a natural progression for van Seumeren and his team. The step to cranes and Roll-Lift is a simple and smooth one, he says, because RollDock is already a transport engineering company specializing in heavy

lifts, it is just that the work was done with ships and their onboard cranes.

Van Seumeren takes up the story, "We really want to offer clients a door-to-door solution with heavy lift ships, transport trailers and to do the installation work. Beforehand this was difficult because we had other shareholders in RollDock and we had the family van Seumeren at Mammoet. It was more or less not possible to start then with a transport and heavy lifting company.

"Then when I took over the other 50% shareholding in RollDock and the family van Seumeren left Mammoet I thought why not, it is quite logical, we must create Roll-Lift next to RollDock. Then you can do more or less everything."

Roderik, Patrick and Jan Junior van Seumeren left Mammoet in July 2011 and "directly after that, I was thinking, 'now is the moment'", Frans van Seumeren explains. There are no plans for the other van Seumeren family members to be part of Roll-Lift.

"Strike while the iron is hot" is apt here as there has been no hanging around in getting the new company off the ground.



New Liebherr LTM 1500 telescopic wheeled mobile crane in Roll-Lift colours

The first ideas for Roll-Lift were discussed in July and early August 2011. Then, "In September, we set up Roll-Lift and in the same month ordered the first cranes," says Wout van der Zwan, Roll-Lift and RollDock CEO.

Since then a healthy Euro 55 million (US\$ 70 million) has been invested in equipment at a time of widespread economic downturn when elsewhere in the industry general crane rental companies and others are struggling due to a shortage of work. "If you start in an upturn you are too late so you start now, in a downturn, as it gives you time to establish," explains Jan Smout, Roll-Lift COO.

Roll-Lift/RollDock offers integrated project services in heavy lift and transport on sea and on land. "We are a little bit unique because we can do everything – the transport, the lifting and the engineering, at sea and on land," van Seumeren explains. It is a chain of logistics where the company can play all the different roles.

Synergies

"The way that we are going to build up this company is: Roll-Lift, Roll Dock – two names, one company," van der Zwan explains. Engineering, QHSE (quality, health & safety, environment) and human



The Barge Master heave compensation platform mounted with a Roll-Lift crane for offshore wind turbine transport and installation



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resources will each be one department for both areas of the business. "Also, if you look at all the other shared services, for example, insurance, information technology, legal, administration and fiscal, there are a lot of synergies," Adriaan Aarts, RollDock and Roll-Lift CFO, points out. "And the nice thing is that the clients are also more or less the same. They are the big construction companies, oil companies, and so on," van Seumeren says.

You have to look back 11 years to find the last company that in principle could offer integrated services with its own equipment, Smout says. We can offer an integrated land and sea lifting and transport service using our own equipment. In that respect we are unique in the world."

Helped by van der Zwan's 30 years of experience in heavy lift shipping, that side of the business is sorted, otherwise a major barrier to entry, not least in terms of cost. Then, "It is easier for us to go from the shipping side into the land-based business because Frans already knows that market," Smout explains.

"There are lots of projects, especially in petrochemical and mining, that are long-term, two years or more, where you can commute up and down with a ship and where you have to load, discharge, transport and install major components and other loads – and those are the projects where we can have an advantage," Smout continues.

The areas they are focusing on at the moment are where the big competitors are less well established, van der Zwan says. In Russia and Latin America most of the work in the past has been done on a

project basis, quoted from the home offices of the companies involved and then a team dispatched from there too. Instead, Roll-Lift has set up there.

Competition is rife in Europe, the Far and Middle East, both from international and local players, while, "In Latin America and Russia, where we have established ourselves, we think we can have a much bigger impact," Smout says. "This is evident with our first major contract in Latin America in which our director Latin America, Ton Bakker had a major role. Ton will oversee all markets in Latin America and, with his extensive experience in our field as well as local knowledge, has already created a healthy inflow of projects."

It is the same in Russia where Vyacheslav Zakharov and Anja Kogut are at the helm applying their many years of experience, Smout explains.

In that respect the discussion is not in terms of competitors. "We have our own means of working. We look for transport solutions for the client," van der Zwan says.

"We are not going to restrict ourselves

to say that, for example, on a combined project, roll dock can only tender for a project together with Roll Lift. We want to give the client the best solution whether it is with our equipment and our ships or with our ships and another company's transfer equipment or vice-versa," Smout explains.

Further synergies are presented in the offshore industry by another of van Seumeren's companies, Barge Master. It develops and produces wave compensated platforms for marine and offshore.

Going to work

"We are an engineering company with ships, cranes and transport but the basic idea, of course, is that we want to be contractors," van Seumeren comments. One of the first contracts is a project in Uruguay to install a pulp paper factory. The first shipment of cranes and equipment was already on its way in early January. It included 16 cranes, mostly telescopic but also a crawler, plus forklifts and aerial platforms. Twenty axle lines of



Roll-Lift has 17 tower cranes at work in Brazil

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building for the heaviest duties

Scheuerle SPMT will also be used. In April another six cranes will start, seeing the project through to the end of the year.

"Working with a crane is always delicate. You have to lift something, sometimes in very difficult circumstances, in refineries, for example. You want to have the best equipment that you can buy," van Seumeren comments.

Instead of inheriting a mixture of equipment, Roll-Lift has started with a clean sheet of paper in terms of being able to choose the best range and combination. Among many advantages at the moment, one is that "while the market is not so good we can get good prices from the manufacturers," van Seumeren observes.

The crane fleet is 40 units, around half of them telescopic boom cranes from 55 to 500 tonnes capacity, mostly from Liebherr but also from Tadano, Terex and Grove. Most of the wheeled mobiles are all terrains but there are some rough terrains. In the crawler fleet are eight units, from 130 to up to 1,350 tonnes capacity, including a Liebherr LR 11350, two LR 1750s and a few LR 1350s.

The 1,350 tonne capacity LR 11350, due for delivery in April, will be the first unit to have the new P-Boom capacity enhancement system. Destination is Russia, with an LTM 1500, LTM 1350 and maybe others.

Also in the fleet are 17 tower cranes, all at work building in Brazil. Some are new while the majority are used units. There is good demand for these cranes in Brazil, for example, for the World Cup football, Olympics, infrastructure projects and offshore fabrication yards, Aarts says. "It is not our aim to become a big tower crane company but here we have good rental prices and long contracts," van Seumeren explains.

From left to right: Frans van Seumeren, owner of Roll Dock, Roll-Lift, Barge Master
Wout van der Zwan, CEO RollDock, Roll-Lift
Adriaan Aarts, CFO RollDock, Roll-Lift
Jan Smout, COO Roll-Lift
Darren Adams, CCO Roll-Lift



All terrain and rough terrain cranes being loaded on to a ship for the Uruguay pulp mill project

While cranes account for about 95% of the investment so far, in the transport fleet there are 60 lines of hydraulic platform trailers in a mix of SPMT and conventional. SPMT includes 20 lines of Scheuerle generation 4 while new Goldhofers have been bought for Russia and some Scheuerle K25s for South America. Six heavy duty prime movers are combined with the conventional trailers and low beds and flat beds.

Reliability of the equipment and after sales service are primary considerations, especially due to the often remote areas of operation. On principle, the first choice is to go for new equipment but where the work is project-driven used is an option where new is unavailable in time. There is something to be said for mixing the age of equipment too as this phases replacement, Aarts says.

People

Experience is a key requirement among the rapidly expanding workforce. It is a firm belief that it is the people that make the company, Aarts says. "In the end only quality survives." In addition to the management team of five, for Roll-Lift there are 20 people in Brazil, 40 in Russia, 10 in Nicaragua and there will be 48 in the Uruguay project team.

Looking ahead

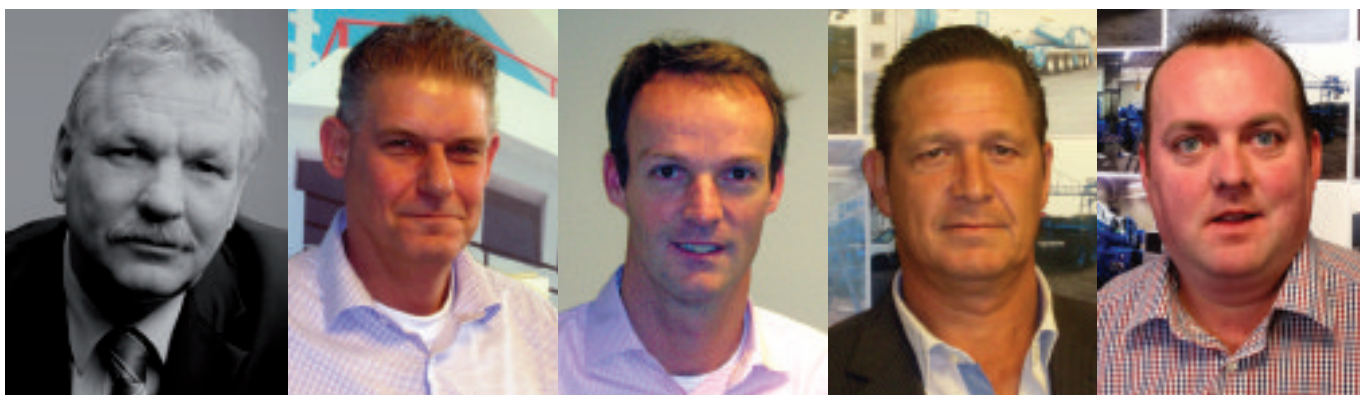
"We ordered an LR 11350 without work and we are about to order a barge or barges, so we have a vision of where we want to grow, what we want to become and for that we need certain equipment," Aarts says. Smout already expects that the SPMT fleet will grow significantly as what has been bought is already booked for a year.

"We have €55 million invested so far, in the first three months, and I am sure it won't stop in the next three years. There is a lot of ambition around the table but there are no fixed plans for where we want to be in two, three or five years," Aarts says.

"We have the people, we have the know-how and we have the engineering," van Seumeren continues. And he doesn't rule out the possibility of super heavy lift cranes, "Not yet but certainly we are already now looking to other solutions, together with Huisman."

First things first, Roll-Lift has to be a quality company. "We are working hard to get our ISO 9001, 14001 and 18001 certification," Aarts says.

"We have a lot of knowledge in-house and that also means we understand how difficult it is to perform in the right way but that is what we want to do. We start in Uruguay in January. There is no option to fail, we have to perform well. It is our name, it is our equipment," van der Zwan concludes.

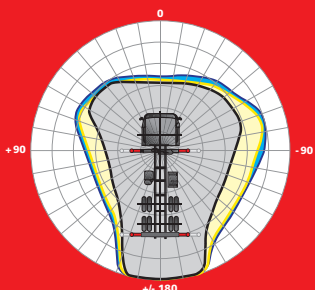


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High and low from Broshuis

New from Broshuis is the SL-trailer with independent suspension. Its payload of 12 tonnes per axle is two tonnes per axle more than beam axles and the same as a pendular axle, said the manufacturer. In contrast, the manufacturer said that the tare weight of a pendular axle is 800 kg heavier. The trailer's steering angle is also the same as a pendular axle, almost 60 degrees, Broshuis said.

Using the independent suspension Broshuis has produced the lowest loading height trailer on the market, it claimed. The size of the tyre, in this case a 245, will dictate the loading height. The SL offers a standard driving height of 850 mm, which can be lowered to 790 mm. This can be achieved on a single, double or triple extendible trailer, with two to 10 axles. It also has a lower bogie height.

The independent axles also make the trailer very stable, the manufacturer said. The hydraulic suspension ensures the

loading floor always remains straight and the track is much wider than a pendular axle and beam axle trailer, said the manufacturer.

The SL's crane arm recess in the centre of the trailer bed has a minimum height of 365 mm measured from the ground, and a depth of 425 mm. It is 560 mm wide with a 2,550 mm bogie, and 760 mm wide with a 2,750 mm bogie.

Suspension travel is up to 325 mm, making it possible to use the trailer as a jack. Two types of hydraulic goosenecks are optional, providing a ground clearance up to 800 mm.

Another feature is the maintenance benefits of the independent axles, said the company. The SL's maintenance cost and time is equal to a beam axle but much less than a pendular axle, claimed Broshuis. It takes about 4.5 hours to change a tyre on a pendular axle, but just 20 minutes on the SL system, added the manufacturer.



PADDLE PRECISION

Rogers has redesigned its gooseneck jack paddle. The new jack paddle requires little or no tractor modification and offers plenty of lift distance, said the manufacturer. Its two-legged design has more stroke than the previous jack thereby allowing it to fit most truck frames.

The updated product is installed on the bottom of the gooseneck to eliminate the need for manual blocking of the trailer frame. An hydraulic cylinder pushes the paddle onto the tractor frame to support the detached gooseneck and prevent it from dragging on the ground.

The new gooseneck jack paddle will also be standard on the Rogers's new CobraNeck detachable gooseneck.



Ship to shore

Lecoq used a vehicle combination from French manufacturer Nicolas Industrie to transport new heavy-duty high-speed passenger ferry *Jolie France* to the water's edge. *IC reports*

The Marine Concept shipbuilding company is based in Granville, a small town in the south-west of the Cotentin peninsula, Normandy, France. The resort is a magnet for tourists who can also take a boat to the nearby Chausey islands from the town.

