

WELCOME TO THE DIGITAL ISSUE



Thank you for downloading this electronic version of *International Cranes & Specialized Transport*. It is identical to the printed publication, cover-to-cover, editorial and advertising, but it is now all on your computer screen.

THE DIGITAL ISSUE OF *IC* OFFERS FAR MORE:

- With a simple click you can turn pages
- Click on the contents page and be transferred straight to the chosen editorial section
- Click on advertisements to go direct to advertisers' websites
- Word-searchable, giving you even faster access to the information you need.



MORE THAN A MAGAZINE!

INFORMATION AT YOUR FINGERTIPS

Try clicking your way through this issue. The information made available to you could be surprising!



DID YOU KNOW THAT YOU CAN UTILISE THIS DIGITAL MAGAZINE IN MANY MORE WAYS THAN THE TRADITIONAL PAPER VERSION OF THE MAGAZINE.

SEARCHING

By clicking on the search button at the top of your screen (usually the binoculars icon) you can search the whole magazine for keywords.

SEARCHING ARCHIVED MAGAZINES

If you have Adobe Reader version 6 or 7 you can also search across all the digital magazines that you have saved over the months!

DIRECT ACCESS TO A WHOLE WORLD OF ADDITIONAL INFORMATION

Perhaps the most powerful information source the e-magazine provides is the direct click-through to advertisers' web sites. Just click on any advert in this magazine and you will be taken directly to that company's web site where there will be a mass of additional, useful information at your fingertips.



INTERNATIONAL

FEBRUARY 2011
www.craneworld.com
A KHL Group publication

cranes

AND SPECIALIZED TRANSPORT

Repair and
refurbishment
Industrial lifting
Truck cranes

ConExpo
Show guide



THE MAGAZINE FOR EQUIPMENT USERS AND BUYERS



WWW.XCMG.COM
Xuzhou Construction Machinery Group Co., Ltd

TEL: +86-516-87739286 87739205

XCMG FOR YOUR SUCCESS

FAX: +86-516-87739230

Email: export@xcmg.com

INTERNATIONAL cranes AND SPECIALIZED TRANSPORT

Volume 19 ■ Number 5 ■ FEBRUARY 2011



Chosen as the official
magazine of the SC&RA
(Specialized Carriers &
Rigging Association)



European partner: ESTA
Approved media partner

KHL CONTACTS

UNITED KINGDOM
KHL Group
Southfields, Southview Road,
Wadhurst, East Sussex TN5 6TP, UK.
Tel: +44 (0)1892 784088
Fax: +44 (0)1892 784086
e-mail: cranes@khl.com
www.khl.com

USA OFFICE
KHL Group Americas LLC
3726 E. Ember Glow Way,
Phoenix, AZ 85050, USA.
Ph: +1 480 659 0578, Fax: +1 480 659 0678
e-mail: americas@khl.com

CHINA OFFICE
Beijing Representative Office
Room 768, Poly Plaza, No.14, South Dong Zhi Men
Street, Dong Cheng District, Beijing, P.R. China
Tel: +86 10 6553 6676, Fax: +86 10 6553 6690
e-mail: cathy.yao@khl.com

UK/NORDIC NATIONS
John Austin, advertisement manager
UK Head Office
Tel: +44 (0)1892 786220
e-mail: john.austin@khl.com
**GERMANY/SPAIN/AUSTRIA/
SWITZERLAND/CENTRAL EUROPE**
Mike Posener, UK Head Office
Tel: +353 98 567 30, Fax: +44 (0)1892 786258
e-mail: mike.posener@khl.com
THE NETHERLANDS/LUXEMBOURG
Arthur Schavemaker
Tel: +31 (0)547 275005, Fax: +31 (0)547 271831
e-mail: arthur@kenter.nl

FRANCE/BELGIUM
Hamilton Pearman
Tel: +33 (0)1 4593 0858, Fax: +33 (0)1 4593 0899
e-mail: hpearman@wanadoo.fr
ITALY
Fabio Polesia
Tel: +39 010 570 4948, Fax: +39 010 553 0088
e-mail: info@mediapointsl.it

KOREA
CH Park
Tel: +82 (0)2 730 1234, Fax: +82 (0)2 732 8899
e-mail: femads@unitel.co.kr
TURKEY
Melih Apa
Tel: +90 (0)216 302 53 82
Fax: +90 (0)216 302 08 10
e-mail: makina@makina-market.com.tr

CHINA
Cathy Yao
Tel: +86 10 6553 6676, Fax: +86 10 6553 6690
e-mail: cathy.yao@khl.com

JAPAN
Shigeru Kobayashi
Tel: +81 (0)3 3261 4591, Fax: +81 (0)3 3261 6126
e-mail: shig-koby@media-jac.co.jp

USA/CANADA
Bev O'Dell
Tel: +1 (816) 886 1858, Fax: +1 (816) 886 1884
e-mail: bev.odell@khl.com
Pat Sharkey
Tel: +1 (515) 573 8684, Fax: +1 (515) 573 4991
e-mail: pat.sharkey@khl.com

KHL TEAM

EDITOR
Alex Dahm
e-mail: alex.dahm@khl.com
Tel: +44 (0)1892 786206
DEPUTY EDITOR
Euan Youdale
e-mail: euan.youdale@khl.com
Tel: +44 (0)1892 786208

GROUP EDITORS
Lindsey Anderson
Lindsay Gale
Sandy Guthrie
Maria Hadlow
Christian Peters
Murray Pollok
D. Ann Shiffer
Chris Sleight
WORLDWIDE CONTRIBUTORS
Graham Brent (USA)
Heinz-Gert Kessel (Germany)
Richard Krabbendam (Netherlands)
Brent Stacey (Australia)

SC&RA CORRESPONDENT
Terry White
**PRODUCTION & CIRCULATION
DIRECTOR**
Saara Rootes
e-mail: saara.rootes@khl.com
PRODUCTION MANAGER
Ross Dickson
e-mail: ross.dickson@khl.com
Tel: +44 (0)1892 786245
DESIGN MANAGER
Jeff Gilbert
DESIGNER
Gary Brinklow
PRODUCTION/DESIGN ASSISTANT
Pippa Smith
e-mail: pippa.smith@khl.com
Tel: +44 (0)1892 786207
DISPLAY PRODUCTION ASSISTANT
Louise Ailish
e-mail: louise.ailish@khl.com
Tel: +44 (0)1892 786246

SALES MANAGER
John Austin
e-mail: john.austin@khl.com
Tel: +44 (0)1892 786220
CLASSIFIED SALES EXECUTIVE
Paul Watson
e-mail: paul.watson@khl.com
Tel: +44 (0)1892 786204
FINANCIAL CONTROLLER
Paul Baker
FINANCE
Gillian Martin
e-mail: gillian.martin@khl.com
Tel: +44 (0)1892 786248
CREDIT CONTROLLER
Josephine Day
e-mail: josephine.day@khl.com
Tel: +44 (0)1892 786250
**BUSINESS DEVELOPMENT
DIRECTOR**
Peter Wilkinson
MARKETING MANAGER

James Moscicki
CIRCULATION MANAGER
Theresa Flint
e-mail: theresa.flint@khl.com
CIRCULATION EXECUTIVE
Hayley Coulson
e-mail: hayley.coulson@khl.com
Tel: +44 (0)1892 786233
**OFFICE MANAGER/
BOOKSHOP MANAGER**
Katy Storkvik
Direct tel: +44 (0)1892 786201
e-mail: katystorkvik@khl.com
EDITORIAL DIRECTOR
Paul Marsden
PUBLISHER
James King



Start planning your visit.

Over capacity is a concern for many crane manufacturers. Having said that, Manitowoc's latest results showed an increase in sales over the previous quarter (2%) and over the same quarter a year before. Order backlog was also up and, on the back of the news, the share price shot up more than 20% (see News, page 6).

Talking of share prices, I am pleased to announce this month the launch of a new IC Share Index in the Business section. It has been changed to include major Chinese manufacturers to reflect their growing impact in the world's crane industry (see page 12).

By far the biggest mobile crane market in the world is China, as discussed in last month's issue. Truck cranes constitute the vast proportion of that in terms of units sold. Anticipation of a further renaissance in the truck crane in Western markets also continues. Manufacturers are developing and promoting larger truck cranes as lower cost alternatives to all terrain cranes, particularly useful where economies are still struggling. See more on truck cranes starting on page 45.

Another way to save money can be to extend the life of your existing cranes by putting them through a refurbishment programme. Manufacturers and third party companies alike are promoting the benefits when the job is done thoroughly. See the feature starting on page 33.

At a time when work is limited for many mobile crane rental companies, it might be an opportunity to take stock and have a close look at the way things operate. In Safe view on page 57 Søren Jansen suggests several factors that indicate it is time for a rethink on how mobile cranes are used.

ALEX DAHM
Editor

Correspondence is welcome and should be sent to:
The Editor, International Cranes and Specialized Transport,
Southfields, Southview Road, Wadhurst, East Sussex TN5 6TP, UK



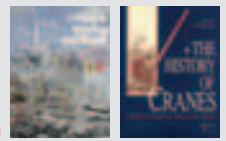
THE QUEEN'S AWARDS
FOR ENTERPRISE
INTERNATIONAL TRADE
2010

CRANE PORTFOLIO

PUBLICATIONS:



IC50
TopLift
act100



eNEWSLETTERS:

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

KHL's worldcraneweek
The weekly newsletter for lifting and transport worldwide
www.worldcraneweek.com

World construction week
The international source for construction news, cranes and lifting
www.worldconstructionweek.com

EVENTS:

**INTERNATIONAL
TOWER
CRANES
CONFERENCE & DINNER 2011**
London May 12

**CRANES and
TRANSPORT
Middle East**
Abu Dhabi
September 13-14

**WORLD CRANE
AND TRANSPORT
SUMMIT 2011**

FOLLOW US:



KHL.COM

To subscribe to International Cranes and Specialized Transport or any of the magazines in the KHL portfolio go to:
www.khl.com/subscriptions



Demand quality, reliability and performance

Insist on Manitowoc. Come see why at CONEXPO 2011 — Booth 430, Gold Lot.



Manitowoc cranes are designed to meet your needs on jobsites around the world. Build your business, your reputation and your future with these rugged, high capacity cranes. We look forward to seeing you at Conexpo 2011 and showing you more. Booth 430, Gold lot.

To learn more, visit www.manitowoc.com/conexpo

ON THE COVER



A Link-Belt HTC-3140 being used in a typical application at a US jobsite. For more about the truck crane sector see the feature on page 45

SUBSCRIPTIONS

International Cranes and Specialized Transport is a monthly publication with a worldwide circulation. The annual airmail subscription rate is £160, US\$290, €210. International Cranes and Specialized Transport is published on the 15th of each month.

Material published in International Cranes and Specialized Transport is protected under international copyright law and may not be reproduced without prior permission from the publisher.

KHL also publishes International Construction, Demolition & Recycling International, Construction Europe, International Rental News, Access International, American Cranes & Transport, Access, Lift & Handlers and International Construction Turkey. Call +44 1892 784088 for details.

International Cranes and Specialized Transport (USPS 017 158) is published monthly by KHL Group and distributed in the US by DSIW, 75 Aberdeen Road, Emigsville, PA 17318-0437. Periodicals postage paid at Emigsville, PA. Postmaster: Send address changes to International Cranes and Specialized Transport, c/o PO Box 437, Emigsville, PA 17318-0437.



BPA Worldwide is the global industry resource for verified audience data and media knowledge. BPA Worldwide business media audits provide assurance, insight and advantage to business-to-business media owners and media buyers.

Published by



© Copyright
KHL Group 2011
ISSN: 1747-700X

Printed by: Garnett Dickinson Print, UK



The paper in this magazine originates from timber that is sourced from sustainable forests, managed to strict environmental, social, and economic standards. The manufacturing mill has both FSC & PEFC certification, and also ISO9001 and ISO14001 accreditation.

CONTENTS

NEWS

6

Sales on the up at Manitowoc, Link-Belt launches all terrain crane, Speakers confirmed for tower crane conference, Palfinger up 29%, Demag Cranes and Weihua Group co-operation

BUSINESS NEWS

12

IC's Share Index has been expanded to include China's largest crane manufacturers, reflecting the growing importance of these companies on the world market. *Chris Sleight* reports

CONEXPO SHOW GUIDE

15



A comprehensive rundown of who is taking part and what they are showing at this year's biggest industry show, ConExpo, taking place this March in Las Vegas, USA. *IC* reports

SITE REPORT

27

Using one vessel Jumbo Offshore installed 131 transition pieces, some of which weighed 300 tonnes, for an offshore wind farm a month ahead of schedule. *IC* reports



REPAIR AND REFURBISHMENT

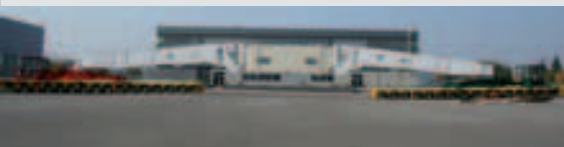
33

Avezaat, Wheco and Liebherr give their reaction to the market, plus Manitowoc launches a new remanufacturing programme. *Euan Youdale* reports

SPECIALIZED TRANSPORT

39

The first big job has been completed using what manufacturer Scheuerle claims is the world's biggest side girder deck for transportation of generators and transformers. *IC* reports



TRUCK CRANES

45

There is much to celebrate in the truck crane market but some are still feeling the economic pinch. *Euan Youdale* reports

INDUSTRIAL LIFTING

51

Emerging markets present new opportunities as the industrial sector looks to a positive 2011. *Euan Youdale* reports



SITE REPORT

55

A second wooden bridge in the Netherlands was once again installed by Dutch specialist Wagenborg Nedlift. *Alex Dahm* reports

SAFE VIEW

57

Søren Jansen explains his belief that many crane rental companies are approaching a crossroad and need to take time out for a rethink

EQUIPMENT AND ACCESSORIES

65

A selection of equipment and accessories for all sectors of the lifting industry

BACK PAGE

67

People news, Events diary, Picture of the month

CLASSIFIED ADVERTISING

70

SC&RA

COMMENT 59
Comment from *Joel Dandrea*

NEWS 61
The 2011 Annual Conference of the Specialized Carriers & Rigging Association pledges to assist attendees in Lifting Your Business – Carrying You Forward.
Terry White reports

MEMBER OF



HIGHLIGHTS

■ Scandinavian crane rental group Nordic Crane Kynningsrud has acquired Swedish crane rental company Krantjänst i Varberg AB. On 19 January the agreement was signed to acquire 100% of the shares in Krantjänst i Varberg, which is based on Sweden's west coast. From 1 February the company will be aligned with the Nordic Crane Kynningsrud department in Falkenberg. Krantjänst i Varberg offers crane services in the Varberg area using its fleet of mobile cranes up to 120 tonnes.

■ Specialized Carriers & Rigging Association (SC&RA) has published its Crane Accident Investigation Guide after two years of planning and preparation by the association's Crane & Rigging Group Safety Education & Training Committee.

Sales on the up at Manitowoc

Manitowoc's crane segment fourth quarter 2010 results show hopeful signs with a sales increase on previous periods.

Net sales for Q4 2010 were US\$ 491.4 million, up 2.3% from \$480.3 million in the third quarter 2010, and up 12% on third-quarter 2009 sales of \$438.8 million.

Crane segment operating earnings for the fourth quarter of 2010 increased to \$30.4 million from \$18.3 million in the same period the previous year and \$16.1 million in the third quarter of 2010. This resulted in a crane segment operating margin of 6.2% for the fourth quarter of 2010, up from 3.8% in the same period in 2009, and 3.7% in the third

quarter of 2010.

Crane segment backlog was \$572 million at 31 December 2010, an increase of 27.7% from the \$448 million backlog at 30 September 2010.

The increase was due to a solid increase in demand, across all end markets and most product lines, throughout the fourth quarter, said the company.

"Exceptionally strong order rates toward the end of the fourth quarter drove year-over-year and sequential sales growth for our crane segment. North America and Europe are beginning to show signs of modest recovery, and we're encouraged by new orders from dealers that are beginning to replenish their inventories," said Glen Tellock, Manitowoc chairman and chief executive officer.

"Additionally, strong operating margins for the

quarter resulted in full-year margins well above those witnessed in previous tough years. While we were encouraged by the increasing demand for our products toward the end of 2010, we do expect potential volatility in orders during 2011 as end markets regain their footing," added Tellock.

Group results from the Manitowoc Company show fourth quarter sales of \$830.9 million, up 4.1% from \$798.1 million in the fourth quarter of 2009. The sales increase was due primarily to a 6.8% increase in Foodservice segment sales.

For the full-year 2010, however, sales stood at \$3.1 billion, a 13.2% decline from \$3.6 billion in 2009. The net loss in 2010 was \$71.4 million, or \$0.55 per share, versus a loss of \$704.2 million, or \$5.41 per share, in the prior year.

ALL ADDS MANITOWOCS



USA-based rental giant All has strengthened its all terrain fleet with the addition of a 300 tonne capacity Manitowoc Grove GMK6300L all terrain.

The crane is in the livery of Central Contractor Services, a member of the ALL Family of Companies, and will be shown at Manitowoc's ConExpo 2011 booth in Las Vegas in March.

The GMK6300L is one of a multiple Grove order that also includes the 550 US ton (450 tonne) GMK7550, Manitowoc's largest all terrain, which will go to work in the US Gulf region.

A Grove GMK6250-L all terrain is also included in the order, as well as a Manitowoc 2250 lattice boom crawler crane, two Manitowoc Model 16000 crawlers with luffing jibs, a Model 16000 wind attachment and a Manitowoc 18000 Max-Er attachment.

"This new 6300 is an exciting addition to our AT fleet. The long boom is really what makes this crane special - in this case, size really does matter," said Michael Liptak, ALL Family of Companies president.

A new range of heavy haul detachable lowboy trailers has been announced by Landoll in the USA.

The 800 series has two primary models. The 35 US ton (32 tonne) capacity 835 is on two or three axles and the 55 ton (50 tonne) 855 is on three or four axles. The new hydraulic non-ground bearing detachable trailers have loaded deck heights down to 17¾ inches (450 mm) and deck lengths up to 32 feet (9.8 m).

Standard specification includes four 100,000 pound high tensile steel beams and 4S2M ABS with spring brakes on all axles. The 12 foot 5 inch (3.8 m) long gooseneck comes standard with two king pin settings, 108 and 90 inches (2.7 and 2.3 m), and seven ride height settings.

These trailers will also have 12 inch swing out extensions, a recessed boom trough, a recessed bucket trough in the lower deck and dropped wheel bolsters. Hot dip galvanising is available for maximum rust protection.



HIGHLIGHT

■ The Crane Industry Council of Australia (CICA) has developed a voluntary scheme for reporting accidents in the crane industry. "The crane industry has shown that it can self-regulate with its hugely successful CraneSafe programme, so the same database and its software will be utilised to provide meaningful data that will assist all in the crane industry in understanding just how big an impact accidents can have in this high risk industry," said Jeff Brundell, CICA board member and CraneSafe national director.

■ Altamira Terminal Portuario (ATP Altamira) in Mexico has placed its third order for rubber tyred gantry (RTG) cranes from Konecranes. When the cranes from the latest order have been delivered, in July 2011, ATP Altamira will have nine Konecranes RTGs. Order value was undisclosed. The 16-wheel RTGs have active load control with a horizontal fine positioning system and Konecranes' crane management system. Lifting capacity is 40 tonnes and they can stack one over five containers high, and six plus a truck lane wide.

■ H&E Equipment Services in the USA has expanded coverage in Tennessee by opening a facility in Chattanooga. The new location offers full service to customers in central and northern Georgia, along with the Chattanooga and Knoxville areas.

Link-Belt launches all terrain crane

US-based crane manufacturer Link-Belt is launching a 250 tonne capacity all terrain crane, *American Cranes & Transport*, IC sister magazine, exclusively reveals.

The new 275 US ton capacity ATC-3275 on five axles will star on the company's booth at the ConExpo exhibition in March in Las Vegas.

In January Link-Belt stopped offering Tadano Faun all terrain cranes under its own brand. The Link-Belt ATC-3275 is engineered and built at the company's Kentucky, USA manufacturing facility. Rick Curnutte at Link-Belt says the crane is a "game changer," in the North American AT market. Link-Belt says the ATC-3275 will meet the toughest transport laws in North America while also meeting Tier IV Interim and EPA 2010 on-highway engine emissions requirements.

The company says the ATC-3275 breaks new ground with its modular counterweight



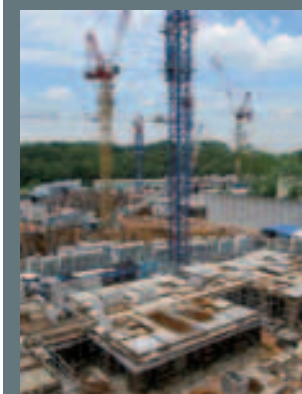
system. None of the weights is more than 22,000 pounds and can be grouped together or with other components on transport trucks to maximize the loads. The 3275 with maximum counterweight, rigging, matting, and fly extensions can move with just four truckloads.

For more information see the ConExpo show guide starting on page 15.

In Singapore AST machinery erected three Liebherr luffing jib tower cranes in a restricted working space to help build a residential block.

The proximity of a number of other tower cranes on the project led to the three 16 tonne capacity 160 HC-L units being used on the high-density Housing and Development Board (HDB) project at Yishun New Town, said a Liebherr spokesman. The block, built by Singapore Piling & Civil Engineering, will be 45.5 m tall and comprises 864 flats.

The three 160 HC-Ls join seven other tower cranes at the site, all supplied by AST. Typical lifts on the project are between 3 to 4 tonnes. At a maximum 55 m reach, the 160 HC-L can lift 2 tonnes.



Palfinger up 29%

Preliminary 2010 financial results for Palfinger show revenue up 29% on the previous year.

Revenue in 2010 for the Austria-based loader crane and access equipment manufacturer was €650 million (US\$ 826 million), up from the 2009 figure of €505 million (\$690 million).

"The results show that we did not just ride out the international economic crisis but actually used it to our advantage to generate further growth and strengthen the Group. In absolute numbers we are still a long way from earlier record results but, with a plus in revenue of approximately

30% and excellent growth in earnings, we are still highly satisfied with what we have achieved," explained Herbert Ortner, Palfinger CEO.

The growth was attributed to the recovery of significant markets and the further expansion of the market. Acquisitions contributed around 7% to the revenue generated. Earnings before interest and taxes (EBIT) was €35 million (\$ 48 million), up from the €-5 million (-\$6.8 million) deficit in 2009.

Palfinger management forecasts a 20% increase in revenue for the 2011 financial year. Russia and Asia expansion will follow.



HIGHLIGHTS

■ Chinese construction equipment manufacturer Sany said it took orders worth RMB 3.18 billion (US\$ 480 million) at the Bauma China exhibition. Bauma China 2010 was from 23 to 26 November at the Shanghai International Exposition Centre. The show hosted 1,858 construction machinery manufacturer exhibitors from around the world. It also drew a record attendance of more than 150,000 visitors.

■ Industrial crane builder Konecranes has acquired Gruas Koman Limitada, its former licensee in Santiago, Chile. The acquisition, for an undisclosed sum, includes Peruvian start-up subsidiary, Koman Gruas Peru S.R.L. Koman offers sales, service and maintenance services for industrial overhead cranes in Chile, Peru, and Bolivia.

Speakers confirmed for tower crane conference

Top international speakers have confirmed their attendance at a major new conference and dinner for the global tower crane industry on 12 May.

International Tower Cranes 2011 will be held at the five star Grange St Paul's Hotel in London, UK. It is organised by IC magazine and its publisher KHL Group.

The conference will focus on best practice worldwide, safety, training and the development of common international standards. The programme will also include the launch of eagerly-awaited new best practice guidelines on climbing, or jumping, tower cranes (to raise their height) from the respected Construction Plant-hire



Association in the UK.

Confirmed speakers include:

- DAVID JANSSEN, chief engineer, Arcomet, Belgium
- PETER JUHREN, corporate service manager, Morrow, USA
- CHRISTOPH SCHNEIDER, head of project management, Liebherr-Werk Biberach, Germany
- MATTHIJS JAGER, senior investigator, Dutch Safety Board, the Netherlands
- SYD APPELEYARD, Select Plant

Hire and chairman of the CPA Tower Crane Interest Group, UK

- HEINZ-GERT KESSEL, tower crane expert and project engineering manager, Franz Bracht KG, Germany
- IAN WATSON, health and safety director, Bovis Lend Lease, UK

More will be announced soon. For further information and details of how to book, go to www.khl.com/itc or call Katy Storvik at KHL in the UK on +44 (0)1892 784088.

Mammoet's Kobelco order reaches 29 units

An order has been completed to Mammoet for 29 Kobelco crawler cranes for use in a range of applications worldwide.

The order includes six 180 tonne capacity CKE1800s and 23 units of the 250 tonne CKE2500-2 crawler cranes, of which seven are destined for the Gorgon LNG (liquefied natural gas) Project in Western Australia.

Since placing an initial order for five CKE2500-2s at the Bauma 2010 show in March for operations in Brazil, Sakhalin and the Middle East, the Netherlands-based heavy-lift specialist increased its order to 23 units.

In addition to the countries already mentioned, the cranes are also destined for Russia, Europe, Australia and other parts of South America.

Three of the CKE2500-2s will be supplied to the

Netherlands complete with tilt cab, 64 m crane boom, 91 m long boom, 61 m luffing tower boom and 61 m luffing jib. The machines will be used on a range of industrial, petrochemical and maritime projects including Tata steel works, a new hospital in Utrecht and at Mammoet's own port terminal in Terneuzen.



FIRST COMANSA TOWERS SOLD IN INDIA

Tower crane manufacturer Linden Comansa has sold its first towers cranes to India for work on power-related projects.

Comansa Jie supervised the erection and commissioning of the four 21CJ290-18t cranes for BGR Energy Systems Ltd with the support of its agent in India ECEL.

Manufactured in Hangzhou, China, by the Comansa subsidiary, all the cranes will be used on two power plant projects. Two of the 18 tonne capacity flat top tower cranes have been erected at the Kalisindh plant, in Rajasthan, north east India, near the Pakistan border. A third has been erected at the Marwa plant, in Chhattisgarh, central India. At the end of February, Comansa Jie will finish the erection and commissioning of the fourth crane at the Marwa plant. In total the plants will cost some US\$1.7 billion to build.

They will all work on the construction of cooling towers. The two 200 m high towers at the Kalisindh plant will both have a base

diameter of 142 m, making them the biggest in India, said Comansa. The Marwa-based tower will have a 115 m base diameter and be 170 m high.

The 21CJ290-18t includes a dismantling system, designed by Comansa, which allows the jib sections and some counterweights to be jacked down inside the cooling tower. Once the jib has been shortened, the tower sections of the crane will be dismantled with a hacking cage, inside the cooling tower too.



TCC 1100

110 ton (100 mt)
Telescopic Crawler Crane



238_{HSL}

150 ton (137 mt)
Lattice Crawler Crane



ATC 3275

275 ton (250 mt)
All Terrain Crane



Link-Belt
CRANES

LINK-BELT CONSTRUCTION EQUIPMENT COMPANY
Lexington, Kentucky | www.linkbelt.com

Wow



Gold Lot #G-230 | Las Vegas Convention Center | March 22 - 26, 2011

HIGHLIGHTS

■ International lifting and transport company Mammoet has gained full control of wind turbine erection and maintenance specialist KR Wind. In 2002 Mammoet and the Danish Enggaard Group started KR Wind as a 50:50 joint venture. On 10 January 2011 Mammoet Group became 100% owner of KR Wind for an undisclosed sum. Its core business is lifting, transport and installation work in the onshore wind turbine industry. Operations are run from facilities in Australia, Canada, Denmark, Germany, Italy, Romania and the USA. KR Wind has 360 employees and operates a fleet of around 30 wheeled mobile and crawler cranes between 300 and 750 tonnes capacity. Specialized cranes for wind turbine work in the fleet include the 600 tonne capacity Terex CC 2800-1 NT (narrow track) crawler crane.

New 35 tonne Humma pick and carry crane

The 35 tonne capacity Humma UV35-25 articulated pick and carry crane is the latest product from Construct Engineering in Australia.

On the new crane, first shown at the CICA conference in late 2010, DRA Group's engineering division used a four section 20.5 metre fully powered boom giving a maximum hook height of 19 m. The 35 tonne capacity is available at 1.6 m radius to a 7.5 m hook height, while it will pick 6.5 tonnes at 7 m radius to 19.5 m hook height and 2.2 tonnes at its maximum radius of 17.2 m. A fly jib extends reach to a hook height of 26.3 m.

Its hydraulic powered steering articulated pick and carry concept is well established in Australia. A government approved



maximum road speed of 90 km/h helps make this class of crane the most popular in the country by number of units.

Power is from a 213 kW Cummins ISC 285 diesel with exhaust brake and it has a fully automatic six-speed Allison transmission with two-speed ZF transfer box. Loadings on the Kessler axles are 11.5 tonnes at the front and 11.8 tonnes at the rear.

Loads can be carried with the boom horizontal, for example, machinery being moved through a factory. When spotting a load the

operator can luff or winch up and down, telescope in and out and slew left and right. This slewing ability makes the Humma stand out in the precision placing of machinery, said John Sandstrom at Construct Engineering. With the crane stationary the operator can slew the boom through 84 degrees using the steering wheel. The articulated chassis allows loads to be manoeuvred around corners and into difficult areas.

The 5 tonne two-speed main winch can be reeved with two, four or six falls of rope.

TADANO SETS UP IN LATIN AMERICA

Tadano Group has set up a new base in Panama and a joint venture production, sales and service facility in Brazil.

The group's US subsidiary, Tadano America Corp. opened the facility in the republic of Panama to serve as an operations base.

"Located between North America and South America, the country has long benefited from its geographic advantages, serving as a hub of activities associated with commodities distribution and finance," said a company spokesman.

The regions' rich natural resources are expected to generate significant demand for construction machinery, added Tadano.

"Panama is also well-known for its attractive corporate tax system and accommodating visa processing. Armed with the geographic advantages of the new office, the Tadano Group is set to expand the share for Group products in the Latin American market, based on rapid response to market needs," the spokesman continued.

In Brazil, Tadano Ltd. has set up a production, sales, and service operation with its local sales agent T.D.B. do Brazil Industria e Comercio Ltda. (TDB).

"Energised by its role as host for the World Cup and Olympic Games in 2014 and 2016, respectively, Brazil, in particular, is poised to demonstrate significant growth for construction machinery, primarily in the field of infrastructure," said the spokesman.

"Meanwhile, controls on imports of finished truck cranes have been tightened in recent years, which has led the Tadano Group to seek out new approaches to its Brazilian business to achieve deeper market penetration."

The Brazil-based operation will include manufacturing capabilities. The plan is to import semi-finished cranes for full local assembly.

Demag Cranes and Weihua Group co-operation

Germany-based Demag Cranes and the Weihua Group in China have agreed to intensify their co-operation and to conclude a strategic alliance in the crane business.

Demag is a leading supplier of industrial overhead cranes and port cranes. Weihua Group is major industrial crane manufacturer in China.

Aloysius Rauen, chairman of the Board of Demag Cranes AG, and Han Xianbao, chairman and president of the Weihua Group, signed a letter of intent in Beijing for closer co-operation. Demag Cranes will initially acquire a minority

interest in the Weihua Group's crane business with the option of taking a majority stake in the medium term. Both companies have agreed on exclusivity regarding further negotiations.

Weihua Group's crane business includes the manufacture and marketing of industrial cranes, harbour cranes and crane components. The company, based in Henan, central China was founded in 1988, employs 5,000 people and generated revenue around US\$ 366 million in 2009. Xianbao and his family have a 100 per cent holding in the Weihua Group.



WOLFFKRAN

Between
heaven and earth.

The holy sites in Mecca are being enlarged and extended – with cranesational technology and service from WOLFFKRAN. New generation WOLFF luffing jib cranes ensure economy and safety in construction. Worldwide. Why not employ, too, the innovative technology of the leader of the pack on your construction site? www.wolffkran.com

Der Leitwolf. *The leader of the pack.*



New benchmark

IC's Share Index has been expanded to include China's largest crane manufacturers, reflecting the growing importance of these companies on the world market. CHRIS SLEIGHT reports

When IC launched its Share Index in April 2002, the world was a very different place. Cranes were smaller and the leading manufacturers were based in Europe, Japan or the USA. If there was any interest in emerging markets like China, the cranes most widely manufactured and used were small and unremarkable truck and crawler cranes.

How different the world is now, with China's crane manufacturers producing full lines of lifting equipment, including enormous heavy-lift crawlers, and challenging the established players in the sector with competitive prices and short lead times.

New index

It is in view of this change in the global market that IC has updated its Share Index to include some of the largest players in China – Liugong, Sany, XCMG, Yongmao and

Zoomlion. Such an influx of new companies had such a profound impact on the Index that it made sense to start again, so the IC Share Index was reset to 100 on 1 January 2011.

However, IC has also retained the former index (the 'Legacy IC Index') for those that have followed this column since it was started way back in 2002. As time goes on, it may be also be instructive to compare the Legacy IC Index, comprising Hitachi, Konecranes, Kobe Steel, Manitowoc, Palfinger, Tadano and Terex, with the newly expanded benchmark, comprising these companies and their Chinese peers.

IC has gone back 12 months, so a long-term view of the new index is available straight away, and this is already providing an interesting insight into the two worlds of crane manufacturing. As regular readers will be

aware, the last six months or so has seen a remarkable rally for the Legacy IC Index and, as a result, it finished week 4 of 2011 26.89% higher than 12 months ago, despite a dip at the start of the year.

Compare this to the newly expanded IC Index, which is only up 7.45% compared to a year ago. Clearly the Chinese manufacturers have seen less robust growth in their share prices over the last 13 months or, in some cases, seen steep falls.