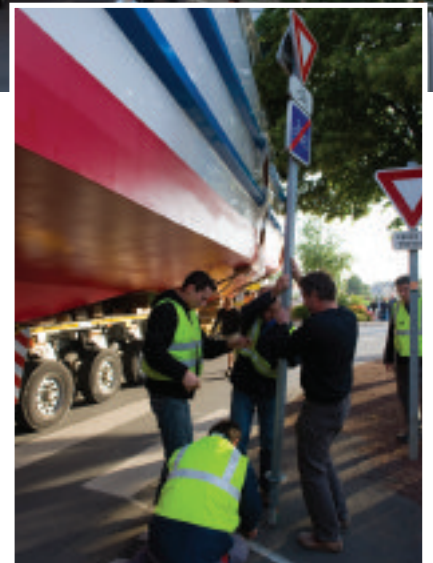
The company's production facility is 5 km from the shoreline, to which the 55 tonne *Jolie France* needed to be



The 55 tonne boat was transported on a Nicolas MDEL platform trailer, with 3 + 5 axle lines and flat bed deck

transported. The ferry was moved by Lecoq using a modular MDEL-TP platform trailer, with 3 + 5 axle lines, combined with a flat bed deck.

The new passenger boat is 29 metres long, 7.5 m wide, 7.5 m high and is designed to carry up to 280 passengers from Granville along the coast and up to the Chausey Islands. The bow of the ship was lifted by crane to allow the vehicle combination to be driven underneath. Thanks to the low platform trailer height of 875 mm, together with the hydraulic axle compensation of +465 / -215 mm, the



During the journey, street signs had to be dismantled and a number of tree branches sawn off



The *Jolie France* on the way to Granville on the coast



boat could be safely accommodated on the transporter, said the manufacturer.

The main doors of the production hall had to be dismantled and the outside exit area extended to move the vessel out. The 35 m combination then had to carefully negotiate the twists and turns on the 4.5 km route, through small villages and narrow tree-lined roads.

A remote control was used to steer the platform trailer over 90% of the journey. The 60 degree steering angle of the axles guaranteed maximum manoeuvrability when tackling tight corners around traffic islands and through the villages.

The 60 degree steering angle of the Nicolas platform is to guarantee the highest possible manoeuvrability

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The annual *IC* Rental Confidence Survey is designed to provide a clear and comprehensive picture of the global market over the last 12 months and to point where it is heading in 2012. *IC* reports



Ready for rental

The credit crisis that hit much of the world is still making itself felt and the results of the 2012 Rental Confidence Survey reflect this. Inconsistency is a theme this year as rental companies around the world still seem

to be riding the waves of the recession and remain uncertain of their immediate future.

Of course, there are still well-documented bright spots, with Saudi Arabia and Abu Dhabi in the Middle East achieving significant growth, as is Turkey. In South America Brazil and Chile continue to experience a surge in construction.

Meanwhile, other areas that saw huge growth in construction over the last five years have slowed. The Chinese government has let its foot off the accelerator over the past year to ensure the recent boom does not turn into a bubble. This means investment in infrastructure has been reduced.

Starting in the Middle East, there is cautious optimism. "In general the rental market in Dubai and all over the UAE has started picking up since last October," said one survey respondent.

Eastern hope

Moving further east, other parts of Asia are also seeing hopeful signs. "In Indonesia, the market is expanding, and there is a big market for 20 to 70 tonne crawler and wheel-mounted cranes for oil and gas. The bigger cranes are still expanding too in mining especially."

In India, where the rental market is still relatively undeveloped, there are mixed blessings. "The crane rental market is primarily for used cranes and the utilisation is very poor for new cranes. The new cranes are bought up by main contractors." Another respondent agrees,

ALL REGIONS FORECAST FOR 2012 FLEET PLANS

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Mobile crane 50 tonne %	36	14	36	6
Mobile crane 100 tonne %	33	3	52	0
Mobile crane 150 tonne %	24	6	53	3
Crawler crane 70 tonne %	16	3	28	6
Crawler crane 150 tonne %	21	6	24	12

RENTAL RATES

	INCREASE RATES	NO CHANGE	DECREASE RATES
Mobile crane 50 tonne %	28	53	14
Mobile crane 100 tonne %	28	47	16
Mobile crane 150 tonne %	15	64	12
Crawler crane 70 tonne %	3	44	9
Crawler crane 150 tonne %	12	36	9

UTILISATION

	>10% RISE	1-10% RISE	SAME	1-10% FALL	>10% FALL
Mobile crane 50 tonne %	11	35	41	8	0
Mobile crane 100 tonne %	16	27	39	9	0
Mobile crane 150 tonne %	12	24	47	9	0
Crawler crane 70 tonne %	6	12	31	6	0
Crawler crane 150 tonne %	6	21	21	9	0



“The present rental market for used cranes is viable but not for new cranes.”

Singapore is also struggling with the number of machines in circulation. “The crane market is saturated in Singapore,” and, “The rental market in Singapore is not as good as last year,” were pertinent comments by survey respondents.

From the Philippines, there is a more positive outlook, “Crane rental is okay and the construction of buildings and housing projects is picking up.” And in Malaysia, “We are expecting some bigger projects to >

RENTAL RATES

CHANGES FOR THE LAST 12 MONTHS

WHEELED MOBILE CRANES 50 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	25	50	25
Australia/NZ	0	100	0
Central/S America	100	0	0
Europe/CIS	27	45	18
Middle East	0	0	100
North America	0	89	0
South Asia	14	29	57

WHEELED MOBILE CRANES 100 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	33	33	33
Australia/NZ	0	100	0
Central/S America	100	0	0
Europe/CIS	18	55	9
Middle East	0	0	100
North America	0	89	0
South Asia	14	57	29

WHEELED MOBILE CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	33	33	33
Australia/NZ	0	0	100
Central/S America	100	0	0
Europe/CIS	18	64	0
Middle East	0	0	100
North America	0	78	11
South Asia	29	57	14

RENTAL RATES

FORECAST OVER THE NEXT 12 MONTHS

WHEELED MOBILE CRANES 50 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	0	75	25
Australia/NZ	0	67	33
Central/S America	100	0	0
Europe/CIS	18	45	27
Middle East	0	0	100
North America	0	67	22
South Asia	29	43	29

WHEELED MOBILE CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	0	100	0
Australia/NZ	0	100	0
Central/S America	100	0	0
Europe/CIS	18	45	18
Middle East	0	0	100
North America	0	78	11
South Asia	14	71	14

WHEELED MOBILE CRANES 100 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	0	100	0
Australia/NZ	0	100	0
Central/S America	100	0	0
Europe/CIS	27	27	27
Middle East	0	0	100
North America	0	67	22
South Asia	14	43	43

CRAWLER CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Asia Pacific	0	100	0
Australia/NZ	0	100	0
Central/S America	100	0	0
Europe/CIS	10	30	0
Middle East	0	0	0
North America	0	20	20
South Asia	14	43	29

start in the second quarter of this year and utilisation rates will increase too.”

Japan has had a traumatic year following the earthquake and tsunami in

March 2011 which wreaked devastation in the country. Despite the upheaval, crane rental in Japan during 2011 appears to tell a common story, “Although there is

great crane demand for restoration and revival, the price for supplying cranes is in a downward trend,” says a respondent.

Further east, Australia is also experiencing a mixed marketplace. The survey suggests rental rates were down

FLEET INVESTMENT PLANS BY REGION AND CRANE TYPE

WHEELED MOBILE CRANES 50 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Asia Pacific	50	0	50	0
Australia/NZ	0	0	100	0
Central/S America	100	0	0	0
Europe/CIS	9	27	45	9
Middle East	100	0	0	0
North America	33	11	33	0
South Asia	71	14	0	14

WHEELED MOBILE CRANES 150 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Asia Pacific	33	0	33	33
Australia/NZ	100	0	0	0
Central/S America	100	0	0	0
Europe/CIS	18	9	55	0
Middle East	100	0	0	0
North America	0	11	67	0
South Asia	14	0	71	0

WHEELED MOBILE CRANES 100 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Asia Pacific	0	0	100	0
Australia/NZ	100	0	0	0
Central/S America	100	0	0	0
Europe/CIS	20	10	60	0
Middle East	100	0	0	0
North America	44	0	33	0
South Asia	14	0	71	0

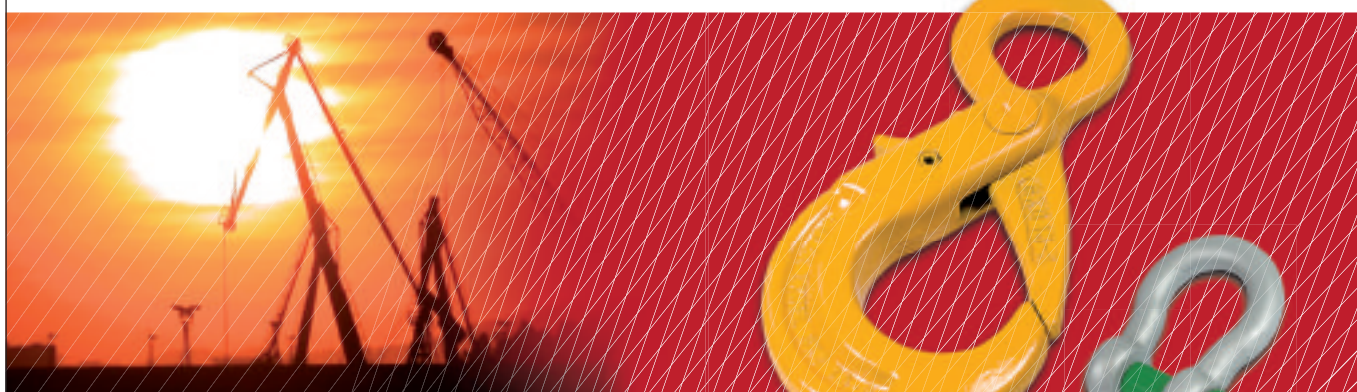
CRAWLER CRANES 150 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Asia Pacific	33	0	67	0
Australia/NZ	100	0	0	0
Central/S America	100	0	0	0
Europe/CIS	10	10	0	20
Middle East	0	0	0	0
North America	30	0	20	10
South Asia	14	14	57	0

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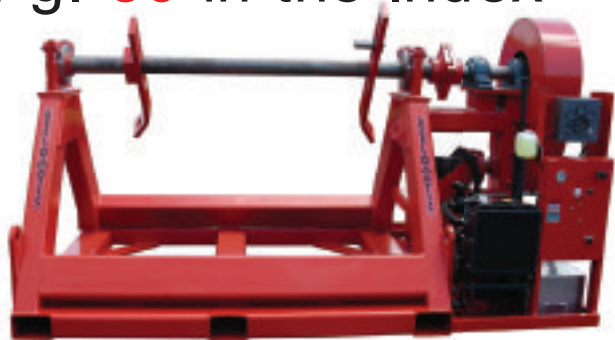


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UTILISATION CHANGES FOR THE LAST 12 MONTHS

WHEELED MOBILE CRANES 50 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	>10% fall
Asia Pacific	0	25	25	50	0
Australia/NZ	0	33	0	33	33
Central/S America	0	0	100	0	0
Europe/CIS	18	18	27	9	18
Middle East	100	0	0	0	0
North America	22	22	44	0	0
South Asia	57	14	29	0	0

WHEELED MOBILE CRANES 100 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	>10% fall
Asia Pacific	0	33	33	33	0
Australia/NZ	0	0	0	100	0
Central/S America	0	0	100	0	0
Europe/CIS	18	0	5	18	0
Middle East	100	0	0	0	0
North America	22	33	33	0	0
South Asia	0	57	43	0	0

last year but will pick up during 2012. The country was less deeply affected by the credit crisis than other Western nations, yet conditions are not entirely stable, thanks partly to competition. "It is very difficult in Australia, with the current market struggling under the weight of international contractors entering the market."

In competition

While the boom continues in Brazil, competition from competitors is likely to affect the rental market. A company specialising in tower cranes says, "As our main market is Brazil, we have good expectations for the next two years because of infrastructure investments, however, we have a number of companies coming to our country and the competition is really big and aggressive nowadays. The consequence is that rental rates are at a very low price."

The survey shows rental rates went down last year in South America and appear likely to reduce in 2012. There are plans, however, to expand and replace equipment in fleets.

Of all the regions, Europe is arguably the most unsettled and still feeling the strain from years of financial gloom. The downtrodden Spanish market is well documented, "Our rental market is at its lowest in 20 years – the situation is critical," said a respondent from the country. While in Greece, "Things are very bad."

This will come as no real surprise, but comments from Northern European countries demonstrate shared concerns: "Ireland is depressed," "In the Netherlands, the market is very bad," and, "in Finland, we do not expect any change." The survey suggests that Europe will experience a flat year in 2012, much like 2011, with no major changes to rental or utilisation rates across the board.

North America, despite its economic woes, remains upbeat and hopeful. Unlike the USA, Canada avoided the recession and reports good business, "The market is very good this year and is still looking good for the near future." Across the continent there are expectations that rental rates will rise during 2012. But, again, the view is mixed. A respondent in Maine, USA, says, "Rental revenue is up 15% over the last year but the outlook for 2012 is a bit of a drop off."

Looking at the survey across all regions and capacity levels, market conditions appear relatively positive. There is a sense

UTILISATION FORECAST OVER THE NEXT 12 MONTHS

WHEELED MOBILE CRANES 50 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	>10% fall
Asia Pacific	0	75	0	25	0
Australia/NZ	0	67	33	0	0
Central/S America	0	0	100	0	0
Europe/CIS	0	18	55	18	0
Middle East	100	0	0	0	0
North America	11	33	44	0	0
South Asia	29	45	29	0	0

WHEELED MOBILE CRANES 100 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	>10% fall
Asia Pacific	0	33	33	33	0
Australia/NZ	0	100	0	0	0
Central/S America	0	0	100	0	0
Europe/CIS	0	10	50	20	0
Middle East	100	0	0	0	0
North America	22	33	33	0	0
South Asia	29	43	29	0	0

CRAWLER CRANES 150 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	>10% fall
Asia Pacific	0	33	67	0	0
Australia/NZ	0	100	0	0	0
Central/S America	0	0	100	0	0
Europe/CIS	0	0	10	30	0
Middle East	0	0	0	0	0
North America	10	20	10	0	0
South Asia	14	43	29	0	0

globally that conditions will continue much as 2011. This is particularly true when looking at the forecast for rental rates, but there are also a significant number of respondents forecasting a rise in rates. Notably, the percentage hoping for an increase is significantly higher than that expecting a drop in rates.

A similar story can be found for global utilisation. The survey shows utilisation broadly remaining the same in 2012, or increasing slightly, even up to 10% for some companies.

Worldwide, there is also a healthy percentage of companies looking to expand or replace their fleets with new equipment.

One comment taken from the survey sums up the situation globally. "Things will improve over the next 18 to 24 months. Price and utilisation should improve. If they do not, the poorly managed and financed companies will go away and the survivors will find more business."

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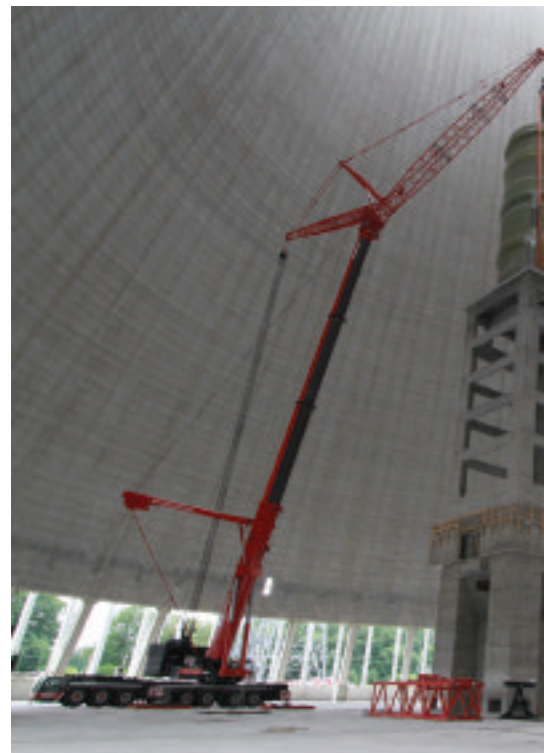
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Cool installation

Mammoet installed two gas pipes at a cooling tower based in Hamm, Germany. One was placed on the outside, and the other inside. Each pipe was 50 metres long, 9 m diameter and weighed 100 tonnes. Largest of the two Liebherr telescopic mobiles used was a 1,200 tonne capacity LTM 11200-9.1.

“Using two of our mobile cranes we first installed the pipe inside the cooling tower. We then relocated the cranes to the outside of the tower and lifted the second pipe. Setting up our cranes inside the tower,

where there was limited space available was quite a challenge,” said a Mammoet spokesman.



HONG KONG HEIGHTS

Contractor Gammon Construction Limited is using a Liebherr 160 HC-L 8/16 Litronic luffing jib tower crane to build the terminus station on the Hong Kong MTR's West Island Line.

The site is at the corner of a busy junction, bounded on two sides by roads and backed by apartment of tower blocks. The 16 tonne capacity crane was supplied by Shriro Machinery Ltd, Liebherr distributor for Hong Kong.

“The Kennedy Town site is incredibly small for the use of a tower crane,” says William Tang, Shriro Machinery manager. “A luffing jib unit was essential, and the specifications of the 160 HC-L, which can handle hook heights of up to 296 metres but has a compact slewing radius of just 7 m, proved to be the most appropriate.”



Coastal flat tops

Nine Terex tower cranes have been working for contractor Rizzani de Eccher on the Portopiccolo residential and leisure resort in Sistiana Bay, near Trieste, Italy.

Working towards a December 2013 completion, the Terex flat top tower cranes include three CTT 181B-8s, three CTT 161A-8s, and three earlier GTS models.

The 35-hectare Portopiccolo resort will include 490 apartments and sea-front villas, a five star hotel, plus other hotel accommodation, 25 shops, 11 restaurants and bars, five swimming pools, 9,600 square metres of beach and a 100-berth marina.

For the Rizzani de Eccher team, high wind speeds, a rocky Adriatic cliffside location, and the implications of using nine cranes in close quarters were all part of a

challenging planning process.

The site is on a steep escarpment, so the ground had to be cleared of trees, shrubs and rocks. The worksite was then levelled into terraces and stabilised before the cranes could be anchored onto their heavy reinforced concrete base.

The position of each crane was planned to account for wind speeds and to avoid collisions at working heights ranging from 25 to 45 m. During the three-year project, the nine cranes will be lifting a substantial portion of the 120,000 square metres of concrete and 10,500 tonnes of steel needed to complete the project.

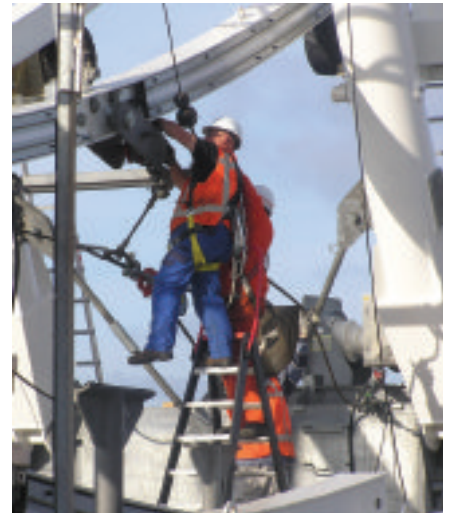




Raising the big wheel

Coussens Crane Hire Contract Lifting supplied a Terex AC 120-1 all terrain crane to help construct a 50 metre ferris wheel in the seaside city of Brighton, UK.

The 120 tonne capacity AT was used to lift parts of The Brighton Wheel, a UK£ 6 million (US\$ 9.5 million) modular structure. Developed by Paramount



Attractions, the wheel offers “breathtaking, panoramic views of the sea, surrounding architecture and landmarks as they have never been seen before,” according to a company statement.

The Brighton Wheel, constructed on the Madeira Drive seafront promenade, will create 30 full time jobs and attract an estimated 250,000 visitors a year to the city.

LONG REACH RESTORATION



A Grove GMK7450 all terrain crane belonging to WO Grubb Crane Rental helped restore the Washington National Cathedral in Washington, D.C., USA. The cathedral sustained extensive damage in the magnitude 5.8 earthquake that shook the US East Coast in August 2011.

Operator Jim Tracey said despite the relatively light lifts, the company needed a high capacity crane to avoid damaging the cathedral stairs and landscaping. The crane was positioned 230 feet (70 metres) from the structure and had to reach up to 320 feet (98 m) to perform all the required lifts.

The crane was configured with 163 feet (50 m) of main boom and 260 feet (79 m) of luffing jib. It was fitted with full counterweight of 176 US tonnes (160 tonnes) and configured with the manufacturer's MegaWingLift attachment. The boom assembly, supported by the Nelson boom launch trailer, took 20 minutes to erect and the entire crane was set up in four hours.

New generation

Developer and contractor Nahalchand Laloochand used a Liebherr 71 EC-B 5 FR.tronic flat top tower crane to build a 30 storey apartment complex in Mumbai.

The crane was set on a custom-built base at foundation level to ensure a secure working height over the surrounding residential buildings. The crane was supplied by Liebherr India, headquartered in Mumbai.

With building height restrictions now being eased in parts of Mumbai, until recently a primarily low-rise city, new commercial and residential buildings are being developed to reach heights of 90 metres and more, said Liebherr.

The Aravat building will reach a height of 110 m and the tower crane will climb with the structure as it grows.

Although the site is on the fringe of open countryside, it is bounded on three sides by eight- and 12-storey buildings, consequently to ensure clearance of the boom at foundation stage a 5.5 m steel base on top of a 2 m concrete block had to be constructed.



Power house

China remains under-constructed and continues to experience the largest scale of urbanisation in human history. A consequence is huge demand for cranes for a vast range of applications but the business is not without its challenges. ALEX DAHM reports

The first quarter of 2011 saw a dramatic rise in crane sales in China and then there was a decline in the second quarter when macro economic control by the government took hold in a bid to prevent the economy from overheating. The credit squeeze slowed things down enough for even some large construction projects to stop. A bounce back came in the fourth quarter and the forecast is more positive for 2012.

The government's 12th Five Year Plan calls for 4.8% annual growth in energy supply which means that power plant construction – nuclear, thermal and wind – is a major proportion of the crane work in China.

Other work is in shipyards and in civil engineering infrastructure, including high speed railway, roads, bridges, airports, harbours and general urbanisation. This civils work requires mobile cranes mostly in the 8 to 300 tonne capacity range. Urbanisation in China is now focused in the northwest corner of the country.



In the petrochemical and medium to heavy industry sector, the demand is for medium and large capacity cranes from 50 to 650 tonnes. The demand for the largest cranes, from 50 to more than 3,000 tonnes capacity is for the construction of the above mentioned power plants.

Truck cranes

China is the world's largest market for mobile cranes and is the fastest growing. Truck cranes are and will remain the most important crane type in China. Sales grew at a rate of 20% per year from 2005 to 2010, before a brief "lull" or, even a small drop, last year. Truck crane sales in China in 2011 were close to 35,000 units, about the same as in 2010. The forecast is to get back to an increase – to 38,000 units – for 2012. Li Yuning, vice president at Liugong, which makes truck cranes to 70 tonnes and crawler cranes to 160 tonnes, among a large amount of other equipment, forecasts 3% annual growth in truck crane demand to 40,800 units in 2015.

In value terms, 2010 sales of new mobile cranes in China exceeded RMB 30 billion (or USD 4.75 billion), says Li. That figure for cranes is 10% of the whole Chinese construction equipment market, Li says.

Revenue from manufacturer Sany's mobile crane division, which includes telescopic truck, all terrain and rough terrains plus crawler cranes, is rapidly rising. In 2009 it was RMB 1.5 billion (US\$ 238 million), in 2010 it was 3.5 billion (\$554 million) and in 2011 the target was RMB 5.0 billion (\$792 million). Looking ahead the 2015 target is an impressive RMB 10.0 billion (\$1.6 billion).

The truck crane market is experiencing a trend towards higher capacity and there

Rough terrain cranes from XJCM are 30, 55 and 70 tonne capacity models. Pictured are the QRY30 and QRY55



has been a strong shift in the last five years. Machines below 20 tonnes capacity used to account for 58% of all truck crane sales but that has fallen to 28%. Taking up the slack is the 20 to 25 tonne capacity sector, which has grown from 33% to 64%. Above 30 tonnes capacity it has remained stable. Sany, for example, doesn't produce 8 and 10 tonne capacity truck cranes and is focusing higher up the capacity scale.

Several manufacturers continue to enter and expand in the sector. Chinese manufacturer XJCM has launched a 25 tonne capacity truck crane aimed at the domestic market. The QY25J5 has a 40 metre boom and 7.3 m jib. It uses a four axle European style truck carrier. Curb weight is 31,780 kg. In development are 8 and 12 tonne capacity truck cranes. These will be launched around April or May 2012, according to export manager Jack Zhu.

All terrains

Customers tend to choose an all terrain crane when the lifting requirement is above 70 tonnes capacity, Liugong says. Increasing lifting capacity is also a trend among Chinese manufacturers in the all



Sany's new 350 tonne capacity SAC3500 all terrain type crane with 70 metre boom was first shown at the BICES show in October

BICES exhibition in Beijing in 2011, it is different from the Chinese market version in that its weight was reduced by 8 tonnes, to a total of 58 tonnes, for sale in Europe where the axle load limit is 12 tonnes. It is due for launch and display at the Intermat construction equipment exhibition in Paris in April. Also new at BICES from Sany was a 350 tonne capacity all terrain.

In development at Sany are 100 tonne and 180 tonne capacity all terrains. The 100 tonner is a European market model being designed at the company's facility in Germany and should be ready by the end of 2012. A prototype of the 180 tonner on five axle carrier and with six section boom has been built.

Next in all terrain crane development at Sany is a 500 tonner, which is at prototype stage, followed by a 600 tonner later in 2012. The company hinted that an 800 tonner may be next in line after that.