That may come as a surprise to some. After all, China has a booming economy and the government's stimulus plan has helped to ensure it has sailed through the last few years without even a hint of recession. It has been a particularly good time for equipment manufacturers, with most of the US\$ 585 billion stimulus spending being directed towards infrastructure and residential development. This has driven even stronger demand for machinery and many manufacturers will report record revenues and profits for 2010.

But the strength of this booming home demand is also a problem. One of the reasons for nervousness on the Chinese stock markets over the last year or so has been the persistent worry that the government will take strong action to curb overheating demand.

Another problem has been that for all its domestic growth, the Chinese economy is still heavily skewed towards exports. This was a particular problem in the first half of 2010, as the Euro crisis came to a boil as a result of Greece's sovereign debt mountain. This caused a surprising number of shock waves to hit the Chinese stock markets, as it was seen as a major threat to the country's exports and, therefore, the economy as a whole.

CHINESE NEWCOMERS

So who are the new companies that will feature from now on in IC's Share Index?

Perhaps best-known is XCMG. Based in Xuzhou, Jiangsu Province, the company has historically enjoyed a pre-eminent position in the Chinese truck crane market – still by far the most popular type of crane in China. The last ten years has seen it add all terrain cranes up to 500 tonnes and crawler cranes up to 650 tonnes to its portfolio, and the company also exhibited a 2,000 tonne capacity crawler and 1,200 tonne all terrain at last November's Bauma China exhibition. According to IC sister magazine, International Construction, XCMG was the largest Chinese construction equipment manufacturer in 2009, and the 10th largest in the world.

Vying with XCMG for the position of largest Chinese manufacturer is Sany Heavy Industries, which was the 11th largest construction equipment manufacturer in the world in 2009. Unusually for a Chinese manufacturer, it is a private company, founded only 17 years ago in 1994. As far as lifting equipment goes, its main products are crawler and truck cranes, but it also enjoys a strong market share in the excavator and concrete equipment sectors in China.

Zoomlion is the third of the big three, and was ranked 12th in International Construction's last world league table of construction equipment manufacturers. Historically a concrete equipment manufacturer, it got into the lifting segment in a big way in 2003 with the acquisition of truck and crawler crane manufacturer Puyuan. Today its portfolio also includes rough terrains and tower cranes.

Earthmoving equipment specialist Liugong bought its way into the lifting segment in 2008, with the acquisition of struggling truck crane manufacturer Anli. The company has since invested in a new factory in Bengbu, Anhui Province, to produce up to 10,000 cranes a year. The current range comprises relatively small mobile and crawler cranes, but plans are in place to build truck cranes up to 130 tonnes, all terrain cranes up to 500 tonnes and crawlers up to 400 tonnes.

Yongmao is best known for its tower cranes and is notable in China as one of the few manufacturers of topless tower cranes. Established in 1992, the company made an initial public offering (IPO) of shares to the Singapore stock exchange in 2008 to fund an expansion of its manufacturing capacity and a move into the crawler crane sector.

Fortunately the rally that lifted developed world stock markets out of the doldrums in the final quarter of 2010 also gave a lift to the Chinese markets. As a result, IC's new Share Index finished 2010 in the black, although the growth was nowhere near as strong as that of the Legacy IC Index, which just includes European, Japanese and US crane manufacturers.

Another interesting point about China's crane manufacturers' performances last year is how mixed they were. On the positive side was Liugong, which enjoyed as steep a rise in its share price as any of the Western manufacturers. XCMG also enjoyed a good year but it is in contrast with three other key players in the segment. Sany, Yongmao and Zoomlion all saw their share prices fall more than 40% over the course of 2010.

Outlook

After such a strong rally at the end of 2010, stock markets in general are heading for a downward correction. This normally lasts for four to eight weeks from February to March. After that the health of the global economy will dictate which way the markets go.

It could be a tough year with cut backs and austerity packages in many developed countries likely to slow GDP growth. It remains to be seen

FEBRUARY IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
IC Share Index*		100.05	98.12	-1.93	-1.92	91.31	7.45
Legacy IC Share Index**		393.16	388.11	-5.05	-1.28	305.85	26.89
Dow Jones Industrial Average		11697	11990	292.52	2.50	10428.05	14.98
FTSE 100		5982	5924	-58.49	-0.98	5442.67	8.84
Nikkei 225		10541	10360	-180.70	-1.71	10654.79	-2.76
Hitachi Construction Machinery	YEN	2074	1957	-117.00	-5.64	2425.00	-19.30
Konecranes	€	31.89	30.88	-1.01	-3.17	19.20	60.83
Kobe Steel	YEN	212	202	-10.00	-4.72	171.00	18.13
Liugong	CNY	36	36	-0.48	-1.32	21.73	65.07
Manitowoc	US\$	13.39	13.86	0.47	3.51	9.97	39.02
Palfinger	€	27.99	27.71	-0.28	-1.00	15.67	76.80
Sany Heavy Industry	CNY	21.25	21.65	0.40	1.88	36.81	-41.18
Tadano	YEN	463	452	-11.00	-2.38	387.00	16.80
Terex	US\$	29.25	32.54	3.29	11.25	19.81	64.26
XCMG	CNY	59.17	51.74	-7.43	-12.56	35.12	47.32
Yongmao Holding	SGD	0.18	0.16	-0.03	-13.89	0.26	-41.06
Zoomlion	CNY	14.18	13.83	-0.35	-2.47	26.01	-46.83

*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	6.62761	6.58344	-0.0442	-0.67	6.8271	-3.57
€	0.6457	0.6288	-0.0169	-2.61	0.6165	2.00
Yen	83.16	83.05	-0.11	-0.13	92.43	-10.15
UK£	0.7676	0.7307	-0.0370	-4.81	0.6942	5.26

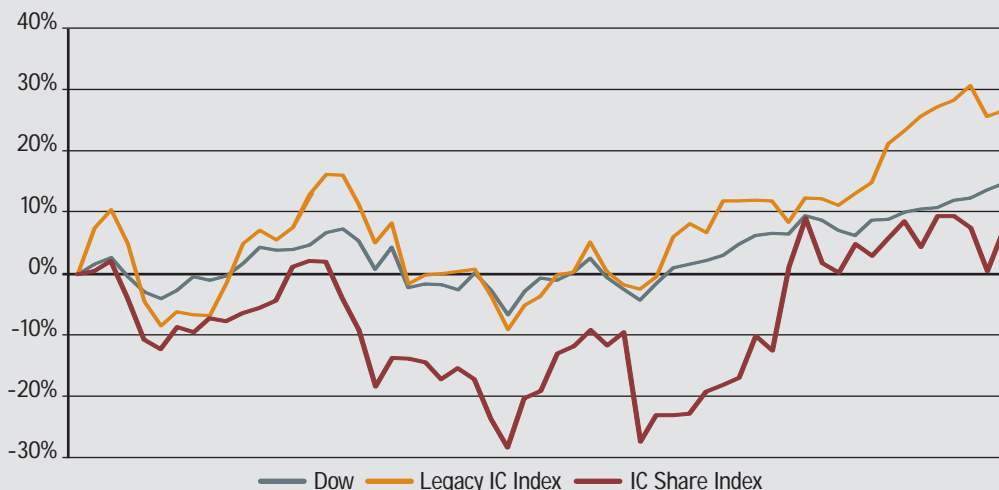
Period: Week 1 - 4

what impact this will have on the crane sector. With many western manufacturers seeing the bottom of the cycle and the Chinese players showing themselves to be sensitive to downturns in their export markets, you would have to be

brave to bet on big net gains this year.

Having said that, the overall economic recovery is now looking much more solid than it did a year ago, and this caution may prove to be misplaced.

SHARE PRICES OVER THE LAST 12 MONTHS



NEW Rough Terrain Cranes

GR-1000XL-2 GR-750XL-2

DEBUT!



MARCH 22-26, 2011
Booth No. G-411

Lifting your dreams

TADANO LTD.
International Sales Division
Japan
Phone: 81-3-3621-7750
E-mail: tdnihq@tadano.co.jp
www.tadano.co.jp

TADANO AMERICA CORPORATION
Texas, U.S.A.
Phone: 1-281-869-0030
E-mail: sales@tadano-cranes.com
www.tadanoamerica.com

TADANO MANTIS CORPORATION
Tennessee, U.S.A.
Phone: 1-800-272-3325
E-mail: sales@mantisranes.com
www.mantisranes.com

TADANO FAUN GmbH
Germany
Phone: 49-9123-955-0
E-mail: info@tadanofaun.de
www.tadanofaun.de

Setting the stage

The biggest show of the year for the industry is March's ConExpo exhibition in Las Vegas, USA. IC gives a comprehensive rundown of who is there and what they are showing



ConExpo-Con/Agg 2011 is the biggest event for the global construction equipment industry this year. From 22 to 26 March, Las Vegas hosts more than 2,000 exhibitors hoping to attract around 150,000 visitors to the major international exhibition.

It is co-located with the International Fluid Power Exhibition (IFPE) and together they will occupy around 2.2 million square feet (200,000 m²). At the last event, in 2008, the record breaking attendance was around 144,600 people.

Adding to the interest this year is the increased presence of Chinese manufacturers. A record 112 Chinese companies are attending, according to the ConExpo online exhibitor list. This list includes major players LiuGong, Sany, XCMG and Zoomlion.

Event organiser, the Association of Equipment Manufacturers (AEM), has worked to enhance the 2011 ConExpo. "Product concentration areas" are designed to make it easier for show visitors to find the products and exhibitors they are most interested in visiting.

Talking of visiting, at the KHL Group booth S-573 in the Silver Lot you can meet the editorial and sales teams of



Elliott Equipment Company's 31 tonne capacity 34127R boom truck with 39 m boom and mounted on a tracked carrier

International Cranes and Specialized Transport, American Cranes & Transport and the rest of the publisher's 10 magazines.

Such a large and successful exhibition is the launch pad of the year for hundreds of new machines and services. Expect to see new equipment across the board as manufacturers increase their product offerings, fill gaps in their ranges and branch out into new areas and applications.

What's new in cranes

Altec Industries will exhibit three cranes, including the truck-mounted AC38-127S. This boom truck has a new tilt cab, an option now available for all Altec models with ride-on seats. Designed to offer crane operators increased vertical visibility and less neck strain during certain work applications, the tilt-cab option allows the operator to hydraulically adjust the angle of the cab.

Elliott Equipment Company will introduce the 34127R boom truck with rear-mounted 127 foot (39 m) boom and 34 ton (31 tonne) rated capacity. It is mounted on a 15SXW-HF PowerTraxx carrier with 275 hp and crawler tracks. Target customers are utility companies looking for bigger and stronger tracked boom trucks for off road work. Maximum tip height is 137 feet (42 m).



One of Altec Industries' three cranes on show will be the truck-mounted AC38-127S

VISITOR INFORMATION

WHAT:

ConExpo-CON/AGG 2011

WHERE:

Las Vegas Convention Centre
3150 Paradise Road, Las Vegas, NV 89109
USA

DATES:

Tuesday 22 March – Saturday 26 March 2011

HOURS:

Tuesday – Friday: 9 a.m. – 5 p.m.
Saturday: 9 a.m. – 3 p.m.

AIR TRAVEL:

McCarran International Airport
5757 Wayne Newton Boulevard
Las Vegas NV 89119

LAS VEGAS MONORAIL:

Las Vegas Monorail travels along the east side of the Strip and connects the Las Vegas Convention Centre to several hotels. Travel between the convention centre and Las Vegas Strip takes 15 minutes. It runs from 7 a.m. to 2 a.m. from Monday to Thursday, and 7 to 3 a.m. from Friday to Sunday.

FREE HOTEL SHUTTLE SERVICE:

Securing your rooms through the official ConExpo hotel block gives you access to the show's free shuttle service.

LAS VEGAS VISITOR INFORMATION:

www.lvcva.com

ORGANISED BY:

Association of Equipment Manufacturers
www.aem.org

www.conexpoconagg.com

Also new from Elliott will be the 36127F front mounted boom truck. It offers 72,000 pounds (33 tonnes) capacity at 5 foot (1.5 m) radius and a maximum tip height from the five section boom of 137 feet (42 m). Standard out and down type outriggers offer mid and full span load charts with a 21 foot (6.4 m) maximum spread. For additional reach there is a 32 to 49 foot (10 to 15 m) two-piece jib with manual extension that stows alongside the boom.

New from Liebherr is the LTR 1060 telescopic boom crawler crane, a 60 tonne capacity machine with 40 m boom. A double swing-away jib gives a maximum hook height of 54.5 m and 48 m reach. It is the third and smallest model in the LTR series, slotting into the range below the 100 tonne capacity LTR 1100 and the 1,200 tonne capacity LTR 11200.

New to the US market is the 81 K fast erecting tower crane. It has a better load chart than its predecessor, allowing 25% more load at the end of the jib. Also new in the tower crane segment for the US market is the 285 EC-B 12 flat top. Maximum working radius is 75 m, where capacity is 3.15 tonnes, 900 kg more than the next model down the range, the 250 EC-B 12.

The EC-B range is designed as a modular concept. It also has the compact head which is a pre-assembled unit. Maximum working radius is 75 m, configured in 5 m sections. At 70 m radius capacity is 3,150 kg.

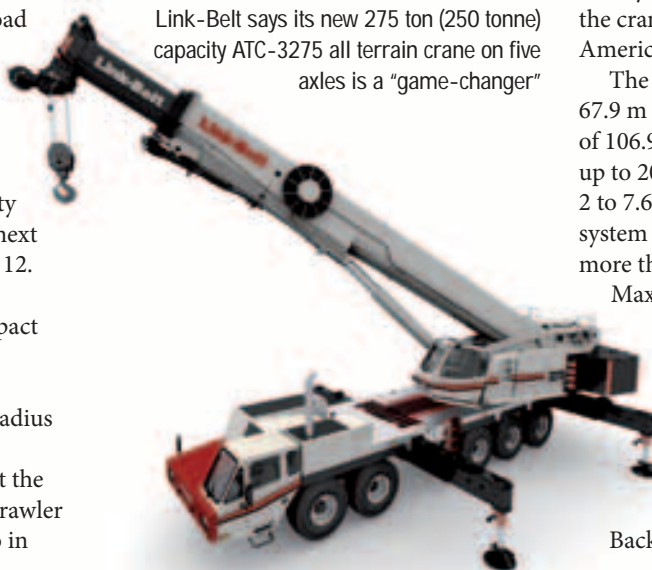
Liebherr's highest capacity crane at the show will be the 600 tonne LR 1600 crawler crane first shown at the last ConExpo in

On the Liebherr stand will be the 350 tonne capacity LTM 1350-6.1 all terrain crane on a six-axle carrier

2008. Also on show is the company's 350 tonne capacity LTM 1350-6.1 all terrain on six axles launched in 2009. Its 70 m boom is 10 m longer than its predecessor, the 300 tonne capacity LTM 1300-6.1. An optional 78 m long luffing fly jib gives a maximum hoisting height of 132 m – 16 m more than the previous model. The Y-suspension system, which improves lifting performance, can be self assembled without an additional crane.

On show for the first time will be Link-Belt's new 100 tonne capacity telescopic crawler, the TCC-1100. Star of the show, however, will be the new 275 ton (250 tonne) ATC-3275 all terrain crane on five axles. In January Link-Belt stopped

Link-Belt says its new 275 ton (250 tonne) capacity ATC-3275 all terrain crane on five axles is a "game-changer"



offering Tadano Faun all terrain cranes under its own brand. The Link-Belt ATC-3275 is engineered and built at the company's Kentucky, USA manufacturing facility. Rick Curnutte at Link-Belt says the crane is a "game changer," in the North American AT market.

The ATC-3275 has a seven section 67.9 m boom and a maximum tip height of 106.9 m. On board fly jibs are available up to 20.4 m and boom extensions are 2 to 7.6 m. It has a modular counterweight system where none of the pieces weigh more than 22,000 pounds (9.9 tonnes).

Maximum counterweight is 71 tonnes.

The carrier has a single cab, disc brakes, aluminium alloy wheels and a maximum road speed of 62 mph (100 km/h). Turning radius is 36 feet 6 inches (11 m) and power is from a Cummins engine.

Back to crawlers, Link-Belt will also

>



Goldhofer

GOLDHOFER HEAVY-DUTY MODULES

QUALIFIED SOLUTIONS FOR EXTREME TRANSPORT CHALLENGES

Our heavy-duty modular systems can be individually matched to your requirements. Providing competent solutions means at Goldhofer not only extremely resilient products of the highest quality, but also the development of intelligent and highly functional solutions for transportation and logistics, as well as a comprehensive project engineering and after sales programme. Goldhofer is at hand when you really need to get down to business.

To come up with the best solutions, we have for generations invested time and money in the development of new technologies and the perfection of our customer service. Because one thing is absolutely clear: Economy is ultimately a question of high resale value, durability and safety. And this is what we stand for.

Invest in your future. Goldhofer – The Original.



WWW.GOLDHOFER.COM

Vision Creates Future



Zoomlion Heavy Industry Science & Technology Development Co., Ltd
Tel: +86 731 88928263 Fax: +86 731 88928278

Address: 13/F Building A Lugu coordinate No.189 Lulong Rd, Gaoxin District Hunan P.R.China 410205
E-mail: overseas_marketing@zoomlion.com



Product Series:

SCC500E	SCC800D	SCC1000C	SCC1000HD
SCC1500D	SCC1800	SCC2500D	SCC3000WE
SCC3200	SCC4000D	SCC6500	SCC6500WE
SCC7500	SCC10000D	SCC16000	SCC60000TM
SQH400	SCC8100	SCC8200	SCC8300



SANY

Quality Changes the World

Shanghai Sany Science&Technology Co.,Ltd.

No.319, Chuanda Rd, Chuansha Economic Park, Pudong District, Shanghai
201200.P.R.China

Tel:0086-021-58595081(Sales) 0086-021-58593139(Service)

Fax:0086-021-58595081

Website: www.sanygroup.com



introduce a 150 US ton (136 tonne) capacity lattice boom model. The 238 HSL joins the 138 HSL, 218 HSL and 298 HSL. Designed for general contractors, the 238 will see action in steel erection, bridge work, pile driving and more, the company said.

The 238 HSL's main boom is 50 to 260 feet (79 to 15 metres) and a fixed jib is available from 30 to 80 feet (9 to 24 m). Maximum tip height is 310 feet (94.5 m)

Manitowoc's Grove RT9150E rough terrain crane

with a 230 + 80 foot (70 + 24.4 m) combination. A luffer will also be available. While there is an all new top section and base section, extensions are common with 238 HYLAB 5 sections. Power is from a 286 hp (213.3 kW) Isuzu 6HK1 diesel to interim Tier IV DPF.

Maeda USA will display five mini cranes with new attachments. Models range from 3,800 to 10,800 pounds (1.7 to 4.9 tonnes) capacity with lift heights to 68 feet (21 m). "This is the first time fully compliant Maeda Mini Cranes have been displayed at ConExpo," said Tony Inman, Maeda USA president. Maeda cranes can fit through openings as small as 24 inches (600 mm). Attachments include man-basket, jib, glass manipulator and searcher hook.

New to the USA from Manitowoc is the 350 US ton (300 tonne) capacity

Palfinger's line up will include its new PK 34002-SH knuckle boom loader crane

Grove GMK6300L all terrain. The six-axle crane was first shown at the Bauma exhibition in Germany last year. Features include a 262 foot (80 m) main boom, 121 foot (36.8 m) hydraulic luffing jib and a self-rigging auxiliary hoist.

The largest crane on the Manitowoc booth is the 400 tonne capacity Model 16000 crawler crane, rigged with its new attachment for wind turbine erection. It increases capacity at short radii, making the crane more suitable for lifting ever larger turbine components.

From Manitowoc's tower crane range



SELECTED CRANE EXHIBITORS

AEM (Association of Equipment Manufacturers)	GL-3221	Iowa Mold Tooling	N-1341
Altec	G-360	IronPlanet	C-4715
Ascorel	S-529	Jekko / C4Cranes	G-426
Badger Equipment	G-260	Kalyn Siebert	G-250
Blue Hat Hoisting	S-11523	Kamag Transporttechnik	S-814
Bridon	C-6411	KHL Group	S-573
Broderson	G-342	Kobelco Cranes North America	G-320
Bucher Hydraulics	S-15929	Lampson International	G-194
Cargotec	S-702	Landoll	S-531
Casagrande	S-734	Liebherr	G-370
Columbus McKinnon	S-10724	Lift Systems	B-907
Cometto Industrie	S-11140	Lifting Gear Hire	S-17513
Cranesmart Systems	G-262	Linden Comansa America	G-261
Cummins	S-16615	Link-Belt Construction Equipment	G-230
Dana	S-17915	LiuGong	N-1041
DIEPA Drahtseilwerk Dietz	C-4853	Load King	G-260
Dinamic Oil	S-14552	Load Systems International	G-258
Elliott Equipment	G-180	LoJack	C-4062
Enerpac	S-16807	Lube-A-Boom	S-500
Everdigm	S-537	Maeda Seisakusho	G-440
Fassi (Fascan International)	S-867	MAIT	S-19100
Fontaine Trailer	H-31733	Manitex	G-260
Goldhofer	C-4725-1	Manitowoc	G-430
Gunnebo Johnson	G-154	Miller Lifting Products	G-407
HAWE Hydraulics	S-13342	NBB Controls	C-5795
HBC-radiomatic	S-12013	NCCCO National Commission for the	
Hetronic	B-912	Certification of Crane Operators	S-19722
Hirschmann Automation and Control (PAT)	S-15350	Nelson Manufacturing	S-19605
Ikusi. Angel Iglesias	C-4324	Next Hydraulics	S-19622
Insulatus	H-31729	Nicolas Industrie	S-814
Inter Control Hermann Kohler Elektrik	S-15333	Nylacast	G-403
Intercomp	S-12408	OETIO Operating Engineers Training	H-30706
International Cranes and Specialized Transport	S-573	Institute Ontario	
		Off-Highway Research	C-4234
		Orlaco	H-30502

Palfinger	S-540
PM	G-215
PVE Cranes & Services	S-19700
Rayco-Wylie Systems	G-338
Rogers Brothers	S-641
RopeBlock	G-317
Rotzler	S-15709
RUD Chain	C-4445
Sany Heavy Industry	S-600
Sauer-Danfoss	S-13428
Scanreco	S-563
Scheuerle Fahrzeugfabrik	S-814
Specialized Carriers & Rigging Association	S-512
Service Trucks International	S-809
Sigalarm	G-234
SMIE	G-464
Spydercrane Sales	G-156
Stellar Industries	G-226
Tadano	G-411
Talbert Manufacturing	G-340
Tele Radio	S-12618
Terex	G-140
Tes Car	S-19300
The Crosby Group	C-4153
TIMCO Inc	S-10912
Tractel Griphoist Division	S-11451
Trail King	G-242
XCMG (Xuzhou Construction Machinery Group)	G-410
XL Specialized Trailers	G-162
ZF Friedrichshafen	S-17315
Zoomlion Heavy Industry Science & Technology	S-619

SENEBOGEN



690_{HD}

Heavy Duty Equipment. Special Foundation Construction.

- **Powerful:** up to 447 kW drive power with economical 1,800 rpm
- **Stable:** largest contact area in its class: 5,000 mm x 5,440 mm
- **Effective:** highest line speed in its class: 115 m/min
- **Versatile:** 2-rope grab operation with completely synchronous main winches
- **Reliable:** easy-to-control technology for hard operating conditions
- **Ergonomic:** modern **MAX-CAB** comfort cab for best working conditions
- **Compact:** ease of transportation between construction sites – 3.5 m transport width



SENEBOGEN Maschinenfabrik GmbH
Sennibogenstraße 10, 94315 Straubing, Germany
Phone +49 9421 540-144

GO FOR GREEN
→ www.sennebogen.com

Dealer for Crane Line

GMMCO Limited
6 CST Road, St. Thomas Mount,
Chennai – 600016, Tamil Nadu
Phone +9144 30685430
msaravanan@gmmcoindia.com

will be the MCT 88, the largest Potain MCT series flat top crane. It is a modern tower crane solution for urban job sites, says Bruce Peterson, director of tower crane sales in North America at Manitowoc, "The design of the MCT 88 means it is a fast and simple choice for medium sized buildings in downtown locations."

The two MCT 88 versions available are a 3.3 ton (3 tonne) capacity model with SM hook block for operation on two



falls of rope and one with 5.5 ton (5 tonne) capacity that can be ordered with a two-trolley hook block for four fall applications. Jibs are from 66 to 171 feet (20 to 52 m). Maximum free standing height is 179 feet (55 m).

To help fleet owners the tower's counter jib ballast blocks are the same on all MCT models. The 3.3 and 1.1 ton blocks can be combined in different configurations according to jib length. Frequency control operates on all motions and there is a choice of 15 and 25 hp winches.

Products from Manitowoc's National Crane division on show will include its largest boom truck, the 55 ton (50 tonne) capacity NBT55 and the new 30 ton (27 tonne) NBT30H. Improvements include a new hydraulic pump, redesigned controls and an improved load moment indicator (LMI) display.

Cranes from Manitowoc's YardBoss industrial crane range include the new 20 ton (18 tonne) capacity YB5520. Also look out for a 888 crawler that has been remanufactured by H&E Equipment, the first US Manitowoc EnCore Partner in Manitowoc's programme to supply dealers with technology and knowledge to

Global Equipment will show Zoomlion RT55 (pictured) and RT75 rough terrains



Stellar Industries will introduce the Models 7621 and 7628 telescopic service cranes

remanufacture cranes to original specs.

Knuckle boom cranes from Palfinger are led by the new PK 34002-SH. Features include continuous slewing, maintenance-free boom system and the Power Link Plus design. At the top of the heavy duty crane class will be the PK 150002 Performance. Features include HPLS, Paltronic 50, Power Link Plus, Integrated Stability Control and Dual Power System.

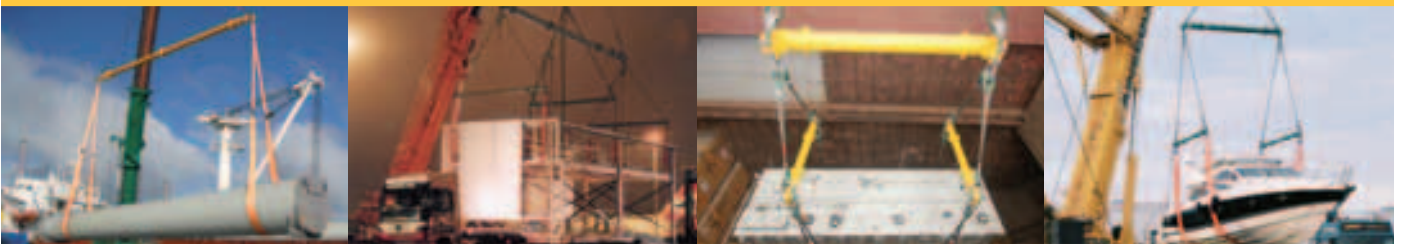
A Palfinger Epsilon waste handling crane on show will be the HAD 500. The Epsilon "Z" Model allows the operator to fold and stow the crane during transport

>

Lifting Equipment

Design • Engineering • Manufacture

Modulift[®]
working between the hook and the load



- **Spreader beams** for 2 - 5000 tonne loads & spans up to 100m
- **Lifting beams** for 2 - 2000 tonne loads & spans up to 17m
- **Lifting frames, spreader frames & custom designs**
- Quality assured products, fully tested and certified

UK Sales Office: +44 (0)1202 621511

USA Sales Office: +1 800 920 7569

e-mail: sales@modulift.com

www.modulift.com

Available worldwide with distributors in the following locations: **EUROPE** - Belgium, France, Italy, Portugal, Spain; **MIDDLE EAST** - Saudi Arabia, UAE; **USA** - Arizona, California, Colorado, Connecticut, Delaware, Florida, Georgia, Illinois, Indiana, Iowa, Kentucky, Louisiana, Maryland, Maine, Massachusetts, Minnesota, Mississippi, Missouri, Nevada, New Jersey, New Hampshire, New Mexico, Michigan, New York, Ohio, Pennsylvania, Rhode Island, Texas, Utah, Virginia, Vermont, W. Virginia, Wisconsin, Wyoming



Rogers Brothers 80 ton capacity, 13-axle trailer has a rocker shaft in the rear of the trailer that distributes weight to the rear six axles

without disconnecting the attachment. The Epsilon series includes more than 40 base models in capacities from 2 to 10 tonnes.

Also on show from Palfinger will be the PAL Pro mechanics' truck line that includes telescopic cranes with capacities ranging from 43,000 foot-pounds (5.85 tonne-metres) to 86,000 foot-pounds (11.70 tonne-metres). Each offers 29 feet (8.8 m) of hydraulic reach.

Stellar Industries will introduce the Models 7621 and 7628 telescopic service cranes. Both are rated at 44,000 foot-pounds and offer a reach of 21 feet on the 7621 and 28 feet 6 inches (8.7 m) on the 7628 using all hydraulic extensions. Both can lift up to 7,500 pounds at 5 feet radius (3.4 tonnes at 1.5 m). They replace the existing versions of the models.

A pair of new rough terrain cranes will be on show from Tadano – the 75 ton (68 tonne) capacity GR 750XL-2 and the 100 ton (91 tonne) capacity GR 1000XL-2.



New to the American market from the all terrain range is the 160 ton (145 tonne) ATF 130G-5. The ATF 130G-5 has a maximum boom length of 196.8 feet (60 m) and a tip height of 312 feet (95 m) with the 105 foot (32 m) extension, integrating a 12.5 foot (3.8 m) heavy duty jib with 44.1 ton (40 tonne) capacity. A hydraulic luffing version is also available.

Tadano says the ATF 130G-5 closes the gap between the company's 130 ton (118 tonne) capacity ATF 110G-5 and the 200 ton (181 tonne) ATF 160G-5. This is Tadano's first 5-axle AT with all-wheel steering as standard, which means no lift axle, on the 10 x 6, or the optional 10 x 8 drive. The Lift-Adjuster control system is standard on the ATF 130G-5.

Also on show from the all terrain range will be the 250 ton (227 tonne) ATF220G-5.

Terex Cranes will show several cranes targeted at the North American market, "including the company's latest innovations in the rough terrain crane, boom truck crane, tower crane and truck crane segments," says a spokesman.

From the crawler crane range, on show will be the 165 ton (150 tonne) capacity HC 165 aimed at contractors and crane rental companies. A 270 foot (90 m) main boom and 80 foot jib gives a 320 foot (27 m) maximum boom and jib combination. Power is from a 319 hp Cummins diesel and the crane is fully self erecting. More details should be available for IC's March issue stop press feature of last minute news on what to see at the show.

A pair of Zoomlion rough terrain cranes will be making their debut. Global Crane Sales, worldwide distributor for Zoomlion rough terrain cranes, will show the 55 tonne capacity RT 55 and the 75 tonne RT 75. In North America these are sold as the RT 60, reflecting its 60 US ton rating and as the RT 80, reflecting its 80 US ton rating.

Scheuerle WideCombi in use at Bragg Heavy Transport in the USA



heavy duty modular and self-propelled vehicles











INDUSTRIE COMETTO S.p.A.

12011 BORGO S.DALMAZZO - CN - ITALY

TEL. +39.0171.263300 - E-mail: cometto@cometto.com

<http://www.cometto.com>



building for the heaviest duties

Experience the Progress.



Liebherr-Werk Nenzing GmbH
P.O. Box 10, A-6710 Nenzing
Tel.: +43 50809 41-473
E-mail: crawler.crane@liebherr.com
www.liebherr.com

LIEBHERR

The Group

Both units are sold to major US rental companies and their identities will be revealed at the show. Global also offers the RT 35 and RT 100 models worldwide.

The units shown are the first RT cranes assembled in China with ANSI B30.5 conformity. Components include Cummins engine, Dana transmission, Kessler and Axletech axles, Rexroth hydraulics and a Greer load moment indicator.

The RT 55 has 34 m boom and 10 – 17 m jib. Capacity is 4,681 kg at 19.8 m radius with 24.7 m of boom. The RT 75 has a 38.5 m boom and 10 – 17 m jib.

What's new in transport

Faymonville has expanded its Modulmax concept of assembling modules with two to six axles. An additional semi-module can now be added to the assembly configuration. It broadens the load platform to make transporting transformers and similar loads easier.

The Module Split is a module which can be divided into two and the half coupled to the side of a complete module. This gives a three-row load platform made up of three axles. Heavy compact loads can be transported without having to use load spreading structures.

The advantage is that a load spreading structure adds weight and reduces available height. In addition, a three file version ensures a much greater lateral stability and the overall train is shorter, Faymonville says. Adding the Module Split increases the 3 m wide trailer to 5 m but it is still possible to travel on public roads, unlike a 4 file combination.

Goldhofer will show its 3 metre wide PST/SL-E with electronic multi-way steering. The 3.6 metre-wide PST/H has a maximum axle load of 45 metric tonnes, and the 2.43 metre-wide PST/ES-E mega SPMT has a

Autec's new Dynamic Series of transmitters consists of three models

maximum axle load of 50 metric tonnes and electronic multi-way steering.

Rogers Brothers Corporation will be displaying two new trailer designs. Rogers specialises in modular lowbeds with detachable rear frames and interchangeable deck styles. Applications are typically found in specialized transport, oil, gas, steel, mining, utility and heavy-haul industries.

Heavy-duty specialized transport equipment manufacturing group TII, consisting of Scheuerle, Nicolas and Kamag, will present innovations that include the Scheuerle-Kamag K25 and K22, the WideCombi technology and the InterCombi Power Booster. Also look out for the new SPMT Generation 4 and wind turbine transporters.