XCMG started with rough terrain cranes in 2011. Pictured are both its RT100 and RT60 models

terrain sector. When Sany introduced its 1,200 tonne capacity telescopic wheeled mobile it only had a 200 tonner as its largest model. In three years the technicians had finished it and it has now lifted 850 tonnes at 4 m radius, the company said. One has been delivered for work in Inner Mongolia on wind turbines. Such flagship models promote the company's capabilities.

A new all terrain for the European market is the Sany SSC 2200F. Shown at the



The new 55 tonne capacity Sunward SWRT550 rough terrain crane

Zoomlion, which says there are 90 all terrains above 400 tonnes capacity in China, reports that it has started batch production of its 500 tonne capacity all terrain type wheeled telescopic mobile crane. Wind turbine erection is the primary application for this unit, Zoomlion says. Larger-tonnage all terrain cranes are under development in R&D at the moment, it says.

Crawler cranes

In 2011 there were 1,300 crawler cranes sold in China, the vast majority in the 50 to 80 tonne capacity range. The population of crawler cranes over 400 tonnes capacity in China is 400 units. While demand remains strong for small units, the demand for larger ones is increasingly being met by

Shantui SC 150C 150 tonne capacity lattice boom crawler. Main boom is from 20 to 86 m and fixed jibs are in the 18 to 30 m range



domestic manufacturers. Leading domestic crawler manufacturers are Sany, Fuwa, XCMG and Zoomlion.

Among the larger manufacturers the competition for building the largest crane seems to be fiercest in the crawler sector. The largest model XCMG has sold so far is a 2,000 tonner. Zoomlion says that its 3,200 tonne capacity ZCC3200NP crawler crane has passed testing and is ready for delivery. Sany has shown the biggest crawler crane so far, the 3,600 tonne capacity



New from FUWA is the 70 tonne capacity QY70N5Y truck crane



SCC86000TM, primarily aimed at power plant construction.

Rough terrains

In addition to the ubiquitous truck crane, big crawler and all terrain cranes, Chinese manufacturers in the last three years have turned their attention to developing the rough terrain crane. This type is traditionally a stalwart of the US market and of oilfield applications worldwide. US and Japanese manufacturers are market leaders.

XCMG started with RT cranes in 2011

Zoomlion's 100 tonne capacity RT100 rough terrain. Also at BICES from Zoomlion were a 550 tonne crawler, 400 tonne all terrain and a pair of tower cranes, among others

and reports sales of 10 units in China, all in the north of the country. Exports might start in 2012 and a target market will be the Middle East but not the USA, the company says. On offer are 60 and 100 tonne capacity models. The technology is German rather than American or Japanese, according to the company.

At Zoomlion, August 2010 saw the Chinese manufacturer partner with Global Crane Sales in the USA to develop a range of RTs for international distribution. The cranes are engineered by Global and built by Zoomlion in China. The four model range – 35 tonne (40 US ton) capacity RT35, the RT55, RT75 and RT100 – has been available in the USA since November

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and international distribution begins this month. Cost is 40% less than standard rough terrain cranes already on the market, Global says.

Sany's RT project is owned by Sany America. Its goal is to build machines with competitive price and high capability, not high tonnage, according to the company. Offered are 35, 55 and 75 tonne models. Following market research, a 100 tonner is not planned. Around 50 units have been sold worldwide in the three years that they have been doing them. Most popular are the 35 and 55 tonners. The 55 is available in two versions – with a four or five section boom.

Rough terrain cranes were one of several highlights at the 2011 BICES construction equipment exhibition in Beijing, China mid-October. On show were the 55 tonne capacity Sunward SWRT 550; the 100 and 60 tonne capacity XCMG RT 100 and RT 60; 30 and 55 tonners



Sunward SWTC50 telescopic crawler crane



Hefei Smarter Technology's 50 tonne capacity SMQ500D telescopic crawler crane is one of eight models offered from 25 to 100 tonnes

from XJCM; and the 100 tonne capacity Zoomlion RT 100. It is the largest number of RTs seen at a Chinese show.

The new Sunward SWRT550 rough terrain is part of the Chinese manufacturer's first foray into crane manufacturing. Capacity is 55 tonnes and maximum lifting height, with jib, is 61.7 metres. The maximum load moment rating, on the 41.5 m main boom only, is 1,850 tonne-metres. Jibs are available from 10.5 to 18.5 m.

On pick and carry duty the capacity on the Sunward's chart is 18.1 tonnes and, at 10 m radius on 36.7 m of boom, the manufacturer's capacity chart shows 2.1 tonnes. With fully extended outriggers and main boom (extended to 42.5 m), at 32 m radius, the chart shows a capacity of 790 kg. In the same condition at 10 m working



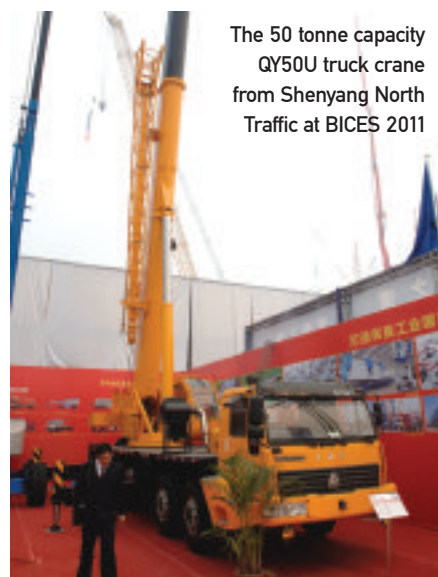
radius capacity is shown as 10 tonnes with 36.7 m of boom.

The Sunward's 41.6 tonne curb weight is distributed 21.6 tonnes on the rigid front axle and 20 tonnes on the hydraulically suspended rear. Power is from a 216 kW Chinese WeiChai WP 290 diesel engine and it has an Allison transmission. It has an electronic control and monitoring system with colour graphic display made by 3B6 in Italy.

Also at the BICES show was Chinese manufacturer XJCM, which has been making RTs for three years. It builds around 100 units a year, according to Jack Zhu. Between 65 and 70% of them are exported, Zhu says. Primary destinations are Brazil, South Africa and the Middle East. Three models are offered, in 30, 55 and 70 tonnes capacity.

Overseas

All manufacturers are focusing strongly on developing their export business. XCMG, for example, generated US\$500 million in 2010 from exports of its crane, earthmoving and road building equipment and for 2011 the forecast is for that to have doubled to \$1 billion. The crane division is 25% of the total, which puts a figure of \$250 million on wheeled and crawler crane products. Key export markets are the



The 50 tonne capacity QY50U truck crane from Shenyang North Traffic at BICES 2011

70 tonne capacity Rongsheng lattice boom crawler crane. Main boom is up to 57 m



Sinomach showed its range of truck cranes at the BICES show in Beijing

Terex won an award for its new 25 tonne capacity Toplift truck crane. The O25G took first place for Machinery Exterior Design and Quality in the local-market 25 tonne crane sector at the BICES 2011 show





Liugong's 50 tonne capacity TC500 truck crane



Chinese construction equipment manufacturer CSR has a new 150 tonne capacity lattice boom crawler crane. It was exhibited with the 50 tonner from its three model range at the BICES exhibition in Beijing, in October. In addition to the 50, 80 and 150 tonne models, there will be a 260 tonner, in development. All are sold in the domestic market but the company is planning to boost its current production of around 50 units a year by developing an export business.

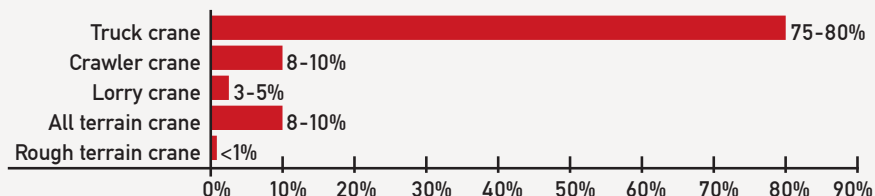
Middle East, South East and mid-Asia, and Latin America.

Sany says that around 500 of its mobile cranes were exported in 2010. The major markets are Brazil, Saudi and UAE, followed by India. The first two of these countries accounted for RMB 0.6 billion (\$95 million), with RMB 200 million of that from Brazil alone. A recent major export order for Sany was for 132 truck cranes (102 x 75 tonners and 30 x 100 tonners) to the Middle East, worth RMB 260 million (US\$ 40 million).

For export business to be successful, after sales service, including care and maintenance, spare parts supply, and so on, is fundamental. Sany's strong focus on

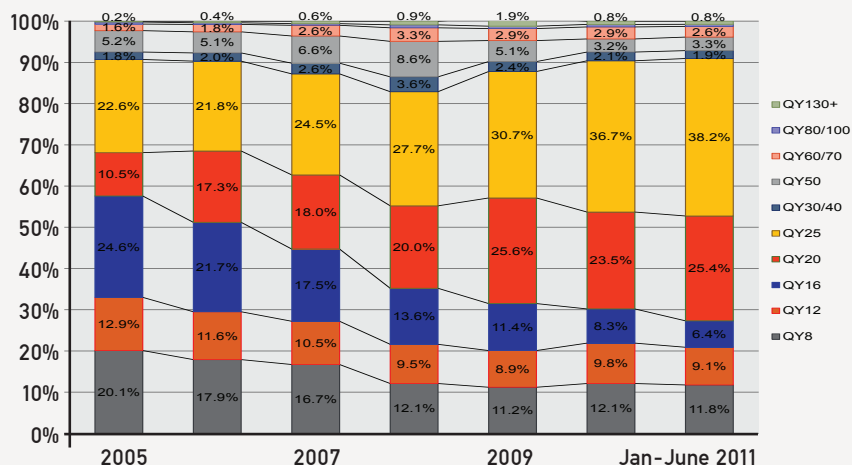
parts and service, it says, is the reason for the rapid development of the company. Good service is the biggest concern of customers but technology is also nearly as important, Sany says. It is a similar story at XCMG where the emphasis is on developing after sales service, maintenance and supply infrastructure. ■

TABLE 1: MARKET SHARE BY CRANE TYPE IN CHINA



Source: Liugong

TABLE 2: DEVELOPMENT OF TRUCK CRANE MARKET SHARE IN CHINA BY CAPACITY BETWEEN 2005 AND 2011



Source: Liugong

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Moving with

Wire rope can be the last component to be considered by crane users. EUAN YOUNDALE talked to rope manufacturers about how they are helping to change the lifting industry

Technological advances in crane design involve and often rely on components, for example, ropes, where it is vital for their development to follow suit. For high capacity lifts, the stability and make-up of rope is crucial.

Diepa has launched the Diepa B 75 rotation resistant rope and the H 50 non-rotation resistant rope. Michael Gehring, Diepa managing director, says they offer high performance and breaking loads for high capacity cranes. "These ropes incorporate all necessary properties for a good multi-layer spooling on the drum: very low tolerance in diameter, low reduction in diameter when loaded, high resistance against crushing and abrasion.

All these are in combination with a high flexibility," comments Gehring.

Bridon International has invested UK£30 million (US\$ 46 million) in a factory to produce multi-strand ropes in gross package weights of up to 650 tonnes, making them the largest and most complex in the world, claims the company. The Bridon Neptune Quay site in Newcastle, UK will be fully operational by the end of 2012. The company has already received production inquiries from a number of major multinational operators, it says.

Teufelberger has also introduced a new rope for heavy lifting, the non-rotating Evolution TK 18. "It has a very high minimum breaking force and a high resistance against radial pressure," explains Roland Konrad, managing

Teufelberger Evolution TK18



BigLift Shipping has completed the installation and load testing of a Huisman-Itrec 17 m super fly jib for its heavy lift mast cranes on heavy lift vessel Happy Buccaneer. Lightweight fibre stays produced by FibreMax are being used to reduce installation time of the fly jib, says FibreMax. For future projects, requiring further outreach or lifting height capacities, the fly jib can be extended.

the times



director, "This high resistance is very important for the lifetime of the rope when it is used in multi-layer spooling."

With its Plastfill technology and "pro-active" core lubrication this high performance rope is also used in the offshore industry for deep sea applications. "When active heave compensation is used on the crane the pro-active core lubrication is very important because the used lubricant has a very high drop point, so the fretting corrosion in the internal rope is dramatically reduced," Konrad continues.

In addition to the requirements brought about by increasingly big cranes, rotation resistant rope is required across applications. Teufelberger has completed its range of rotation resistant rope from 7 to 70 mm with the Perfection TK 15 as a hoisting rope for tower cranes. The Perfection TK 15 achieves a significantly improved torsional behaviour, especially at large hoisting heights. "This allows the user to move goods with high precision. Above all, even in difficult conditions the rope winds up perfectly on the drum

and ensures long-term and faultless continuous use," adds Konrad.

Increasing performance

The company's range of rotation resistant wire ropes has been re-engineered in recent years. "The major change was the reduction in the number of strand layers in those ropes, as the former multi-strand ropes, with a high number of individual strands and layers, were sensitive against twist-related deformations like corkscrew type deformations, bird caging, etcetera," explains Konrad. They are now much more resistant to external twists, adds Konrad, allowing use under severe conditions like higher fleet angles and making them less sensitive to improper handling.