The new K25 modular transporter, a joint project between Scheuerle and Kamag, is available as a trailing unit or self-propelled. The K22 is for applications where platform height and weight are decisive criteria. Platform height when lowered is 770 mm.

Scheuerle's WideCombi transport system is developed for the American market. This applies to axle spacing and the vehicle can be widened using spacers. On one hand this means that the loading area can be adapted to suit the size of the load and, on the other, the load is distributed over a larger area of the road. To achieve an optimal payload to tare weight ratio, the bogie units are designed in a stable lightweight assembly.



Scheuerle claims its InterCombi PowerBooster as a world first. It is a replacement for an additional tractor or banking machine on hilly transport routes. Powered by a power pack unit it has shiftable drive axles.

Trail King says its new Modular Hydraulic Transport System (MHTS) is the first US-manufactured trailer of its kind. The 6-line configuration of the MHTS has a 375,000 pound (170 tonne) load capacity and comes with a long list of features, many that are not found on other transport systems manufactured in Europe, the company claims. These features include more easily accessible steering arms, raised steering arm mounting bosses, an easily accessible and removable air tank and colour-coded steel hydraulic lines.

Components and accessories

Radio remote controls manufacturer Autec will introduce the Dynamic Series for mobile hydraulic applications. The Dynamic series includes three transmitters: FJS, FJL and FJM. All can send

proportional and digital commands and receive data feedback from the machine. The feedback is presented on a graphic display. All the transmitters can be matched with an analogue and/or CAN receiver.

New highlights from radio remote controls manufacturer HBC-radiomatic include the Micron 7 and Spectrum D transmitters. Both are suitable for crane operation and have a colour display.

Micron 7 is a hand-held transmitter. The colour LCD allows clear indication of system and feedback information such as load weight. Benefits are enhanced safety and operating comfort. It can have up to 10 two-step push buttons and two rotary switches.

Spectrum D has a 3.5 inch (88 mm) colour TFT screen which can display graphics and images. Menus are available in different languages and operation and navigation is designed to be intuitive. A

Trail King's modular hydraulic transport system MHTS



Faymonville's Module Split is a divisible module in the Modulmax series of modular trailers

Radio remote controls manufacturer HBC-radiomatic will show the Micron 7 and Spectrum D transmitters

vibration alarm for low battery indication is standard and it is optional for error messages and warnings.

New electronic crane safety products from Rayco-Wylie Systems include a wireless load indicator (W3380) and a wind speed indicator (R180). They help promote a safer work environment by providing essential information, for example, load or hook, boom angle, length and wind speed. The W3380 load indicator uses direct sequence spread spectrum transmission technology for an enhanced range of operation and better RFI immunity, says Frank Beardsley, Rayco-Wylie technical

New electronic crane safety products from Rayco-Wylie Systems include a wind speed indicator R180, pictured, and a wireless load indicator W3380

director. The R180 is pre-calibrated for low cost and easy installation. Its waterproof display is designed to be easy to read.

Visitors to the Lift Safety zone can get advice on safe crane and access equipment operation from the Crane Certification Association of America (CCAA) and the National Commission for the Certification of Crane Operators (NCCCO).

More next month

See the March issue of *IC* for a stop press feature on all the late-breaking news from the show.



MAT & TIMBER SERVICES



CRANE MATS
OUTRIGGER MATS
TEMPORARY
ACCESS ROADS
RAMPS

For all types of
cranes under any
application -
Nationwide and
Overseas



TEL: +44 (0) 1264 811005
FAX: +44 (0) 1264 810600

e-mail: mats@sarumhardwood.co.uk **web site: www.sarumhardwood.co.uk**

Soilmec

innovative and durable
solutions

new foundation crane series



SC-65



Read this QR
code with your smartphone.

soilmec 
Drilling and Foundation Equipment

www.soilmec.com

Fast forward

Using one vessel Jumbo Offshore installed 131 transition pieces, each weighing up to 300 tonnes, for an offshore wind farm a month ahead of schedule. IC reports

Hheavy lift mast cranes were used to help complete the installation – ahead of schedule – of transition pieces for the Greater Gabbard offshore wind farm off the UK coast.

Offshore lifting and shipping specialist Jumbo Offshore used the pair of mast cranes on one of its heavy lift ships to complete installation of 131 transition pieces out of 140 on the Greater Gabbard offshore wind farm (GGOWF) off the UK's east coast. Installation for client Fluor was completed a month ahead of

schedule by being able to transport and install nine transition pieces per trip.

Netherlands-based Jumbo's DP2 (dynamic positioning) *Jumbo Javelin* achieved a record-breaking installation speed of more than one a day. As at January 2011 all 140 wind turbine foundations on the 500 MW wind farm had been installed, more than 70 turbines were in place and the first power had been generated.

Scope of work

Jumbo's scope included transport, installation, levelling and grouting of the transition pieces. It was the first time that transition pieces have been transported >

Loading the steel transition pieces to stand vertically in Jumbo Javelin's hold. The vessel sails with open hatches, allowing more bulky cargo to be carried



Jumbo Javelin loaded with nine transition pieces prior to installation. Jumbo installed 131 transition pieces and the total duration of the project was 135 working days





and installed using a free floating vessel on dynamic positioning. The transition piece is a large tubular, steel fabrication that fits over the monopile foundation at sea level and carries the wind turbine on top of it.

the installed transition piece, it was useful for guiding the grout hoses.

Jumbo developed and built its own passive lifting compensators (with a 2.5 metre stroke and a safe working load of 300 tonnes) and two job-specific, remote release operated, spreader bars to lift the transition pieces.

Each time after loading nine 280 tonne TPs in the Port of Vlissingen (Flushing) in the Netherlands, *Jumbo Javelin* sailed to the offshore location where it was positioned and started to place the first TP overboard onto the monopile. Each TP was placed in the specified orientation and levelled to its final position. The annulus (the space between TP and monopile) was filled with grout to fix it permanently. After a final survey the TP was handed over to Fluor.

Jumbo Javelin can carry nine transition pieces, each weighing up to 300 tonnes, stowed vertically in the hold. It sails at 17 knots and with open hatches, giving it a large transport capacity, fast transit time to the installation site, fast installation and fast relocation from one position to the next.

GIVE YOUR BUSINESS A LIFT

Come see how we can help you succeed

Our team of Cranes specialists at CONEXPO-CON/AGG. is eager to show you our latest innovations:

- ▶ **NEW models to boost your productivity**
- ▶ **NEW safety features to further increase security**
- ▶ **NEW configurations for additional reach and capacity**

www.terexcranes.com



CRANES



Road Mobile Cranes



Truck Mounted Cranes



Crawler Cranes



Rough Terrain Cranes



Tower Cranes



Specialized Cranes



Port Equipment



TEREX®

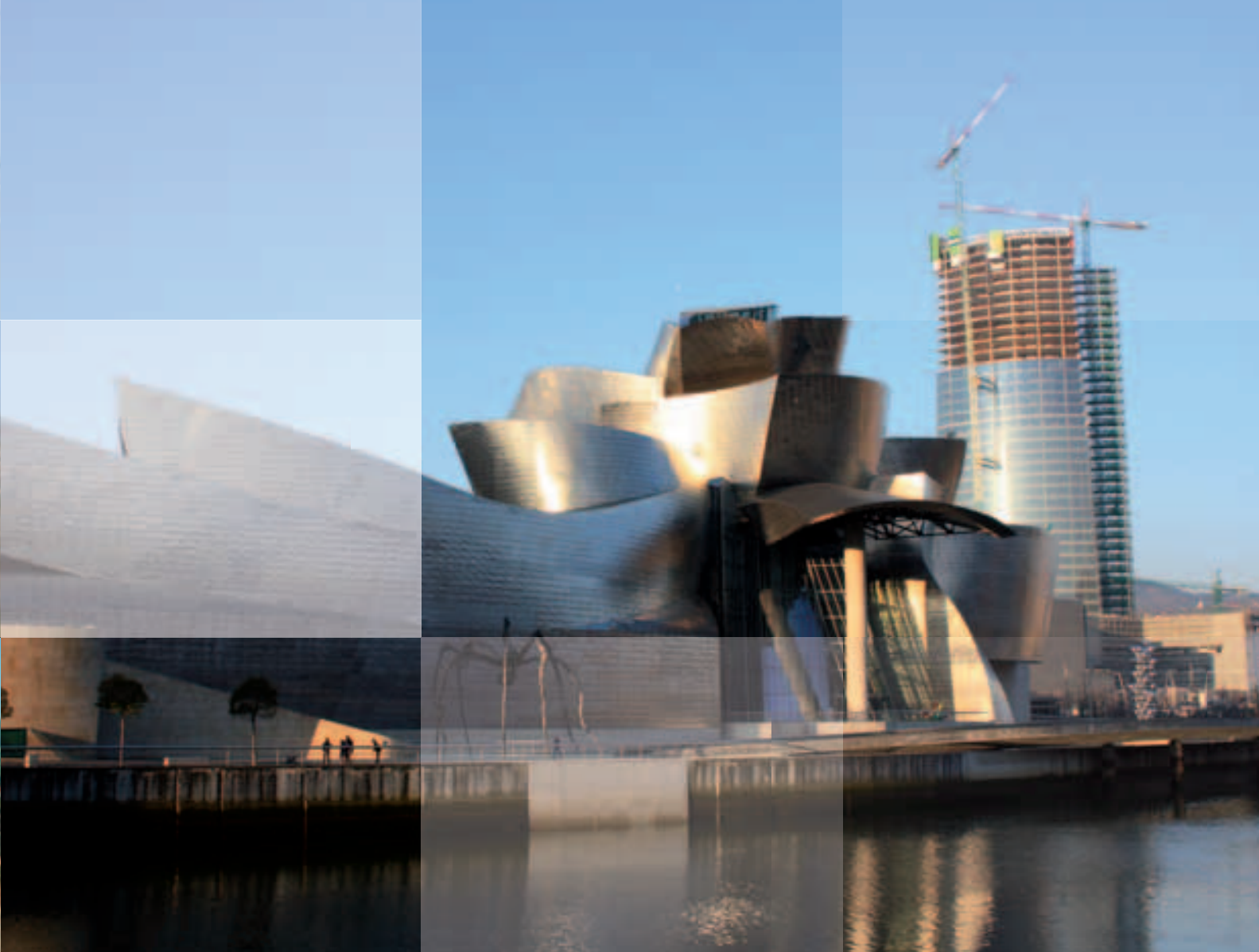
WORKS FOR YOU.™



Simply excellent cranes

Our priority is excellence, our means is quality and innovation and our driving force is our team made of people committed to **JASO**'s aim to provide our clients with the best service and excellent solutions both in performance and price/quality relationship.

JASO. A new way to make things.



Simply excellent cranes

w w w . j a s o g r o u p . c o m

Carretera Madrid - Irún, Km. 415 • 20213 Idiazabal (Gipuzkoa) • SPAIN
T.: (+34) 943 18 70 00 • F.: (+34) 943 18 70 20 • E.: jaso@jaso.com



AVEZAAT CRANES

**....OVER 60 YEARS OF EXPERIENCE
IN MOBILE CRANE REPAIR.**

- **Manufacturing and repair of lattice booms and jibs**

For all makes and types of mobile cranes. Very short delivery times, high quality and highly competitive prices.

- **Repair of telescopic booms**

Damaged telescopic booms can be repaired or renewed to their new condition in a fast and cost-efficient way.

- **Repair of mobile cranes**

All makes and types. From immediate service in case of malfunction to a complete overhaul. From salvage to delivery in working order.

- **Purchase of damaged mobile cranes**

www.avezaat.com

Van Heekstraat 39 • 3125 BN Schiedam • The Netherlands
Phone: +31 (0)10 - 415 25 44 • Fax: +31 (0)10 - 415 19 97
www.avezaat.com • info@avezaat.com

New from old

Crane owners are becoming more interested in repair and refurbishment as the world market changes its emphasis to longer lifecycles.
EUAN YOUNDALE reports

The call for life extension and repair programmes is increasingly popular in the west, but developing countries are becoming more interested too.

Bert Avezaat, director at Avezaat Cranes in the Netherlands has seen a "remarkable difference" in business developments over the last two years, but, he says, the effects of the economic downturn were not felt until the beginning of 2010. "The amount and scope of work changed substantially in 2010. The new manufacturing projects decreased 35% compared to 2009, while the repairs and revisions increased 20% in the same period of time."

It is forecast that turnover on new manufacturing will increase from the second quarter of 2011. "During the extreme period of 2005 – 2008 we experienced situations where machines which were economically beyond repair, had to be repaired due to extreme high prices for used and new machines."

Since then, the situation has changed, with heavily damaged cranes now being written off due to a drop in prices and over capacity. "On the other hand, for more or less regular repair and maintenance activities, we see that most crane rental companies are using the extra time they have to make their machines ready for the years to come," says Avezaat. "We also see that maintenance and refurbishment is increasing due to dropped prices for used machines. For this

Wheco carries out repair work on an American 9460



A crawler crane undergoes refurbishment at Avezaat's workshop

reason many rental companies keep on working with the machines and wait longer to invest in new machines."

Adding life

Jay Shiffler, vice president at Wheco Corporation in the USA, says business has not dropped off that much. "I would say some of the bigger, more sensational crane accidents have diminished a little but, overall, our repair activity mainly with smaller work is still good, plus we are doing more service life extension projects [SLEP]."



After



A lattice boom section at Avezaat



Avezaat repairs a telescopic boom section

Shiffler says more crane owners are enquiring about this latter service. "The price of equipment over these four or five years has escalated dramatically. People cannot just use them for a lifecycle and get rid of them. For example, this year we did six 35 and 40 tonne Link-Belt rough terrain cranes."

Avezaat feels that the rental and sales market for cranes related to the projects in the building industry will still have a hard time during 2011, but that there will be an improvement from the end of 2011. "For harbour and industrial projects we can see positive developments already from the second quarter of 2010, and we expect this will continue."

Avezaat continues, "During the last few years we received fewer orders for repair and refurbishment from Spain, Ireland, Portugal and the UK, but, particularly over the last 12 months, there was an increase in demand from Germany, Poland, Denmark, Scandinavia, France and Italy."

Shiffler is looking at the upper mid-west and north east of the USA as a potential area for expansion. "That would be a sixth facility but we are keeping our options open. Sometimes it is about partnering with two or three major crane owners and if they are going to keep us busy we will go to that area to open a shop."

"We did quite a bit of work for some of the bigger contractors, service life projects. For instance, we had a large contractor for which we did some Manitowoc 4100s."

Independent views

An increased provision of refurbishment options from major manufacturers has worked out positively for Avezaat. "In a lot of cases, when the manufacturers were claiming that cranes, or parts of cranes, were beyond repair, we could convince the customer

that besides the big differences in prices and delivery times, our knowledge, repair facilities, experience and guarantee, repair was a smarter choice than replacement."

Shiffler says refurbishment will offer the operator more options in the future. "When the economy does open up, people who have taken the time, effort and the financial consideration to extend the service life of their cranes, those cranes are going to be more valuable in the aftermarket than a machine that hasn't had the service life done to it."

HIGH EXPECTATIONS

Tobias Böhler, Liebherr used crane sales director, says all wheeled and crawler cranes can be worked on, no matter what age. Sometimes this work can guarantee a warranty.

"Refurbishing these cranes is not just a matter of making and providing the material, but also testing, reprogramming and synchronising the parts. Usually this work can only be performed by skilled Liebherr engineers, either at our factory here in Ehingen or in our workshops around the world."

The service has become more important, says Böhler. "The reason is that many customers from countries that buy more used cranes, have raised their expectations when buying a used machine from the manufacturer."

The ability to provide this level of service in house differentiates the manufacturer from dealers says Böhler. "Due to these capabilities, we can purchase accident damaged cranes and recondition them for sales afterwards. Some insurance companies use this service."

When it comes to retrofitting the latest components to older cranes, most customers are those with high capacity cranes due to the cost advantage at that level. "A good example is the Y-guyed suspension of the LTM 1500-8.1. The modern Y3 type can be retrofitted to older models and allows, therefore, an upgrade of the load capacities. Also older crawlers can benefit when new boom configurations were introduced after the initial delivery. For smaller cranes an upgrade in technology hardly compensates the expenses of the modification or is not possible."

Refurbishment can only become more popular in the future, adds Böhler. "As the import regulations and procedures in smaller countries outside the EU become stricter.

In addition, for some banks it is a determining issue that a crane is manufacturer repaired in order to grant finance. Also, for second hand cranes, as they can assume an even longer life cycle and therefore higher residual values."



A Liebherr LTM 1500-8.1 belonging to Magis after refurbishment



A Manitowoc 4100 crawler boom base section following repair by Wheco

Avezaat continues, "We have noticed a development in which some crane rental companies are heavily financed by major crane manufacturers. When the economics go down it can be very difficult to stay in control of the equipment and over the company itself. We see that more and more crane rental and trading companies prefer an independent and specialised company like Avezaat Cranes for repair and refurbishment of their equipment."

Concerning the independent, third party approach, Shiffler concludes, "The manufacturers are trying to get involved in this business and get their distributors more involved. Because we are set up for this, every project we take on is unique and we feel we can do a better job of saving the parts and components that can be saved and replacing the ones that need to be, and get the crane turned around and back producing cost effectively."

FORJAS IRIZAR®

Manufacturers of Original Offshore & Lifting Forgings

- Large & heavy steel parts for offshore & lifting applications
- From 1 ton to 1.000 Ton loading capacity
- Special hooks, blocks, swivels, chain links & other customized large forgings
- Own fabrication & pull load tests up to 1.500 Ton
- Your forge & machining shop & lab for worldwide oil & gas industry



FORJAS IRIZAR S.L.
Head offices: Hiribarren nº26
P.O.BOX 8 - 20210 Lazkao - Spain
PHONE: +34 943 880 936
FAX: +34 943 889 572
e-mail: irizar@forjas-irizar.com
UK, NW and SW Agent: David Salmon
e-mail: salmond@forjas-irizar.com
Phone: +44 277 168 4522
www.forjas-irizar.com

**COMING
SOON**

**VISIT US AT CONEXPO
CENTRAL HALL 1
BOOTH#C4324
MARCH 22-26, 2011
LAS VEGAS, NEVADA, USA**

IKON TROL

Remote Control System

IKUSI

www.ikusi.com

HEADQUARTERS SPAIN

IKUSI-Ángel Iglesias S.A. · Pº Miramón, 170 · 20009 San Sebastián · SPAIN
Tel.: +34 943 44 88 00 · Fax: +34 943 44 88 20 · ikusi@ikusi.com · www.ikusi.com

Life extension

Manitowoc is moving its remanufacturing services to dealers across the USA under a major new programme. EUAN YUDALE reports

The EnCore Partners programme for dealers in the Americas was launched by Manitowoc at the beginning of January 2011. Under the plans, Manitowoc Crane Care will partner with interested dealers that pass rigorous capability assessments to provide crane remanufacturing and major repair services.

Gilberto Ferreira has been appointed director of EnCore Americas, Manitowoc Crane Care's remanufacturing programme. Ferreira joined Manitowoc in 1997 and has been based in Sao Paulo, Brazil since 2007. He has held a number of positions at the company, most recently as the director of Manitowoc Crane Care in Latin America.

Under the partnership dealers will receive commercial, technical and retail financing support from Manitowoc Crane Care and Manitowoc Finance. "We

are approaching this from a different perspective, and we are trying to encourage all the dealers to develop their own remanufacturing facilities and skills," says Ferreira.

New programme

Construction equipment giant and Manitowoc dealer H&E Equipment, based in the USA, is the manufacturer's first US partner.

Ferreira explains that the days of transporting cranes to its own remanufacturing facilities are numbered. "What we are doing is regionalising that because transport cost is high, both coming and going on larger machines. This way if we can get the dealers in close location to the customers, and we support them through Manitowoc Crane Care, then we can make it a better value proposition – bringing all the customers' cranes to Manitowoc is a high cost that we cannot support today."

The manufacturer will not only help set up remanufacturing facilities but provide access to engineering resources and tools they may not have. The partnership will include training the dealers' existing personnel and providing Manitowoc's experienced staff with in depth knowledge, for example, of welding procedures and the remanufactured crane's original specifications. H&E is already experienced in carrying out this type of work, making it an ideal partner.

"We have stopped our focus on repairing cranes in our facilities. So our facilities will mainly focus on repairing booms, small components, repairing gear boxes and repairing transmissions," says Ferreira. "We are stepping back a little bit and allowing dealers to go to the customer but it is not about one taking over responsibility from the other, it's really a partnership."

So far three H&E facilities have been appointed to the programme: Birmingham, Alabama; Bell Chasse, Louisiana; and Houston, Texas. At its Birmingham facility the company has nearly completed the refurbishment of a Manitowoc Model 888 crawler crane. It will be shown at



Manitowoc Model 888 crawler crane undergoing remanufacturing at H&E's Birmingham facility

Manitowoc's ConExpo booth in March.

Frank Arthur, H&E Birmingham branch manager, says the Model 888 is very popular in the US market. "It is, for us, an excellent machine to select for remanufacture. One of the reasons is that the buyer has invested heavily in attachments. They can't just go out and buy another 230 US ton crane because they would lose all their attachments."

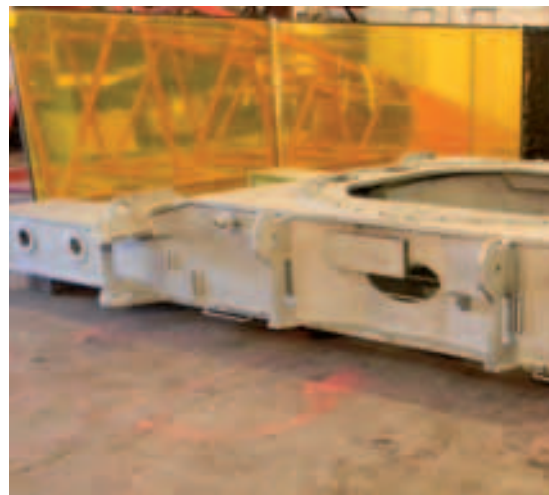
Half the cost

Over a three month period the Model 888 will have been completely stripped down, blasted and inspected. "All the welds are checked and we have a very stringent repair procedure to follow that Manitowoc provides for us in remanufacturing. All electronics and hydraulics are replaced. The pumps and motors are completely remanufactured through Manitowoc. All the planetaries are rebuilt to Manitowoc guidelines. We have a book list detailing the scope of work and we are following that form," Arthur explains.

According to H&E the complete remanufacturing of a crane will cost about half the amount of buying a new machine.



The 888's cab undergoing treatment





The cab ready for fitting out

"We have relied on Manitowoc to come in periodically and monitor the work we are doing and offer any suggestions or input and be sure we are following the punch list. If we have any structural repairs that have to be made, their engineers come down to us with the procedure," says Arthur.

"We are telling our customers, if we undertake a project of this magnitude, and we go through the machine top-to-bottom, we are giving you a machine back that is capable of another lifecycle. Whether that be 15 or 20 years, depends on maintenance and how it's been maintained."

He adds, "There is no reason why we cannot remanufacture any crane Manitowoc makes and have the same financial angle to it and the same extended life."

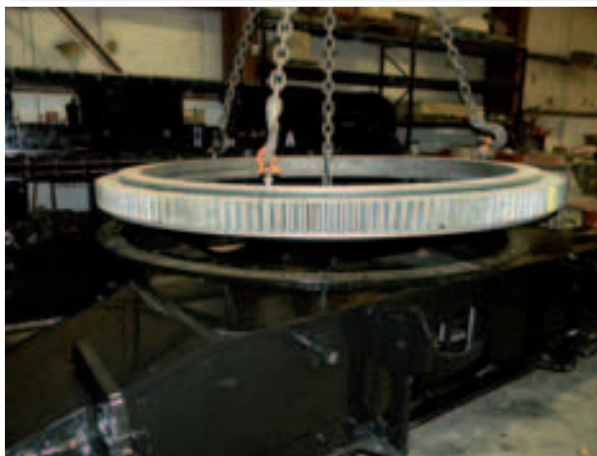
So far Manitowoc has approved six dealers, with up to nine facilities. In total there are 15 dealers requesting to set up a partnership, says Ferreira. "For the last three months we have been visiting them to try and approve them. Some

of them will be approved, while others will not be approved because they do not have the minimum requirements. But, so far, we have seven facilities in the USA that can refurbish Manitowoc or Grove products."

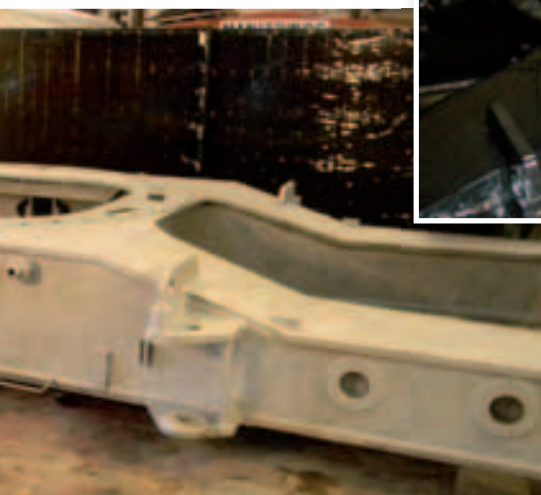
Working abroad

The programme is also spreading to South America, where the manufacturer is working with Trasca in Mexico, a Grove dealer. "They have a rebuild facility, so they have asked to be part of the programme – they are already working on Grove products."

"I hope these plans extend into Europe. The dealers have approached the programmes with a lot of enthusiasm. So we are confident as soon as we have set the foundations of the programme in America, we will extend it to Europe." ■



The slew ring is mounted on the carbody



Part of the 888 chassis with slew ring dismounted



THE WINCH EXPERTS

Heavy loads? Safely lifted!

Compact Hoisting Winches

- Truck Loading Cranes
- Marine Cranes
- Drilling Rigs

Complete Hoisting System

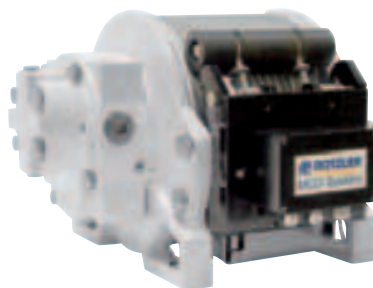
- Winches, Ropes, Hookweight etc.
- Measuring Control Device (MCD)
- Satisfy International Safety Requirements

ROTZLER Hoisting Systems are the right choice for

- Higher Productivity
- Optimum Reliability
- Maximum Safety

Meet the Experts in Las Vegas!

South Hall, 2nd Level, Stand S-15709



ROTZLER TITAN TC Hoisting Winch with MCD (Measuring Control Device)

www.rotzler.com



LINDEN COMANSA



Construcciones Metálicas COMANSA S.A.

Tel. +34 948 335 020 | Fax. +34 948 330 810
export@comansa.com | www.comansa.com
 Pol. Urb. Ibañeta, Ctra. A-10 N° 1
 31620 - Huarte (Navarra), SPAIN

Linden Comansa AMERICA LLC

Tel. +1 704 588 7729 | Fax. +1 704 588 3986
sales@lccranes.com
www.lccranes.com
 11608 Downs Rd. Pineville NC 28134, USA



Hangzhou Comansa JIE Construction Machinery Co. Ltd

Tel. +86 571 8299 5555 | Fax. +86 571 8299 6555
export@comansajie.com.cn
www.comansajie.com.cn
 Jingjiang, Xiaoshan, Hangzhou P.C. 311223, CHINA



Deck power

The first big job has been completed using what manufacturer Scheuerle claims is the world's biggest side girder deck for transportation of generators and transformers. IC reports

The STB 1000 was designed within a very short period, according to manufacturer Scheuerle. Short is not a term to describe its maximum 620 tonne payload. In November and December 2010 the Multilift Group carried out its first big job with the equipment: the transportation of Siemens' largest transformer to date, from Nuremberg to Wilhelmshaven in Germany.

Weighing in at 870 tonnes, the

combination was also the heaviest transportation to have taken place in the town of Wilhelmshaven, according to Scheuerle.

The transportation began at the Siemens plant in Nuremberg with the 495 tonne TRPM9056 transformer for engineering company Tractebel, a subsidiary of the GDF Suez Group. It was carried on 2 x 14-axle InterCombi trailer.

Due to limited space, the transportation >

RIGHT: The STB 1000 during its 8 km, 4.5 hours journey

BELOW: The transport team navigated through two highway intersections





The transport at Nuremberg port



Bystanders watch the final part of the STB1000's journey to the pontoon at Nuremberg port

The 870 tonne transformer makes its way on to the No 29 highway at Wilhelmshaven



out of the Siemens production hall was only possible using coupled InterCombi PowerBooster units. By using the PowerBooster technology, there was no need to use a pushing vehicle.

The 100 m long combination was driven along the designated heavy load route to Nuremberg port late at night. The journey included negotiating two complicated intersections. About 4.5 hours and 8 km later, the convoy reached the Nuremberg heavy load quay.

Next morning the 13 m long, 4.3 m wide and 5.1 m high load was rolled on to the waiting pontoon. The effect of 24 tonnes per axle on the pontoon meant ballast water had to be discharged continuously.

The transport passes through Wilhelmshaven

Next came the journey along the Rhein-Main-Donau canal to the Netherlands via Dordrecht and Delfzijl. Then, after some delays caused by a storm, the transportation continued over the North Sea to the town of Wilhelmshaven.

Close encounter

On the Lüneberg quay in Wilhelmshaven, the transformer was again lifted with the side girders of the STB 1000. This time, however, the load was distributed over 2 x 20-axle InterCombis. A 4-axle

>



Safety in Color!



Outstanding features:

Feedback by LCD!

10 push buttons!

2 rotary switches!

User identification!

Vibration alarm!

... and much more!

NEW!

micron 7

Great performance with color LCD!

HBC-radiomatic's new micron 7 radio control scores big with its quality and state-of-the-art display technology. By way of its color LCD, the transmitter provides clear color indication of system and feedback information, error messages and warnings, e.g. in case of an imminent crane overload. This results in enhanced safety and operating comfort!

Come and see us at:



Booth
S-12013



Quality in Control.



HBC-radiomatic GmbH
Haller Strasse 45 – 53 • 74564 Crailsheim • Germany
Phone +49 7951 393-0 • Fax +49 7951 393-50
info@radiomatic.com • www.hbc-radiomatic.com



Heavy fog accompanied the 100 m long convoy



Some obstacles had to be removed

Accompanied by police vehicles, the journey took place in heavy fog through the town and up to the Preussenstrasse, where the transport had to be diverted away from a road bridge, which it could not pass under. With the help of ramps and plates, the transport crossed the central reservation of the Preussenstrasse, made its way onto the freeway and, once the central crash barrier had been dismantled, travelled along the freeway against the normal flow of traffic. It then continued along the exit slip road down to the Preussenstrasse again.

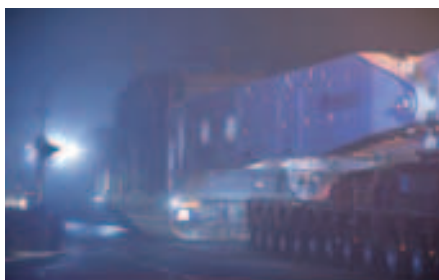


Personnel from Multilift Group prepare the heavy transport before rolling it off the highway

InterCombi PowerBooster with additional drive axles was also connected and, with 147 kW available power, would provide sufficient thrust if the tractors should prove to be insufficient. Two MAN TGX41.680 tractors, each with 500 kW engines, were used as the towing and pushing vehicles. With the dimensions of 102 m in length, 5.5 m height and 4.4 m width, the transport was ready for its journey through downtown Wilhelmshaven.

All carriageways of the No. 29 freeway were closed for the exercise until the early hours of the morning. The journey then continued through the town and over a railway bridge to the Jade-Weser Port and on to its destination, the Wilhelmshaven coal-fired power plant.

The 870 tonne transport covered 13 km in one night and goes down in history as the largest transport job ever carried out in the industrial centre of Wilhelmshaven. ■



The Scheuerle STB 1000 negotiated narrow intersections during its journey



The convoy reaching its destination at the power plant in Wilhelmshaven

STB 1000 DETAILS

The 610 tonne capacity STB 1000 side girder deck offers options for accommodating generators and transformers. In connection with the main beam, the load is placed on the top boom with brackets. Alternatively, the load can be brought on board using additional lifting gear with cross beams. The load can also be coupled directly with the supporting tip without the main beams. In addition, it is capable of picking up the load without the help of a crane due to the additional support bogies. A flexible range of applications gives the deck a span of 38,220 mm and a length of up to 47,220 mm. The load width of the side girder deck is continually adjustable from 2,000 mm through to 5,200 mm, and can, therefore, be adjusted to match individual loads. The vertical lift of the deck for accommodating the load is 1,600 mm.

The STB 1000 is compatible with the company's InterCombi series, as well as its self-propelled modular transporters (SPMT). Depending on requirements, these can be coupled together for up to 2 x 20 axle lines and in 2, 3, and 4-file line ups respectively. In addition, the deployed platform vehicle combinations can be equipped with 2 x 4-axle InterCombi power boosters to reduce the number of towing and pushing vehicles required for uphill gradients. Alternatively, drive can also be achieved using the InterCombi power booster units, reducing the overall weight, which is useful when crossing bridges, for example.

For safety, there are two heated driver cabs, each designed to accommodate a crew of two. Screens continually monitor the status of the load during transportation using cameras mounted on the two main beams. The widest position of the total combination is, therefore, always in the direct field of vision.

Combined Electro-Hydraulic Swivel Joints ?
Yes, we can



Demac Srl • Via R.Murri, 14 • 20013 Magenta (MI) • Italy
Tel. +39.02.97.84.488 • www.demac.it • info@demac.it

DOWNLOAD THE LATEST ISSUE!