Lower down the capacity scale, Uniropo has extended its line of Do-Par overhead crane ropes to sizes below 12 mm. Despite their dimensions, these smaller ropes are required to share the same properties as their larger counterparts, with increased breaking strength combined with extended fatigue life. Again this requires sophisticated design software and modern production machinery, says Knut Buschmann, Uniropo president.

Buschmann warns, however, "The drive to ever-increasing rope strength has now reached a plateau which is constricted mainly by metallurgical material science of the basic steel, rather than big jumps in rope design or compaction technology."

At Bridon's new UK factory, new production techniques are key to the site's closer machine which, it says, is unique and unrivalled. "It is the first of its kind capable of making a 600 tonne rope in a single pass, enabling the production of longer and higher capacity ropes in a single piece and avoiding the need for multiple passes," says Jon Templeman, Bridon Group CEO.

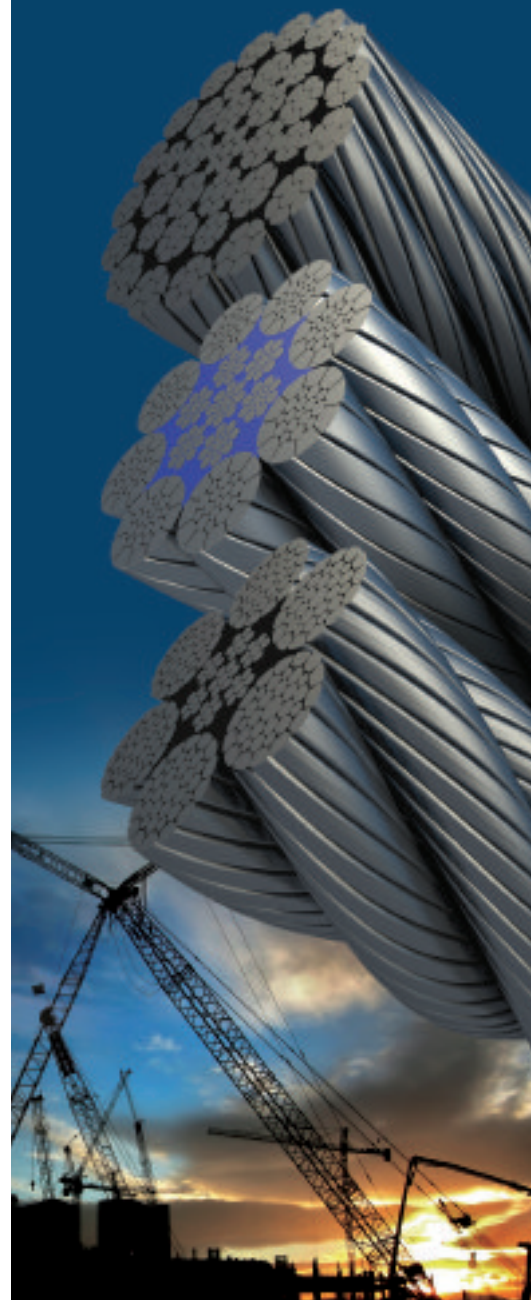
The closer incorporates 24 bobbins, with 15 and 38 tonne capacities, giving it the ability to make more complex ropes than had previously been possible with such weights, added the company. Up until now, closers capable of producing very large ropes have typically had no more than eight bobbins.

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"The ropes produced at this state-of-the-art facility will expand the boundaries of the possible for customers across the sector. Bridon Neptune Quay has been built to help us solve our customers' most significant technological challenges, whether it is reaching new depths off the coast of Brazil, or operating in some of the most challenging environmental conditions on earth," adds Templeman.

Larger gross rope weights pose their own challenges, particularly when it comes to multi-layer spooling. But there is another factor to this technique, Buschmann adds, "The most important result on the rope science and rope testing frontier was the realisation that wire rope, when used in multiple drum layer system results in a tremendous loss of working life." During testing at the university of Stuttgart, with participation from the German wire rope and mobile crane industry, it was found that a rope used on a multiple layer drum system lost more than 90% of working cycles, compared to a single layer drum system, says Buschmann. "Previously this loss of working cycles was believed to be in the order of 1/3 to 1/2."

As technologies advance, rope properties must increasingly be taken into consideration. Elongation is one of them, with opposite demands depending on the application, says Konrad. "A rotation resistant hoist rope for a pedestal offshore crane should have a low modulus of elasticity, a high elongation, in regard to compensate the high stiffness of the lattice boom structure in order to lower

ON THE DRUM

Lebus International Engineers GmbH continues to fabricate drums and grooving systems at its workshop in Finning, Bavaria, but consultancy has become an increasingly important part of the business. Cris Seidenather, managing director, has more than 40 years' experience and has been in charge of the business since 1975.

"Analysing wire rope problems can be an inexact science – it is of course 80% know-how and physics, but also 10% experience and 10% art, or feel."

SEIDENATHER HAS A CHECKLIST THAT HE WORKS THROUGH WITH CUSTOMERS:

- Are you using the right rope?
- What is the drum size and D:d ratio (ratio of drum diameter to wire rope diameter).
- Is the system being operated under sufficient tension?
- Are the fleet angles satisfactory?

"In 99% of cases, any problems are solved by addressing one of these issues. And in 80% of cases, problems can also be solved by supplying a Lebus spooling system, using engineering parallel grooves rather than a simple helical groove."

For example, Lebus is now working with a foundation crane manufacturer with a spooling problem. "Normally, a crane operates by raising a load from ground level to a height and the weight of the load acts on the winch drum as it spools in the wire rope to lift the load. The tension in the wire rope assists in smooth spooling. When a crane is used in a drilling application, however, the rope is fed off the drum as the operation progresses. This can lead to tight line over the top of loose line on the drum, which inhibits, or even impedes, smooth spooling.

Seidenather adds, "The solution is simply to engineer the grooves of the drum in such a way that the lower layers are protected from any damage that upper layers might otherwise cause. This is what Lebus has done, and consequently picked up a significant supply order."

the rigidity of the system as a whole."

On the other hand, Konrad adds, "The demands for the drum design are quite opposite. The rope should have a high modulus of elasticity, with low elongation, to reduce stresses in the barrel of the drum."

When it comes to higher capacity wire grades, compaction becomes an increasing consideration. Gehring

explains, "The compacting of ropes and its components has been state of the art for many years now. A challenge is still the compaction of thicker ropes respectively thicker wires, where there is a lot of potential for development in the future."

There has always been a trend to increase the strength of wire ropes, adds Konrad, particularly to facilitate lightweight lifting devices. With the aim of increasing the rope's metallic cross section and to reduce inner stresses, Diepa developed its Superfill and Plastfill plastic impregnated wire ropes. "As the wire industry has also improved the tensile strengths of rope wires, we have close partnerships with some excellent wire producers to get high quality raw material at the cutting edge of technology."

Greater depths

Buschmann says there will be new design and fabrication challenges in the offshore industry. "They are going to drill in ever-deeper water depths and this brings a new set of problems for the rope manufacturer. There will also be a move to improve the radial pressure resistance of rope for better multi-layer spooling performance."

A challenge to the dominance of wire rope comes from synthetic products, particularly in the offshore market, although, Gehring says, there is still a >



Knuckle boom crane using Python Compac 35 rope, which is 50 mm diameter, 2,070 m long

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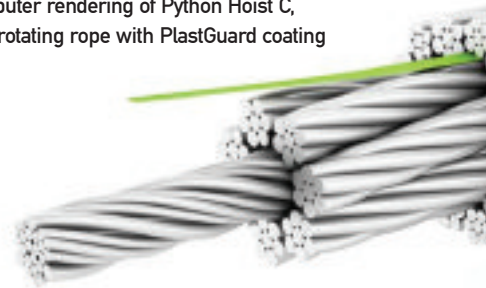
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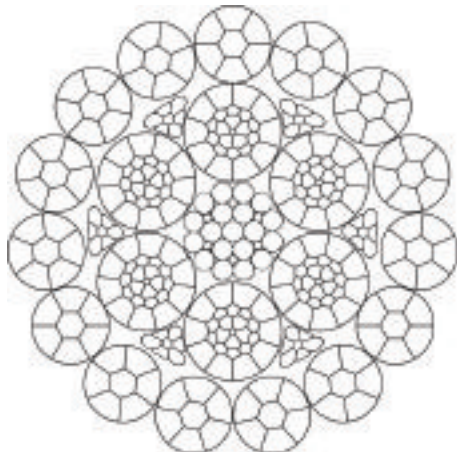
Computer rendering of Python Hoist C, non-rotating rope with PlastGuard coating



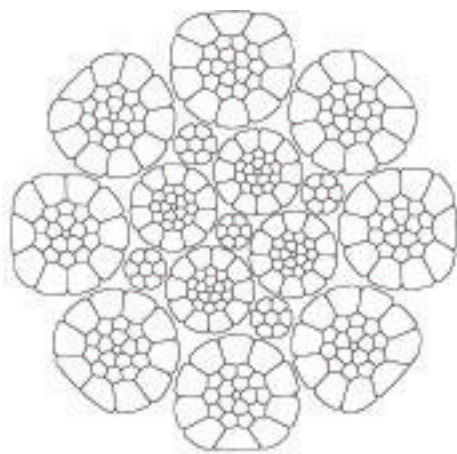
ever-increasing demand for lightweight solutions in crane manufacturing and heavy lifting, not only for running ropes (hoisting) but also for static ropes (pendants)."

Van Zonneveld adds, "Running ropes out of synthetic fibres will definitely be the future in the crane industry. With increasing heights and lifting capacities, steel wire makes a huge weight. Hybrid versions, with outer steel wire rope and fibre cores, are already available and extensive testing, especially on abrasion and heat transfer, has been done on running ropes in offshore applications.

van Zonneveld continues, "As a result these ropes are already available in smaller lifting capacities. In the following years synthetic ropes will be available also



Diepa B 75 rotation resistant rope



Diepa H 50 non-rotation resistant rope

way to go. "Fifteen years ago there were some rumours that the end of steel wire ropes would come soon. But it happened that fibre ropes had to be withdrawn from some fields of application. I am sure that we all have to live with steel wire ropes for the coming decades."

Fibre ropes are inevitably becoming more sought after, however, explains Konrad, "We recently developed a fibre rope that has successfully replaced steel wire ropes in certain applications in the forest industry. Based on experiences out of this development we gain very important feedback about the properties and behaviour of fibre ropes in a classic steel wire rope application."

Konrad adds, "Although there are obvious benefits when using fibre ropes instead of wire ropes, we still see unsolved challenges in regard to the discard criteria of such ropes. Furthermore, the cost benefit ratio currently limits the use of fibre ropes to those applications on the border of the impossible."

The ultimate prize for fibre rope manufacturers, adds Buschmann, comes in the offshore industry and its requirement for low weight ropes to be lowered to great depths. Wilco van Zonneveld, business development manager at synthetic fibre cable specialist FibreMax, agrees. "We encounter an



A thick Aramid-based Twaron synthetic rope, made by Teijin Aramid



A thinner version of Teijin Aramid Twaron



for large lifting capacities.”

Another example comes from Teijin Aramid. The company has developed a number of aramid-based ropes, Teijin has also introduced EnduMax which is a high modulus polyethylene (HMPE) fibre product, to be introduced in 2012.

Aramids are lightweight, dimensionally stable, temperature resistant and long-term loadable fibres that are suitable for many rope applications, explains the company. Again, it is mainly for deepwater purposes. “Deepwater applications have pushed steel to the limits, opening the possibilities for aramid fibre ropes due to their lower weight combined with other properties,” says a spokesman.

Instead of steel

Synthetic rope alternatives will replace wire rope for other demanding applications, adds the company, with pendants being a reoccurring possibility. “Experience is still small, but the drive for developments is industry wide. Within 10 years it is expected that synthetic fibre ropes will have taken a significant place in demanding applications, especially in mining and offshore.”

Buschmann believes it will be some time before fibre rope replaces steel wire in general crane and hoisting applications.

“The basic problem is that fibre ropes are not very crush resistant and do not lend themselves to be spooled in multiple layer drum applications, hence, they cannot replace steel wire rope on the same equipment,” says Buschmann. “However, improvements have been made to design spooling systems which overcome this problem, for example traction winches, but these are very equipment-specific and not yet used in mainstream crane designs.”

The future of rope design will hinge on three main areas, explains Konrad, as it has in the past: higher breaking forces; increased life cycle; and added value, for example, incorporating fibre optic cables into track ropes on cableways.

Continuing in that vein, Konrad adds an extra ingredient to the mix: cost of ownership. “Everybody wants to buy as cheap as possible. But please keep in mind that not only the cost of the ropes themselves is important but, also, the cost for the installation and the replacement of the rope. This includes lifetime of the rope, costs for installation and costs for downtime during maintenance. When you consider all these it makes real sense to invest in a high performance rope because the cost per lift will be lower even if the investment is higher at the outset.”