- Delivered instantly anywhere in the world!
- Archiveable
- Searchable
- Direct internet click-through for even more information!

For more details and to register for your own,
FREE, digital copies go to:

www.khl.com



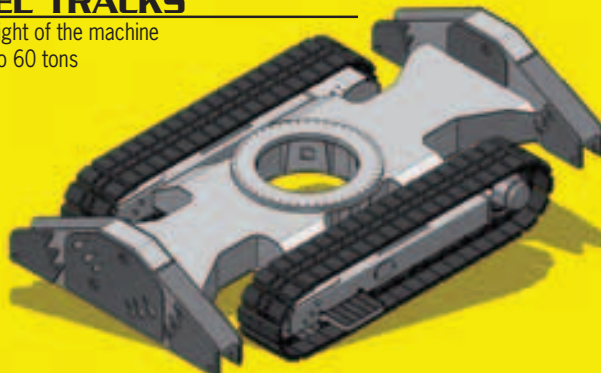
UNDERCARRIAGES

- On request:**
- Extendable track gauge
 - Non-marking rubber tracks
 - Customized colours
 - Rubber shoes for steel tracks
 - Berco original parts
 - Customized projects



STEEL TRACKS

Total weight of the machine
from 1 to 60 tons



RUBBER TRACKS

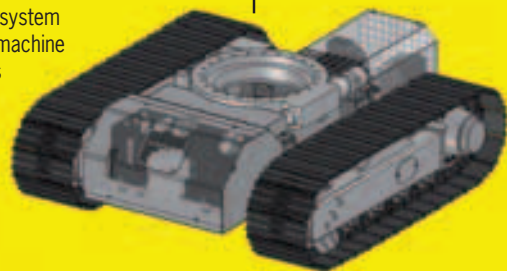
Total weight of the machine
from 0.3 to 9 tons



Let your machine be more stable! Use our articulated tracks

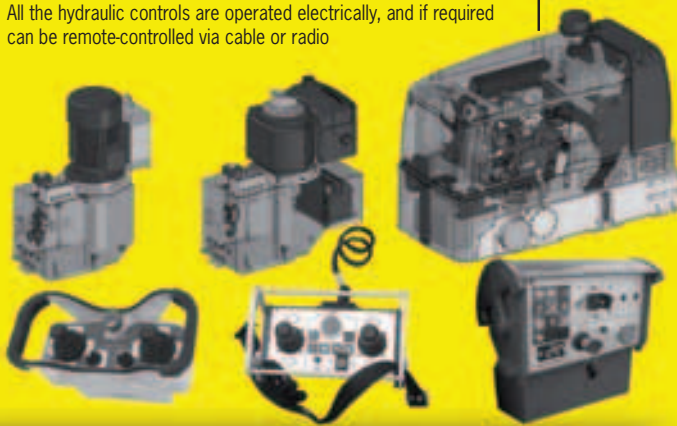
PRÊT À MONTER

Petrol, diesel or electric Power-Pack with complete hydraulic system
Total weight of the machine
from 0.3 to 10 tons



POWER-PACK from 6.75 to 31.3 KW

All the hydraulic controls are operated electrically, and if required can be remote-controlled via cable or radio



GEMMO GROUP S.r.l.

Sede Legale/Commerciale: Via Broli, 66/A
Stabilimento Produttivo: Via della Tecnica, 34
36025 NOVENTA VICENTINA (VI) - ITALY
Tel. 0039.04.44.88.71.41 Fax 0039.04.44.76.06.69
e-mail: info@gemmogroup.it

www.gemmogroup.it

LOAD SYSTEM INTERNATIONAL'S WIRELESS WIND SPEED SYSTEM MARKET TESTED & PROVEN



GS020 WIND SPEED SENSOR

- Monitor wind speed easily and at-a-glance
- Operates from a range of 4,000 ft or 1,300 m
- Set wind speed warning limits to provide visual and audible alarms at critical levels
- Function lockout options
- 2-year battery life from 1 D-cell lithium battery
- Increase the level of safety for your employees and your equipment



GS320 WIND SPEED DISPLAY

Please visit our website at www.loadsystems.com or give us a call today to find out how you will benefit from LSI wireless technology

UPCOMING EVENTS:

VISIT LSI AT THE **SAUDI CONSTRUCTION EQUIPMENT 2011 SHOW**
BOOTH C6



Visit LSI at
BOOTH G-258
March 22-26

USA/Canada Toll Free: 1.888.819.4355
International/Direct Tel: +1.281.664.1330
Dubai Tel: +971.6.557.8314
LSI Europe Direct Tel: +44 (0) 779.912.4724

sales@loadsystems.com



Load Systems International

www.loadsystems.com

THE MUST ATTEND EVENT FOR ALL THOSE INVOLVED IN DEMOLITION



WORLD DEMOLITION SUMMIT 2011



HOTEL OKURA, AMSTERDAM

NOVEMBER 4, 2011

A top-level conference and gala awards dinner focussing on best practice and critical issues

To book your place contact: Katy Storvik
T: +44 (0)1892 784 088 e: katy.storvik@khl.com or see the web site, below



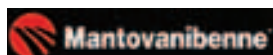
SPONSORSHIP OPPORTUNITIES:
LYNN COLLETT, T: +44 (0)1892 786219, e: lynn.collett@khl.com

www.demolitionsummit.com

SILVER

LIEBHERR

BRONZE



SUPPORTING

ARDEN
equipment

ASSOCIATIONS



An Avtokran truck crane on a rough terrain carrier



A 25 tonne truck crane from Russia's biggest manufacturer Avtokran

There is much to celebrate in the global truck crane market overall but Western manufacturers and markets are among those still feeling the economic pinch. EUAN YOUNDALE reports

Worlds apart

Worldwide, the truck crane industry remains the strongest of any crane segment, thanks to the vast markets of China and Russia. The former is widely reported to be entering a golden era for cranes. Looking west, however, the story is less encouraging. The USA, another traditional truck crane market, is still suffering from the effects of recession, as are many other countries around the world.

Rick Curnutte, telescopic boom cranes manager at USA-based Link-Belt, puts it this way, "Currently, the biggest challenge facing manufacturers is the economy. Truck cranes have taken a big hit. The taxi crane business, where the majority of these

cranes are used, has been very slow, but we are optimistic for 2011."

As a result customers in Western countries are generally looking for the cheapest and most flexible option. Terex moved in this direction with the launch of the Roadmaster 5300 truck crane in 2010. The 5-axle, 300 tonne-metre machine, is aimed at the European market, which has preferred all terrains for many years.

Arndt Jahns, Terex product marketing manager, says the crane was designed with the economic climate in mind. Overall, Terex claims there is an 80% saving in cost of operation compared to a similar capacity all terrain. This includes 50% less tyre wear and 25% less brake wear. The crane has initially been mounted on a Scania chassis for the European market. It will also be available on a Mercedes carrier when aimed at countries outside Europe with higher axle loadings.

"The request for this crane came from European customers. This shows that there is a market in Europe and the decision was easy to make a model for the European market first. The next step is to adjust the first, as well as following models to other markets," says Jahns.

Heavier lifting

Demands for increased flexibility and reduced cost are accompanied by requests for higher capacity machines as the loads, typically prefabricated modules, become heavier.

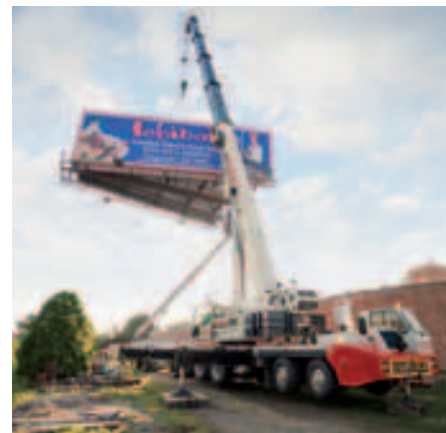
"[Bigger machines are] especially popular in oil applications where customers want bigger cranes and often need to travel large distances. Our TMS9000E, with a US ton 110 capacity, is a popular crane in these >

Niwa Crane uses two Link-Belt HTC-8660 truck cranes at a Canadian Fertilizer plant. The job included transporting a heat exchanger for testing before reinstalling it in an existing plant





LEFT: A 25 tonne capacity LiuGong CLG TC250 truck crane at the Bauma China exhibition in Shanghai, November 2010



ABOVE: A Link-Belt HTC-3140 carries out typical duties in the USA

applications, and there is an appetite for still larger machines," says Ruben Olivas, Manitowoc Cranes global product director, truck cranes, boom trucks and industrial cranes.

One of the advantages of the TMS9000E, says Olivas, is that it has a complete superstructure from the Manitowoc Grove line of GMK all terrain cranes. "This upper works can give users very precise movements, spreading the weight over the boom to get the most benefit from the load chart. There are also two boom attachments available for it, giving it excellent reach.

"It is mounted on a carrier built at the Shady Grove factory in the US and that means we are able to ensure it meets virtually all necessary road regulations in North America, making it a very flexible crane," Olivas continues.

Jay Barth, Terex product marketing manager for truck cranes says the trend



LEFT: A Terex TC 40 L lifting a church spire

"You can expect all the new models introduced at ConExpo 2011 to feature stout capacities, to transport extremely efficiently, meet the most stringent safety requirements and be even easier to service," adds Curnutte.

Safety is another subject that goes hand-in-hand with modern crane design. "We always focus on safety and serviceability on any crane we develop. We were the first in the industry to pre-paint and changed our entire manufacturing process to accomplish this. We also use powder coated tubing, plated hardware and loomed wire harnesses that are chemical and UV resistant. Even little details like staggering hydraulic fittings so you can get a wrench on is a consideration during the development."

The manufacturer has also invested in a new boom fabrication facility, which was opened last year. "We've made the strategic decision here to basically in-source product. We've identified our manufacturing core strengths, which are building and machining structural weldments," says Curnutte. "We now have a state-of-the-art formed boom production facility. We have a new eight-stage boom painting system. We have a new boom assembly bay. We have a new assembly bay for large truck cranes, and we've added a new 5-axis gantry machining centre. We refer to it as the 'big mitz'. All of these improvements involve the addition of about 145,000 square feet of manufacturing floor space."

Blurring lines

As demonstrated by Manitowoc's TMS9000E, there has already been some blurring of the line between truck cranes and all terrains. The same is true



A Terex T340-1XL carrying out typical duties

for bigger cranes stretches beyond the USA. "Terex recognises this trend and will address this in upcoming months," says Barth. "There is a continual drive to increased efficiency in processes that utilise cranes. Often this means fewer lifts of heavier materials, such as building components, so there will be a continued trend to higher capacity cranes. The higher capacities also encounter road transport requirements that can be quite stringent. There are continual efforts to be compliant with road regulations as easily as possible for the crane operator."

Looking ahead

On higher capacity models, Curnutte at Link-Belt, promises "several" announcements at ConExpo 2011. Its most recent truck crane, the 140 US ton (120 tonne) HTC-3140 was introduced at ConExpo in 2008. Even then, at the height of the market, the model was designed as a heavy lift crane with comparatively low operating costs.

A World Leader. From The Ground Up.



Gold Lot – 260

The New 50155S.

Manitex leads the way once again with its new Taxi Crane 50155S. Engineered to maximize your investment, this new “S” model comes with 164’ tip height, with an option to increase the same to as much as 209’ with the basket attachment to the jib. A new addition to our lineup offering unmatched value and reliability, replacing traditional, more expensive solutions.

Call us today at **512-942-3000** or visit us online at **www.Manitex.com/ch12** to learn about our extensive line of products

UPTIME

When you buy a Manitex product, you're buying reliability and peace of mind. Our products are backed by UPTIME; our commitment to complete support of thousands of units lifting everyday around the globe.

Manitex
MOVING FORWARD FASTER

150 tonne capacity Zoomlion truck crane at the 2010 Bauma China exhibition

with boom trucks, as larger models are introduced that increasingly encroach on the work for lower capacity truck cranes.

"An interesting development is a shift to truck cranes mounted on commercially available chassis, rather than purpose-built single bodied units," comments Olivas, "If you look at the popularity of boom trucks, especially around the 50 tonne capacity range, we are seeing a strong increase in demand. Our own NBT50 and NBT55 cranes from the National Crane brand are both extremely popular."

Olivas continues, "Customers in the USA looking for a 50 tonne lifting solution are looking more towards the boom truck market rather than the traditional truck crane market. In Europe customers that would previously have purchased a two-axle all terrain crane are now looking more at truck cranes mounted on a commercial chassis as an alternative."

The popularity of the truck crane in developing markets is helped by its flexibility. For example, Olivas says the National Crane NBT45 will be targeted at new markets, like South America, where it can be mounted on locally sourced carriers.

Barth adds, "This flexibility sees different machines aimed at different world regions. For example, in markets that do not require CE compliance Terex offers the T 340-1, T 340-1 XL, T 560-1, T 780. These models are available with engines that are US EPA 2010 road compliant with ultra



low sulphur fuels and engines that are not US EPA compliant and do not require ultra low sulphur fuel."

World markets

With the market in South America on a major growth spurt, particularly Brazil, manufacturers are eager to be involved. For example, Tadano Group has set up a joint venture production, sales and service facility in Brazil with its local sales agent T.D.B. do Brazil Industria e Comercio Ltda. (TDB). "Controls on imports of finished truck cranes have been tightened in recent years, which has led the Tadano Group to seek out new approaches to its Brazilian business to achieve deeper market penetration," says a company spokesman.

The Brazil-based operation will include manufacturing capabilities. The plan is to import semi-finished cranes for full local assembly.

Tadano's experience of import duties in South America is shared by fellow overseas manufacturers. The same is true when it comes to other expanding markets, including China and India. Producers like Manitowoc, Terex and Tadano have sought to establish themselves in these markets as domestic manufacturers.

Visitors to the Terex stand at Bauma China in November 2010, will have noticed two new truck cranes aimed at the domestic market. The Toplift 30A and Toplift 100A are built in China under the Terex Changjiang joint venture.

"For Terex Cranes, China is a strategic market offering strong potential for the growth of our company," says Ken Lousberg, President, Terex China operations and business transformation.

New from Manitowoc was the 55 tonne



capacity GT55 DongYue truck crane, built at the company's joint venture factory in TaiAn. A 25 tonne capacity model from the joint venture was also shown.

BQ Tadano unveiled a prototype of a new 100 tonne truck crane. The GT-1000E will be on offer in China by the end of 2011. The new model extends the BQ line upwards from the existing 75 tonner. The 100 tonner has a six axle carrier and 48 m main boom in five sections. A 9 to 19 metre telescopic jib is fitted as standard. It uses the upper works from the 100 tonne capacity GA 1000, a Japan-only market all terrain. BQ Tadano designed the carrier and joint venture partner in China, JingCheng Heavy Industry, builds it.

High sales

It is easy to see why these manufacturers are attracted to China when you look at the overall sales figures. David Phillips, managing director at Off Highway Research, reports that the domestic mobile crane market increased by 50% in the first half of 2010. The sales figure of about 20,000 units was higher than the total for the whole of 2008, Phillips says. The total number of units sold in 2010 was more than 30,000 units. "The Chinese market for mobile cranes now accounts for over 70% of global sales."

Phillips forecasts that the market for mobile cranes under 30 tonnes will soon be saturated, which may mean a decline in sales but they will stay at a high level and demand for larger machines will continue to increase.

In terms of market share for mobile cranes the breakdown for truck and all terrain cranes, according to Zeng Guang'an, LiuGong president and vice chairman, is roughly 51% XCMG, 27% Zoomlion, 6% LiuGong, 5% Sany, followed by Changjiang (Terex), Dongyue (Manitowoc) and others.

Sun Jian Zhong at XCMG says that 95% of the truck cranes sold in China are below



A GT25-25 Manitowoc DongYue truck crane carrying out construction duties in China



70 tonnes capacity. Demand is increasing for larger ones. LiuGong will build truck cranes up to 130 tonnes capacity. "The truck crane is a priority. In 2009 we showed a 60 tonne truck crane. In 2010 we have the 100 tonne," Zeng says

In 2010 LiuGong built around 3,000 truck cranes. In 2011 Zeng forecasts that figure will rise to 5,000. Again, these machines will share characteristics with other new truck cranes the world over, with increased speed of operation and flexibility. "Most truck crane manufacturers use Rexroth and Kawasaki hydraulic systems but we use one from Bucher. It is more efficient so you can save a lot of energy. This system is especially good for speed and efficiency," adds Zeng.

The company also plans to build its own truck chassis for the international market. "If one was exported to Brazil on a Dong Feng chassis there is no dealer in Brazil. If it is on our carrier then we can provide all the service for it to the customer."



TRUCK CRANES

BQ Tadano showed a range of cranes at its Bauma China booth, including a prototype of a 100 tonne model for sale in China. It has a six axle carrier and 48 m boom

Heavy investment

The world's second biggest producer of truck cranes, Russia, is also looking at the international scene with interest. Like China, most manufacturers in Russia have traditionally aimed their products, reaching thousands of units each year, at the domestic market. This is thanks to plentiful demand and a comparatively low level of technology, meaning their wares are not so attractive in other countries, particularly in the west.