Whatever the challenges, it is the combination of design, materials and manufacturing that produces an industry-leading rope, adds Gehring. “Don’t consider only one of them. It is like cooking; even if you have the best butter and spices, it cannot compensate for bad beef and vice versa. At Diepa, wire ropes are constantly adapted to the individual requirements of different reeving systems in design and special manufacturing, for example, pre-loading of all ropes.” ■

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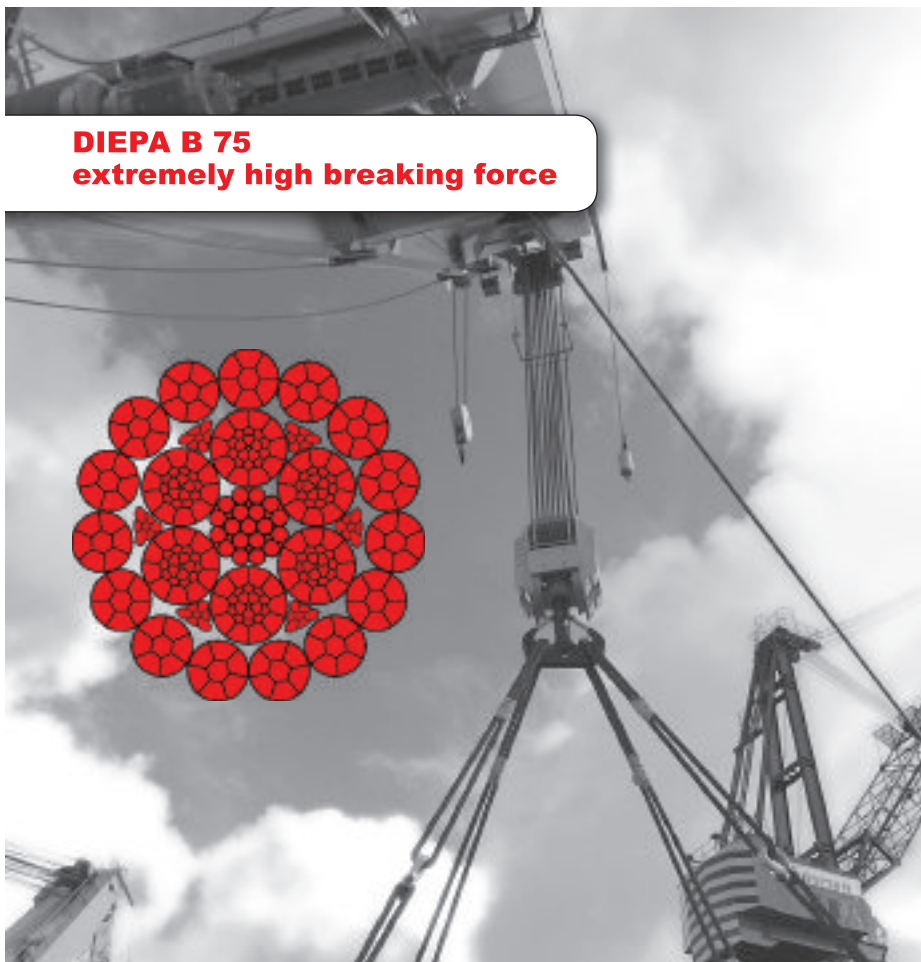
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Jumbo Shipping transported two Kalmar ship-to-shore (STS) container cranes and seven rubber tired gantries (RTG) from Taicang, China to Cartagena, Colombia.

IC reports



Two ship-to-shore cranes on the deck of the *Jumbo Javelin*

Sure shipping



Discharging the STS cranes in Cartagena, Colombia

The ship-to-shore cranes were too big to handle fully assembled, so both were shipped in large sections to fit on the deck and into the hold of heavy lift transport ship *Jumbo Javelin*. Special support and sea fastening structures were engineered by Jumbo, with its client Cargotec, to ensure the sections, weighing up to 1,000 tonnes each, were safely stowed during the long sea voyage to Colombia.

The crane structures reached 80 metres above deck and protruded 30 m over the starboard side of the vessel. The lower portal and upper sections of the first crane were lifted and placed on deck separately. The complete middle piece of the second crane was then lifted on deck in one tandem lift.

Due to the cranes being wider than



Positioning the cranes on deck with special support

the vessel, Jumbo and Cargotec produced support structures on deck and on the outside of the vessel. In addition, the upper structure needed to be tilted to make sure it did not hit the water during sea transport.

Jumbo used its SPOS (Ship Performance Optimisation System) onboard routing system and ship motion monitoring and advisory system Octopus in co-operation with Meteo Consult to calculate the best sea route to avoid high waves and strong winds. "With the cranes protruding on the starboard side, the roll movement of the *Jumbo Javelin* had to be minimised. Because of careful preparations, and the selected sea route, the cargo was delivered in Cartagena, Colombia safely and on time," said a company spokesman.



Loading the STS cranes in Taicang, China



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Crane simulators allow operators to experience many standard and more challenging conditions in one day that could take many years in the workplace. EUAN YOUNDALE talks to Arnold Free, CMLabs chief operating officer, about the simulator market

Simulating success



Arnold Free, chief operating officer at CMLabs



VxMaster 4 display with motion base

Based in Canada, CMLabs produces simulators, under the Vortex brand name, for application across the industry, in construction, offshore, dockside and industry. Simulated machines range from mobile to tower cranes, offshore knuckle booms to platform and ship cranes, and overheads to pick and carry cranes.

High wind, blind lifts, tandem lifts with two simulators and engineered heavy lifts can all be experienced. Simulators also help build quick reactions and experience with the unexpected: a sling break, high wind gust or outrigger failure.

EUAN YOUNDALE: How has crane simulation developed over recent years and why?

ARNOLD FREE: Crane simulators have been used for operator training since the mid-1990s. Early simulators did not have very realistic graphics and the simulation of the crane and load dynamics was poor. In addition, training content was really limited to basic control familiarisation and understanding basic operating procedures. Today there is a wide range of simulator products available, from simplistic desktop 'crane games' to very immersive high-fidelity simulators. Cost for crane simulator solutions varies from several thousand dollars to many hundreds of thousands.

EY: How has the technology progressed to enable this?

AF: The improvements in low-cost computing power and 3D graphics have made the technology more accessible. Simulators that cost close to US\$1 million 10 to 15 years ago can be built for half or a third of that cost today. In addition, there has been considerable progress in software technology to build simulations. Tools like Vortex, a commercial software development toolkit to build equipment simulators, allow software developers to accurately simulate the dynamics of heavy equipment and hoisting systems with off-the-shelf solutions. That challenge in delivering high quality simulation-based training is moving from a technical challenge to one of a training and learning content development challenge – building effective training.

EY: How will technology allow the development of simulators in the future?

AF: The quality of the simulation – visual and fidelity of dynamics – will continue to improve as will the training content for real skills development. More integrated training is becoming available: team based training, integrated maintenance, rigger, equipment training.

EY: How will simulators' offerings expand in the future?

AF: One area we see a growing interest in is team-training; it is simply not good enough to only train the operator. Lift operations is team work and it is essential to train the operator, signalman and rigger to work together. In the case of tandem lifts, or engineered lifts, such as wind turbine erection, not only do team members need to work together but more than one piece of equipment needs to work together as well. Building immersive simulation-based training for the entire lift team is not only possible, we have implemented it at training institutes today. Team work cannot be taught in a class room, and a simulated multi-player training environment is the ideal solution to build team work before the lift crew is on the worksite.

We also see a growing need to train operators in specific equipment with the integration of OEM control systems. In the past, simulator suppliers have tended to mimic control systems for cranes. However, cranes are becoming more-and-more complex to operate. The skills operators



Tower crane simulator



An operator gets to grips with a platform crane

need is moving from basic hand-eye coordination to become systems managers as the computer systems on board cranes becomes more and more complex.

EY: How do simulators tie up with certification and training bodies?

AF: In the construction industry we have incorporated certification tests within the training exercises. Operators can practice standard tests such as the NCCCO [National Commission for the Certification of Operators] tests using different types and sizes of cranes. Procedures such as start-up tasks, pre-lift inspection and deployment of outriggers are all incorporated so students can learn safe operating procedures that reflect the current standards.

In the offshore industry we have adopted guidelines from OMHEC [Offshore Mechanical Handling Equipment Committee] for operator, signaller and rigger training in a team-based learning context. Vortex simulators are in use at many training institutes and those organisations have very much influenced the training content within the exercises.

We also see simulation being used for certification and re-certification more and more. For example, North Sea crane operators must be recertified every three years. This recertification can be done using simulators. The role and use of simulation will continue to grow – in some areas we are even building simulation-based training directly into the actual equipment so operators can perform training in the equipment seat during downtime.

EY: Are there developments in training people who work outside the cab?

AF: We see a lot of interest in the use of simulation for lift planning. There is a growing need to simulate engineered lifts in advance, by an engineer or lift specialist in a desktop application context. Essentially

INSIDE TEREX

Terex Cranes has developed a recruitment and training programme for new talent at its Zweibrücken factory in Germany to tackle a shortage of skilled workers brought about by demographic changes in the country.

"Our goal is to keep raising the bar in terms of our development and manufacturing skills and quality, which are already extraordinary today, by relying on experts with unparalleled training who will be integral to our future success," explains Michael Wöhler, vice president of human resources in Germany.

To achieve this, the company is training 100 young men and women to become construction mechanics, industrial mechanics, machinists, and mechatronics specialists at its training workshop in Zweibrücken. Four Terex team members, assigned as dedicated full-time instructors, have taught them all the skills they need in an environment that closely mirrors the conditions found in actual production settings.

According to the manufacturer, benefits have been considerable, with the apprentices coming out on top in a number of national and international competitions for young talent.

The most recent example comes from Thomas Maske, a construction mechanic in his third year of training, who won first place in the gas tungsten arc welding (GATW) category at the national Jugend schweißt welding held in Hamburg in October 2012.

"These achievements, as well as the recognition we have received from trade associations and other companies, show us that we are definitely on the right path when it comes to our recruitment and training programme for young talent and that we have set the right course for the future with our personnel policies," says Wöhler.

Skill shortages are not confined to Germany, however, and have been raised as a global problem. With this in mind, perhaps effective inspection becomes even more important to ensure standards are being met.



All terrain crane production line at Terex in Germany

providing a 3D environment where an engineer can select a crane, define the load and lifting conditions and actually perform the lift virtually.

This type of tool can be used to evaluate equipment performance, site safety and even as input to training site operators on how a lift will be performed. We have been doing quite a bit of this work in the offshore industry related to subsea lift. Using simulation at the planning stage allows companies to reduce project risk, evaluate alternatives to reduce cost and improve safety. To date this has largely been driven by the offshore industry due to the complexities and high cost of operations and safety issues related to deep water subsea and heavy lifts.



Classroom simulation

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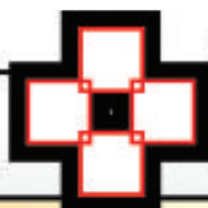
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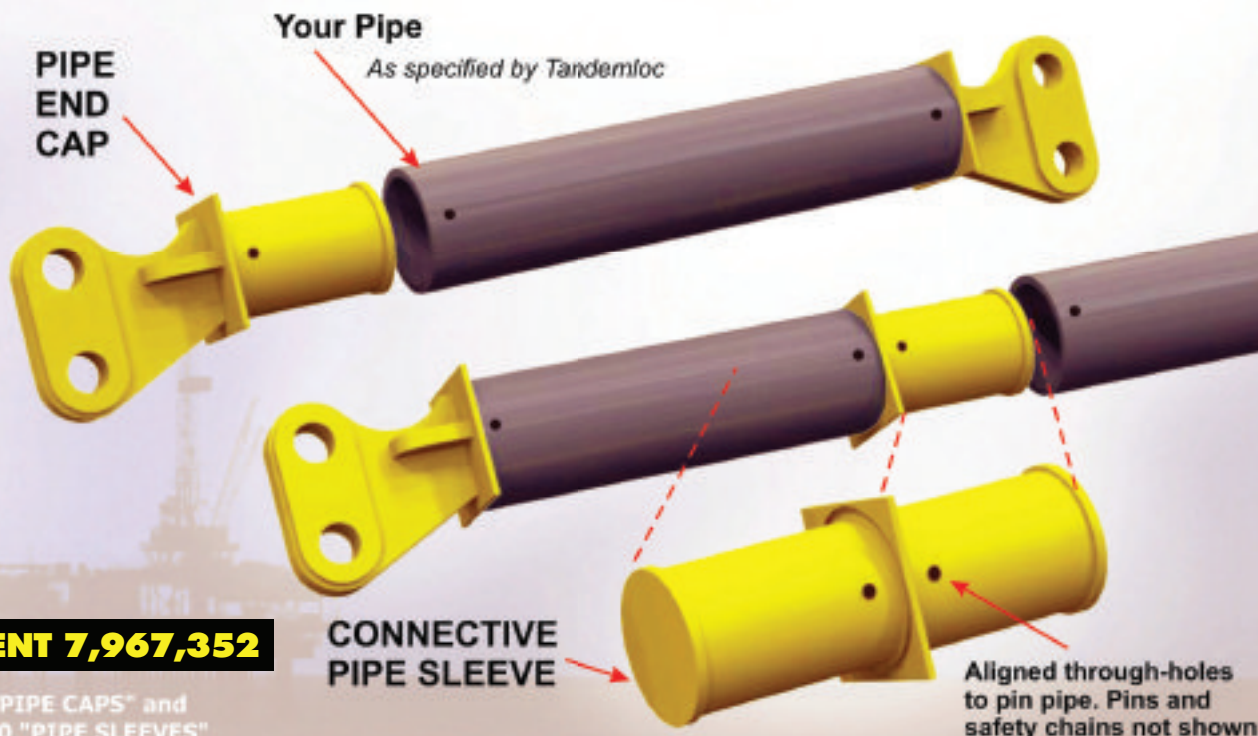


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COMMENT

Joel M Dandrea

Up ahead



Good riddance! That pretty much sums up the world's attitude about 2011 from an economic perspective. Only a few nations managed to escape the stagnant economy, including China, India and Brazil. Unfortunately, reports released in December by a number of trustworthy sources indicate the world economic prospects for 2012 remain quite conservative.

In the World Economic Situation and Prospects 2012 report, United Nations economists forecast very low growth, warning that developed economies are on the brink of a downward spiral because of four factors: sovereign debt distress, fragile banking sectors, weak aggregate demand and policy paralysis.

In its Global Economic Outlook 2012, the Conference Board noted that until at least the middle of the next decade, global growth is likely to slow to approximately 3% a year on average – a rate somewhat below the average of the last two decades. Global growth is projected at 3.2% in 2012, then to accelerate somewhat to 3.5% from 2013 to 2016, and show a further slowdown to 2.7% from 2017 to 2025.

The Conference Board forecast that a recovery in advanced economies will be more than offset by a gradual slowdown in emerging ones as they mature, with the net result that global growth will slow. But the biggest risk ahead for the global economy is not this slower overall growth in output but a deceleration in average output per capita, which will determine how fast living standards can be supported and raised, according to the report.

On 15 December Christine Lagarde, International Monetary Fund managing director, said the world economic situation is “quite gloomy,” and will require action by all countries to improve, beginning with nations in debt-plagued Europe. “Wherever your eyes go, it's down – downside risk, revision downward, slower growth than expected, higher deficit than predicted, and public finances that are not in particularly good condition,” she said in an address at the U.S. State Department.

Still fighting

The economic outlook for SC&RA's membership seems less dire. As I noted at the World Crane and Transport Summit in November, one third of our members say they are exceeding all expectations, with a number of them showing backlogs. And they are generally optimistic in their 24- to 36-month growth projections. Another third say they are relatively stable. For many, that's an improvement over where they expected to be a year ago. The other third continue to experience considerable volatility, but they are still fighting.

Construction equipment manufacturers anticipate overall business to close out 2011 with double-digit increases over last year in the USA, Canada and worldwide, according to the Association of Equipment Manufacturers (AEM). Growth is expected to continue but at a slower pace for 2012 through 2014, indicated AEM's annual business outlook survey. In the USA, AEM expects overall business to expand 18.6% in 2011 from 2010 levels, then grow 10.8% in 2012, 9.9% in 2013, and 8.1% in 2014.

Like AEM, we felt earlier in 2011 that the economy was truly turning around, but now we see that uncertainty about the economy in both US and international markets is hampering stronger, more sustainable growth. And I agree with AEM president Dennis Slater's analysis of a particularly frustrating challenge in the United States: “2012 is an election year, which does not bode well for meaningful action in Washington; both sides are already in full ‘campaign mode,’ it seems, and this presents a real danger of a stalling economy.”

Congress and the White House need to focus on economic policies that create and maintain jobs rather than unnecessary and excessive regulatory and tax policy burdens. As always, we will do whatever we can in 2012 to advocate thoughtful, workable positions to help protect our members' economic interests. ■



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Transport jubilee

The 2012 silver jubilee Specialized Transportation Symposium will be held by SC&RA from 7 to 9 March in Kansas City, USA. TERRY WHITE previews the event

SC&RA will host its 25th anniversary Specialized Transportation Symposium from 7-9 March, 2012, at The Westin, Crown Center, Kansas City, Missouri, USA. It is forecast to attract more than 350 specialized carriers, state and federal government officials, researchers, manufacturers and suppliers.

Some attendees will be arriving early for full-day sessions of the Mid America Association of State Transportation Officials (MAASTO), the Northeast Association of State Transportation Officials (NASTO), the Southeastern Association of State Highway and

Transportation Officials (SASHTO), and the Western Association of State Highway and Transportation Officials (WASHTO). MAASTO, NASTO, SASHTO and WASHTO will continue their meetings on 7 March until they adjourn to attend the symposium's opening session in the afternoon.

Also before the opening session on 7 March, SC&RA's Truck Permit Policy Committee and Transportation Safety Education & Training Committee and Pilot Car Task Force will meet. All attendees already onsite are encouraged to attend the SC&RA committee meetings; the task force meeting is open to SC&RA members only.

Driving off

Annette Sandburg, CEO, TransSafe Consulting and a former administrator of the Federal Motor Carrier Safety Administration (FMCSA), will be the opening speaker. The session will address the complexities of regulatory compliance, the current priorities of the Obama administration and how that will affect attendees' companies, and the impact of regulations on state transportation agencies.

NBIS's Brent Moody, assistant vice president, underwriting, and Robert Moore, chief legal officer, will identify the ten most common transportation losses, based on the NBIS risk management industry data and provide details about what plans need to be in place to protect a specialized transport company and its financial health.

Carol Davis, Texas DOT (WASHTO); Glenn Rowe, Pennsylvania DOT (NASTO); Tommy Thames, Mississippi DOT (SASHTO); Angela Woodward, Indiana DOT (MAASTO) will offer industry professionals a unique opportunity to gain insight into the most critical issues in the movement of over-dimensional cargo from the perspective of regional US transportation officials.

Gary Risberg, a certified speaking



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professional, will present his proven techniques to reduce stress, relax under pressure and achieve balance in life.

John Pion, a partner in the law firm of Pion, Johnston, Nerone, Girman, Clements & Smith, P.C., will cover real life cases that exemplify issues in dealing with law enforcement and liability exposures created when operating in inclement weather.

Brian Taylor, director of sales, Intelligent Imaging Systems, will examine how federal and state agencies are using advanced technology to monitor and track safety, drivers and loads and how companies in the industry capitalise on this automation.

Steven Keppler, executive director, Commercial Vehicle Safety Alliance (CVSA), has been invited to discuss his organisation's strategic plans to address the growing demands of enforcement, increased volume of over-dimensional cargo, the FMCSA's Compliance, Safety, Accountability (CSA) programme, lack of uniform requirements and other commercial transportation realities.

Jeff Davis, C.D.S., Fleet Safety Services, will lead an interactive session that will explore ways specialized carriers can incorporate CSA strategies into their





SC&RA PREPARES FOR ANNUAL CONFERENCE

At press time in early January SC&RA was completing the schedule for the Annual Conference, 17-21 April 2012, at the Hyatt Regency Lost Pines, Austin, Texas, USA.

One session that is certain to attract considerable interest is Economic Forecasting for the Election Year by Dr Martin Regalia. The chief economist for the U.S. Chamber of Commerce will be returning to the Association after two years to report on the current economic climate and his projections for 2012 and the coming year. He will address stimulus spending, global construction and the general posture of the credit market. The session will also provide a review of the current administration's policies, what to expect if with the potential of new administration and how they relate to trucking and the general health of this industry. Look for more details about the Conference in future issues of this magazine.

existing safety programme, including fleet management techniques that will facilitate control of CSA scores to improve both safety and profits.

The final session of the symposium will recap the 2011 winning entries from SC&RA Hauling Jobs of the Year Competition, including the movement of mining equipment in the mountains of Mexico by Tradelossa, Monterrey, Mexico; the use of a 23 foot wide, 225 foot long (7 x 69 metre) heavy lift trailer to move an 803,000 pound (364 tonne) generator by Barnhart, Memphis, Tennessee; and the move of a 67 foot long, 23 foot 8 inch wide and 21 foot high (20 x 7 x 6 m) steam generator weighing 1,352,300 pounds

(613 tonnes) by Emmert International, Clackamas, Oregon.

Still another highlight will be the Exhibit Center, featuring 30 leading companies that supply products and services to specialized carriers. The Exhibit Center will be open on two days.

Visit www.scranet.org and click on the Events tab at the top of the page to review the official programme, which includes registration forms for the event, hotel rooms and exhibits. Information also is available by calling SC&RA in the USA at +1 (703) 698 0291.



2012 Specialized Transportation SYMPOSIUM



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- Tying it Together: Your Safety Program and CSA (Compliance Safety Accountability)
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STAR HOISTING

Columbus McKinnon Corporation has upgraded its Lodestar electric chain hoist for quieter operation and user-friendliness.

With a capacity range of 1/8 to 3 tonnes and a wide range of speeds, the CM Lodestar has the versatility to meet any challenge, said the company. It is designed with a light weight, durable cast aluminum housing and bright powder coated finish for high visibility.

An adjustable limit switch prevents over-hoisting and built in overload protection helps prevent dangerous overloads. The overload clutch is now positioned outside the transmission providing easy access for maintenance and out of the load path, giving the operator complete control in the event of an overload, CM said. A five-pocket lift wheel means minimal chain wear, and there is a redesigned control panel for easy access.

■ For more information see www.cmworks.com/lodestar



Columbus McKinnon has also renovated its original headquarters - most recently the LodeRail production plant - in Tonawanda, New



York state, USA into a training centre. The facility will hold classes for certification and training courses in a range of formats and feature a combination of classroom and hands-on learning. Topics include hoist maintenance, load securement, crane & hoist inspection, rigging practices and mobile & overhead crane operation.

■ For more information see www.cmcodepot.com

Digital interfacing

Fassi will launch its human-machine interface (HMI) system in the coming months, said the Italian loader crane manufacturer. The internationally patented system is capable of interfacing with the company's cranes via the latest generation smart phones.

Among the HMI's features is the ability to use remote black box diagnosis. The user can also set parameters for remote control levers and see rapid analysis and interpretation of crane use statistics. The system also configures with Fassi Geo Locator to reach Fassi support centres quickly and enable crane interface using an advanced graphic display, said the company, providing immediate data readings.

"The goal is to make the crane as easy and safe to use as possible, maximising system efficiencies for rapid analysis and interpretation of information, especially in light of the projected increase in functions required for managing today's systems," said a company spokesman.

■ For more information see www.fassi.com



SAFE WORKING

The UK-based Lifting Equipment Engineer's Association (LEEAA) has launched an updated version of its *User's Pocket Guide to Lifting Equipment*. First published in 1998, the latest edition of the 132 page, pocket-size publication offers wide-ranging practical advice for staff responsible for the safe use of overhead lifting equipment.

Split into three sections, the guide outlines the UK legislative framework and offers useful guidance on planning lifting operations, slinging loads, and the selection, safe use and in-service inspection of overhead lifting equipment. Also included is a glossary of commonly used terminology, and guides to recommended crane signals and load estimation.

Designed as a handy reference tool, the 2011 edition reflects the most recent changes in relevant legislation and good practice. Written by industry experts, the guide is based on the LEEAA's experience at the heart of the overhead lifting industry, it said.

■ For more information see www.leeaint.com

Compact high power pump

Sauer-Danfoss has introduced the DDC20, a new 20 cm³ direct displacement control pump, to its range of pumps and motors for transmissions on mobile equipment. Compact, efficient, with low noise and the flexibility to perform a wide range of light-duty equipment applications, is how the manufacturer described it.

"The DDC20 is not only the most compact pump on the market. It also has the

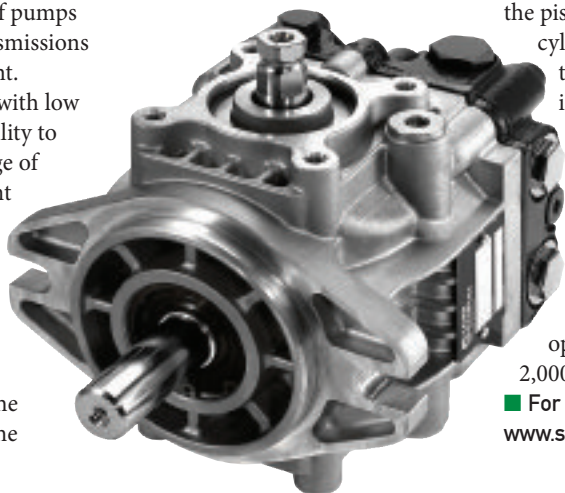
highest power density on the market," said Toshihiro Naruse, Sauer-Danfoss product

marketing manager.

The model's male slipper design reduces friction on both the piston and the bore of the cylinder block, which works to reduce oil temperature, improve fuel efficiency and extend oil life, resulting in better overall efficiency.

Sauer-Danfoss also optimised the valve plate design to reduce noise to 78.5 dBA while operating at 200 bar and 2,000 min⁻¹.

■ For more information see www.sauer-danfoss.com





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Picture of the month

This month's image, of a Linden Alimak 8952, manufactured in 1977, is from the archives of Spanish tower crane manufacturer Linden Comansa. Here it is being used to build the Belchatow Power Station in Poland, about 200 km south of Warsaw.

Maximum load was 50 tonnes at 12.9 m and maximum jib length was 46 metres. Freestanding height is 135 m, making it the tallest freestanding crane in the world at the time, said Comansa. To achieve that height the crane was erected with 33 mast sections, each 5.8 m wide and 4 m tall. It was erected with a jacking cage and included an elevator to reach the operator's cab.

PEOPLE NEWS

LINK-BELT



■ **KRISTIAN NUMMELIN** has joined Havator Group as technical director. He was previously director, sales and marketing

Scandinavia at BRP. Before that he was managing director at BRP Sweden in Umeå.



■ Magnetek in the USA has named **BOB PEDDYCOART** as business development manager of radio

controls. Peddycoart has more than 15 years of sales experience in the mobile hydraulic market at Alteç, Hetronic and Cervis.



■ Also at Magnetek, **MARK SULLIVAN** takes the position of regional business development

manager for the material handling business. His initial exposure to radio began while he was stationed in Augsburg, Germany, working in signals intelligence for the US military.



■ **RUSS HOPPER** has been promoted to vice president, manufacturing. Hopper began working at the USA-

based company 36 years ago as a welder. "No one knows the Link-Belt production system better than Russ," said Chuck Martz, Link-Belt chairman, CEO and president, "Russ's shop floor experience will give him boardroom insights into taking care of our people, meeting our sky-high production standards, and producing an even better product for our customers."



■ **DON MOORE** has been promoted to vice president, design engineering. After graduating from Ohio

State University in 1977, Moore joined the manufacturer and has managed a range of design initiatives, including hydraulic cranes, on-highway carriers and, most recently, all lattice and telescopic crawler products.



■ **JEFF HORAN** has moved to the Link-Belt training department and been promoted to technical trainer.

Horan joined Link-Belt in 2008 as a product associate in the product support department.



■ **JUAN ROSAS** has been named district service representative for Latin America

in the Link-Belt service department. He has worked in the crane industry for 12 years in parts training, customer service, product support and as a service manager.



■ **DARRELL KNIGHT** has been named district service representative for the mid-western

United States in the service department. He has been in the crane and construction industry for 33 years.

EVENTS DIARY

SC&RA SPECIALIZED TRANSPORTATION SYMPOSIUM

7 - 9 March 2012
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www.scranet.org

THE EUROPEAN ROAD TRANSPORT SHOW (TERTS)

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The Netherlands
www.roadtransportshow.nl/terts2009/e/home/default

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16 - 21 April 2012
Paris, France
www.intermat.fr

SC&RA ANNUAL CONFERENCE

17 - 21 April 2012
Austin, Texas, USA
www.scranet.org

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19 April 2012
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www.mtexpo.com.br

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ANKOMAK

6 - 12 June 2012
Istanbul, Turkey
www.ankomak.com

HILLHEAD 2012

19 - 21 June 2012
Buxton, UK
www.hillhead.com

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5 - 7 September 2012
Adelaide, Australia
www.cica.com.au

SC&RA CRANE & RIGGING WORKSHOP

19 - 21 September 2012
Louisville, Kentucky, USA
www.scranet.org

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www.intermat.fr

■ Send picture of the month entries and all other back page-related information to *International Cranes and Specialized Transport*, KHL Group, Southfields, Southview Road, Wadhurst, East Sussex TN5 6TP, UK or by e-mail to alex.dahm@khl.com. Picture caption entries should include: the month and year taken, the place, type of crane, owner and project, plus any other relevant information.



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220 t Tadano-Faun, ATF 220, Y. 2007/9
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120 t Terex-Demag, AC 120, Y. 2009



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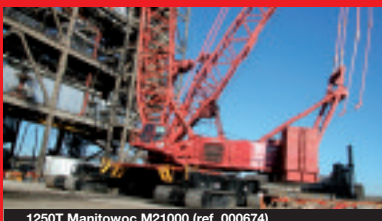
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Used equipment

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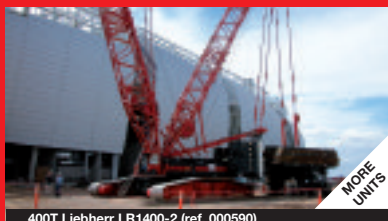
1250T Liebherr LR1800 (ref. 001051)



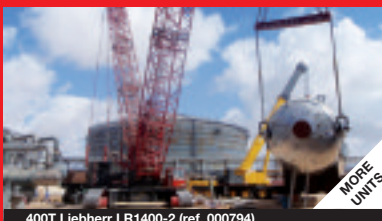
1250T Manitowoc M21000 (ref. 000674)



600T Terex-Demag CC2800-1 (ref. 000978)



400T Liebherr LR1400-2 (ref. 000590)



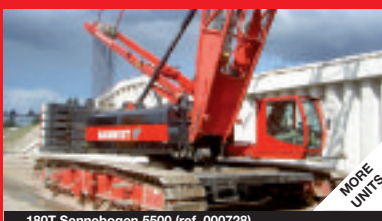
400T Liebherr LR1400-2 (ref. 000794)



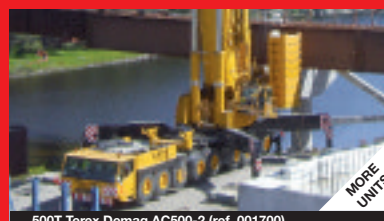
350T Liebherr LR1350-1 (ref. 000784)



300T Demag CC1400 (ref. 000687)



180T Sennebogen 5500 (ref. 000728)



500T Terex Demag AC500-2 (ref. 001700)



450T Grove GMK7450 (ref. 001693)



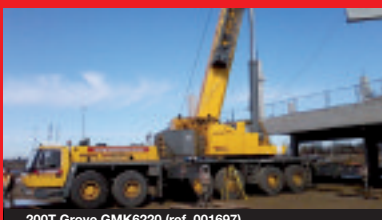
350T Terex Demag AC350-1 (ref. 001681)



350T Terex Demag AC350 (ref. 001720)



300T Liebherr LTM1300 (ref. 001719)



200T Grove GMK6220 (ref. 001697)



200T Liebherr LTM1200/1 (945)



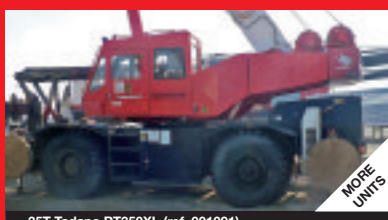
130T Grove GMK5130-1 (ref. 001209)



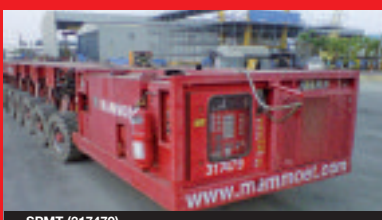
100T Terex Demag AC100 (ref. 001047)



80T Liebherr LTM1080-1 (ref. 000805)



35T Tadano RT350XL (ref. 001091)



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2011	Terex	RT780	IA	In Stock!
2012	Terex	RT780 ROW	IA	2 In Stock
2010	SANY	SCC 3000	OH	\$1,290,000
2006	Manitowoc	16000	NY	In Stock!
2011	Demag	AC100-4L	NJ	In Stock!

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FAUN	ATF70-4	1997	70 TON
DEMAG	AC80-2	2005	80 TON
DEMAG	AC250	2007	250 TON
DEMAG	AC300	2001	300 TON

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SUMITOMO	SC500-2	1996	50 TON
ZOOMLION	QUY70	2008	70 TON
LIEBHERR	LR1160	2006	160 TON
LIEBHERR	LR1160	2009	160 TON
SENNEBOGEN	5500	2004	180 TON

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130 t Grove GMK 5130, 2008	120 t Krupp KMK 5120, 1994	120 t Demag AC 120, 2008
100 t Grove GMK 5100, 2001	80 t Demag AC 80-2, 2005	60 t Grove AT 865, 1989
45 t Krupp KMK 3045, 1993	40 t 2 x Demag AC 40, 2006, 1999	35 t Grove GMK 2035, 1999
30 t Faun ATF 30-2L, 1998	Coming soon 40 t, Demag AC 40, 1999 50 t, Grove GMK 3050, 2004 50 t, 2 x Grove GMK 3050, 1999, 1998 75/80 t, Grove GMK 4075, 2001 220 t, Faun ATF 220G-5 <small>Prices on request! Subject to alteration and prior sale! Colour variation possible</small>	

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30 t Faun ATF 30-2L	1998	4x4x4	28,50m + 12,20m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Liebherr LTM 1035-3	1987	6x4x6	30,00m + 8,30m
35 t PPM ATT 400/3	2001	4x4x4	30,40m + 15,00m
40 t Demag AC 40	1999	6x4x6	31,20m + 13,00m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
55 t Liebherr LTM 1055/1	2003	6x6x6	40,00m + 16,00m
60 t Terex-Demag AC 60 City	2003	8x8x8	50,40m + 14,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60 t Faun ATF 60-4	1999	8x6x8	40,00m + 16,00m
70 t Liebherr LTM 1070	1994	8x8x8	42,00m + 16,00m
80 t Liebherr LTM 1080/1	2000	8x8x8	48,00m + 19,00m
100 t Grove GMK 5100	2001	10x8x10	51,00m + 18,00m
100 t Liebherr LTM 1100-4.1	2005	8x8x8	52,00m + 19,00m
100 t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 17,00m
130 t Grove GMK 5130-1	2005	10x8x10	60,00m + 26,00m
160 t Grove GMK 5160	1996	10x8x10	49,00m + 18,00m
300 t Demag AC 300 SL	2001	12x8x8	58,00m + 65,00m

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25 t Kato KR 250 E	1997	4x4x4	26,70m + 7,00m
40 t Tadano TR 400 E	1990	4x4x4	31,20m + 17,00m

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130 t Liebherr LG 1130	1976	12x6x8	70,00m + 63,00m
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14 t Demag V73	1983	4x2x2	13,50 m + 5,50 m
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200 t	Liebherr LTM 1200-5.1	2008	
220 t	Grove GMK 5220	2012	New!
300 t	Grove GMK 6300L	2012	New!

Rough Terrain Cranes

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80 t	Grove RT880E	New!

90 t	Grove RT890E	2004
90 t	Grove RT890E	New!
130 t	Grove RT9130E	New!
150 t	Grove RT9150E	New!

Crawlers

600 t	Terex-Demag CC 2800-1	2010
750 t	Liebherr LR 1750	2012 New !

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working hours



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Swingaway jib 10 - 18 m, Counterweight
22,3 t, Hookblocks 40 t, year 2008,
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STOCKLIST
TELESCOPIC AT-CRANES

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
300 t	Demag	AC 300 SL	2001	12 x 8 x 8	58 / 22 / 65	direct
80 t	Liebherr	LTM 1080/1	2000	8 x 8 x 8	48 / 19	direct
75 t	Grove	GMK 4075	2001	8 x 8 x 8	43,2 / 27	direct
70 t	Faun	ATF 70-4	1999	8 x 8 x 8	40 / 16	direct
65 t	Grove	AT 865	1990	6 x 6 x 6	35 / 14,5	direct
60 t	Demag	AC 60 City	2003	8 x 8 x 8	50 / 17	direct
60 t	Liebherr	LTM 1060/2	2000	8 x 8 x 8	42 / 17	December
60 t	Faun	ATF 60-4	2000	8 x 8 x 8	40 / 16	December
60 t	Faun	ATF 60-4	1999	8 x 8 x 8	40 / 16	December
50 t	Liebherr	LTM 1050/1	1999	6 x 4 x 6	40 / 16	direct
50 t	Grove	GMK 3050	1999	6 x 4 x 6	38 / 9	direct
50 t	Liebherr	LTM 1050/1	1997	6 x 4 x 6	40 / 16	direct
45 t	Grove	AT 750 BE	1993	6 x 6 x 6	33,5 / 17	direct
40 t	Liebherr	LTM 1040/1	1999	6 x 6 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040/1	1999	6 x 4 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040-3	1993	6 x 4 x 6	30 / 14,5	direct
40 t	Faun	RTF 40-3	1993	6 x 6 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040-3	1992	6 x 4 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040-3	1991	6 x 4 x 6	30 / 8	direct
35 t	Liebherr	LTM 1030/2	2000	4 x 4 x 4	30 / 8,6	direct
35 t	Grove	GMK 2035	1999	4 x 4 x 4	29 / 8,5	direct
35 t	Liebherr	LTM 1030/2	1998	4 x 4 x 4	30 / 15	direct
35 t	PPM	ATT 400	1998	4 x 4 x 4	30,4 / 15	direct
35 t	Liebherr	LTM 1035-2	1988	4 x 4 x 4	26 / 8	direct
30 t	PPM	ATT 335	1987	4 x 4 x 4	27,4 / 15	direct
30 t	Luna	AT 30/27	1989	4 x 4 x 4	27	direct
25 t	Liebherr	LTM 1025	1992	4 x 4 x 4	26 / 8,2	direct
20 t	Krupp	KMK 2020	1994	4 x 4 x 4	20,5 / 3,8	direct

TOWER CRANES

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
8 t/10 m	Liebherr	MK 80	2001	8 x 6 x 8	28 / 42	direct

LATTICE BOOM TRUCK CRANES

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
130 t	Liebherr	LG 1130	1975	12 x 8 x 8	70 / 63	direct

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PPM ATT 600-2	ALLTERRAIN	50T	2001
DEMAG AC95	ALLTERRAIN	40T	1998
GROVE TMS 635BE	TRUCKCRANE	30T	1995
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