That is, however, changing. Russia's biggest manufacturer Avtokran is investing heavily in state-of-the-art manufacturing equipment. This will include a new production facility opening in the second quarter of 2011.

"New production techniques allow us to make booms made of fine steel and modern materials. Booms are becoming more progressive. Concerning new 2010 models, we have mastered the production of truck cranes with polygonal shaped booms. The lifting height of these trucks cranes has increased by 20 to 30%, while the load weight increased two-fold at the same time," explains Alexander Khnykin, general manager of Avtokran subsidiary Ivanovskaya Marka.

"Before, customers used cranes with lifting capacities up to 32 tonnes. Now, for the same operations, they need 25 tonne cranes. That's because the characteristics of present day 25 tonne Ivanovets cranes are very close to former 32 tonne machines. As a result customers save money," Khnykin says.

Lifting capacities have increased to 80 tonnes – once unheard of in Russia. "We now produce special 5-section booms. Before, there were none of these types of booms in Russian crane design," says Khnykin.

The first 80 tonne capacity truck crane in Russia was the KC-7474, launched in 2010 and mounted on a 4-axle BAZ chassis. It has a 40 m, 5-section boom plus a 15 m jib.

Looking to the future in Russia, Khnykin says there is strong demand for off-road truck cranes with 30 tonnes lifting capacity and more mounted on off-road chassis.

"The basic challenge is to speed up with the market," Khnykin adds. ■

The Grove TMS9000E uses the upper works of an all terrain crane mounted on a specially designed truck crane chassis



A full range of electric, diesel and hybrid mobile cranes capacities from 2 to 90 tons.



Via Piacenza, 45 – 29010
Calendasco (PC) – Italy
Ph +39 0523 762025 – 762004
Fax +39 0523 760531

info@valla.com
www.valla.com

WORLD POWER®

Lifting World's Future...

Denizli Asfaltlı Özel Kuşçuk-AYDHI
TURKEY

Tel: +90 256 371 29 33-34-35 (pbx)

Fax: +90 256 371 29 32



www.worldpower.com.tr

info@worldpower.com.tr

parts supply

WORLDWIDE BV

ALL PARTS FOR YOUR MOBILE AND CRAWLER CRANES

NEW, USED OR RECONDITIONED

INTERNATIONAL BRANDS

TEREX-DEMAG

LIEBHERR

MANITOWOC-GROVE

TADANO FAUN

CHINESE BRANDS

XCMG

ZOOMLION

SANY

FUSHUN

EUROPEAN HEADQUARTERS

PARTS SUPPLY WORLDWIDE B.V.

STEENOVENWEG 2 A

3417 XR MONTFOORT

THE NETHERLANDS

T 0031 (0)348 46 85 05

F 0031 (0)348 46 85 36

E INFO@PARTS-SUPPLY.NL

I WWW.PARTS-SUPPLY.NL

FAR EAST BRANCH OFFICE

PARTS SUPPLY WORLDWIDE B.V.

ROOM 205, 13TH BUILDING YUJIN-

GXUAN, AOSIBOEN PARK, JIANG-

NING DISTRICT, NANJING CITY,

JIANGSU PROVINCE, CHINA 211113

T 0086-25-5809-5426

F 0086-25-8621-4556

E INFOCHINA@PARTS-SUPPLY.NL

Emerging markets
are providing new
opportunities as the
industrial sector looks
to a positive 2011.

EUAN YOUNDALE reports

Moving ahead

The industrial crane sector is beginning to emerge from the worldwide economic crisis. Konecranes president and CEO Pekka Lundmark sums up the situation in the company's 2010 third quarter results. "The market situation is slowly improving, which is visible both in the number of enquiries and orders received. Most of the signs we are receiving from our customers are encouraging, but the current situation still calls for cautiousness."

Lundmark said it was particularly important that the company had been able to defend its sales margins in what he

describes as a fragmented industry, where there is still much overcapacity. "We are systematically entering new markets. In acquisitions our first priority are bolt-on acquisitions to either widen our service business presence, or to further improve our equipment business position especially in emerging markets."

In addition, Lundmark says the company is convinced that a consolidation of the industry is necessary. In September 2010 Konecranes approached Demag Cranes AG with a non-binding proposal to discuss possibilities of combining their businesses. "In our view such a combination would have a compelling industrial logic. Our approach was

genuinely friendly. However, the fact that we have not succeeded in entering into discussions with Demag and the steep increase in Demag's share price since our approach have reduced the likelihood of a potential combination."

Expansion

An example of its global outlook is Konecranes' acquisition of Chilean overhead crane manufacturer Gruas Koman Limitada, based in Santiago. The acquisition also includes the Peruvian start-up subsidiary, Koman Gruas Peru S.R.L. The companies specialize in providing overhead lifting products and maintenance services in Chile, Peru, and Bolivia. The company has an installed base of almost 500 cranes, a majority of these built using Konecranes' technology. "South America holds a great potential for the future growth of Konecranes," says

INSIDE MOBILES

When it comes to mobile industrial cranes, particularly pick-and-carry models, there is a move toward electric drives that meet strict indoor emission rules. For example, Italian manufacturer Ormig has launched the model 5.5tmE with 5.5 tonne lifting capacity at a 1 m outreach from the front plate.

Compact designs for internal work are also a significant trend in this field says Ormig. The 5.5tmE is 1.6 m long, 2 m high and has a 9 m boom maximum boom height. "It can easily access almost all confined spaces and hard-to-reach jobsites, assuring efficiency, safety and reliability," says a spokesman.

Kegiom lifting offers a range of other examples. The eight-year-old company has two new cranes that will be launched in 2011. One is the 5000 Cobra, a 5 tonne pick-and-carry crane with a 16 m boom and an hydraulic fly jib. Again, the crane has compact dimensions of 4,070 x 1,100 x 1,900 mm and it weighs 3.8 tonnes. It is operated using radio remote control.

The manufacturer's 1.5 tonne capacity 200E3 Spider compact crane will weigh 980 kg and have a 5.2 m boom. The 1 m jib can operate in three to three positions. Boom length is 8.10 m, available with an electric motor or a petrol engine.

The company reflects the growing requirement for mini cranes inside buildings and material handling. "A long boom can create manoeuvrability problem, so an excellent alternative can be found in mini cranes," says a company spokesman.



Tom Sothard, Konecranes Americas region senior vice president.

Konecranes also signed distribution and licence agreements with Kito to sell the Japanese manufacturer's manual hoisting products while Kito will sell wire rope hoists made by Konecranes.

In turn Kito has been targeting its expertise at another important growth market – India. The company agreed to purchase all shares of Armsel MHE Pvt. Ltd., a crane and hoist manufacturer, in India. Armsel has more than 400 client companies across India, with its head office in Bangalore. Steel making, oil and gas, infrastructure, mining and manufacturing are all application areas that are providing opportunities. With the help of Armsel, Kito plans to upgrade its facilities to provide complete crane systems to customers specifically targeting Japanese manufacturers that are establishing or expanding in the Indian market.

Partnerships

From inside India, ElectroMech, the country's largest manufacturer of industrial cranes, by volume, is looking outside its country's borders with a new partnership. "We are launching a new product at bC India in partnership with a world leader, which will be a first for the Indian market. We will divulge the details during a press meeting at the bC India International Trade Fair," says Tushar Mehendale, managing director.

STREET TRAINS

Two overhead cranes manufactured by Street Crane Company have been used at UK train manufacturer Bombardier's Derby for final assembly of the new Electrostar overground trains. "Bombardier's demanding brief required advanced factory cranes to ensure safe, continuous and flexible working in an intensive 24/7 production environment," explains Gus Zona, Street Crane sales director. Two identical cranes with 20 tonne safe working load were installed. Twin ZX series 10 tonne capacity hoists are fitted to both cranes, for maximum flexibility. The cranes can be used independently during the assembly of the carriages, but are designed for tandem operation when lifting and moving complete vehicle bodies.

All travel motions are under inverter control. This ensures safe acceleration and deceleration, good load stability and it allows precise low speed final placement, said the company. The cranes can transport loads at speeds of 40 metres per minute in long travel down the 180 m long workshop. Cross travel speeds of 20 metres per minute can be obtained and hoist speed is up to four metres a minute.

In addition, ElectroMech says it is planning to launch new products to strengthen its product line of gantry cranes, single and double girder cranes, plus the EX range of cranes, hoists, and light weight cranes. A strategic partnership with an international leader in rubber tyred gantry cranes is also in the pipeline, adds Mehendale.

There are now very few regions of the world off limits to Western crane manufacturers. Russia too has become more welcoming of products produced outside its borders and is looking increasingly viable as an investment prospect. Demag Cranes & Components, for example, a subsidiary of Demag Cranes AG, has supplied crane systems for a new John Deere production plant near Moscow.

It comprises 35 cranes, operating on two assembly lines. The project was managed by the Russian regional subsidiary of Demag Cranes & Components, which also co-ordinated the local steelwork and the assembly and erection.

John Deere will assemble large tractors, combine harvesters, backhoe loaders, wheel loaders, timber harvesters and forwarders in the 20,000 square metre factory. "Russia has excellent opportunities to become one of the world's largest food producers and a supplier of renewable commodities," says Alexi Kuznetov, John Deere operations manager in Russia. Thomas Hagen, Demag Cranes COO, added, "The contract further strengthens our position in the Russian market – one of the main markets where we are focusing our growth strategy."

Demag Cranes is also taking advantage of opportunities in South America. It has received an order from Caterpillar in Brazil to equip its new production facility with handling technology. The package covers 102 standard cranes to be integrated in the production lines for backhoe loaders and small wheeled loaders.

Thomas Hagen, emphasises, "This order from Caterpillar underlines our excellent foothold in the Latin American marketplace and, in particular, in Brazil. This region has tremendous potential and has been the backbone of our growth strategy in emerging markets."

In Würzburg, to the north west of Bavaria, Germany, Markewitsch Brothers lifted and transported two heavy industrial machines for metal fabrication company Kleinteil Schweisserei Schlichting, which was moving them out from its existing location. Space was a challenge, along with head height and low temperatures nearing -11 degrees centigrade. The machines were a 9 tonne Trumpf punching cnc machine and a nearly 7 tonne LVD bending machine. The lifts were also restricted by the head height at the factory door opening.



HIGHLIGHT

CeMAT2011
The world's leading fair for intralogistics

■ Industrial material handling exhibition
CeMAT will take place 2 – 6 May in Hanover, Germany. More than 35% of the visitors to the last CeMAT show in 2008 came from outside Germany, say organisers. For more information see www.cemat.de

The quality name

for the lifting- and wire rope industry



www.ropeblock.com



ROPEBLOCK



or visit us at:

ConExpo 2011 - Booth 317

in the Gold Lot

Ropeblock BV | P.O. Box 391 | 7570 AJ Oldenzaal | The Netherlands
T +31 (0)541 532 300 | F +31 (0)541 536 575 | E sales@ropeblock.com

maxilift

cranes
maxiliftcrane.com

cobra

service cranes
cobra-cranes.com

MAXISTAB

additional stabilizers
maxistab.com

ant

cranes
antcrane.com



Next Hydraulics®

Via Mediterraneo s.s. - 42022 BORETTO (RE) - ITALY
tel. +39.0522.963008 - fax. +39.0522.963039



info@maxiliftcrane.com

WE HELP YOU TO MAKE WORK LIGHTER.

Since 1922 we have been providing your work with a better chance. Hook-blocks, hooks, parts for lifting of goods, building constructions and every fitting required for heavy lifts.

Our products can be customized on client needs.

TAKE THE WEIGHT OFF, VISIT US ON
WWW.OFS1922.IT
AND HAVE A LOOK AT OUR ONLINE CATALOGUE.



O.F.S.

Makes your world handy.



silgardifrigerio.com

Samoter

(Verona 2-6/3/2011)

Visit us :

HALL 8 – STAND C1

Using six of its all terrain cranes Wagenborg assembled the two wooden bows, each weighing 120 tonnes, of a new motorway bridge over the A7 in the Netherlands



Lifting works at a second wooden bridge over highway A7 Sneek, the Netherlands was once again done by Dutch specialist Wagenborg Nedlift. ALEX DAHM reports

Take two

Eagle-eyed readers familiar with *IC* may notice something familiar about the load pictured in this story. You could be forgiven for thinking that we are reporting the same story twice. This, however, is a second wooden bridge, installed in 2010, that looks just like one installed in late 2008 and reported in *IC* March 2009, page 25.

Highway A7 in the Netherlands has been under construction for years. Back in 2008 a wooden bridge of remarkably striking design was placed across the highway. In late 2010 the assembly works for a new wooden bridge – the second one – took place.

The lifting work was done using six heavy mobile cranes. A pair of 200 tonners, one each 250 and 300 tonners and two 500 tonne capacity units worked in unison. Together they carefully placed the wooden bows, each weighing 120 tonnes, on the (also made of sustainable Accoya wood) bridge deck.

It was a precise piece of work where

Precise alignment was vital when assembling the sides of the bridge on its wooden deck

everything had to fit exactly, Wagenborg says. Key to success was for the crane operators to work as a team closely together. It resulted in a smooth lifting operation.

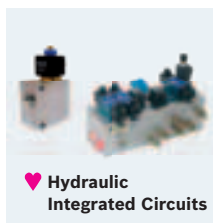
Following the bridge's assembly, it was time to install it over the motorway. During the night of 20 November, the complete bridge, weighing 320 tonnes, was placed onto its foundation using 192 wheels of self propelled modular transporter (SPMT).



THE WOOD

Accoya is produced from sustainably sourced softwood. It is treated so its ability to absorb water is greatly reduced, rendering the wood more dimensionally stable and, because it is no longer digestible, more durable. The treatment is acetylation, which is reacting the wood with acetic anhydride, (from acetic acid or vinegar when in its dilute form).

Accoya is claimed to match or exceed the durability, stability and beauty of tropical hardwood. It is used for a range of products, including windows, doors, decking, cladding and glulam structural beams. It is guaranteed for 50 years in exterior applications and 25 years when used in the ground.



I need
top quality components to make
top quality machines.

I choose
Bosch Rexroth and its
5 unbeatable aces.

Compact Hydraulics.

Bosch Rexroth Oil Control's five product technologies - Motion Control Valves, Cartridge Valves, Hydraulic Integrated Circuits, Compact Directional Valves, Compact Power Modules - offer the market the widest, most unique, range of compact hydraulic solutions available today. We provide the expertise and service required around the globe to develop high-performance machinery. With millions of field-proven installations, Bosch Rexroth Oil Control is your first choice in reliable and innovative compact hydraulic solutions.

The Drive & Control Company.

Bosch Rexroth Oil Control S.p.A.

sales@oilcontrol.com • Tel. +39 059 887 611 • Fax +39 059 547 848
www.oilcontrol.com

Visit us at: **SAMOTER, Verona - Italy**
2/6 March - Hall 8, Booth C7

Rexroth
Bosch Group

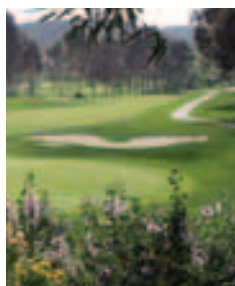
LIFTING YOUR BUSINESS

2011 ANNUAL CONFERENCE APRIL 12-16 HOTEL DEL CORONADO SAN DIEGO, CA

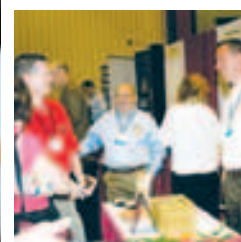
CARRYING YOU FORWARD



REGISTER ONLINE AT WWW.SCRANET.ORG/EVENTS



**BOOTHS NOW
AVAILABLE**



DON'T MISS *THE* INDUSTRY EVENT OF 2011

- **Speakers** with a wealth of knowledge and experience including a **top selling author**, a **Stanley cup champion** with 11 years NHL experience, a **recipient of the bronze star** for valor and part of the real-life shoot-out used as the basis for the movie "Blackhawk Down", and our own **risk management experts**.
- Get **company exposure** and make customer contacts at the conference. **Opportunities include:** Networking receptions, Fundraising Dinner, Closing Night Awards, Job of the Year Presentations, Committee Meetings, Golf and Tennis tournaments, 5k Run/Walk and a Products Fair with 70 Booths!

SCRA Specialized
Carriers
& Rigging
Association

Time for a rethink

Speaking as an observer and using his extensive mobile crane industry experience, SØREN JANSEN explains his belief that many crane rental companies are approaching a crossroad and need to take time out for a rethink

Having spent more than 30 years in the crane industry I have seen a lot of different ways of using a mobile crane. I believe that some crane rental companies are approaching a “crossroad” – a point where they need to rethink their operations, specifically, how they utilise their cranes.

I base this “time for a rethink” allegation on a number of recent developments that have taken place in the crane industry. One is the new rated capacity limiters. Another is the presence for many years – but still unnoticed by many crane owners and operators – of data loggers in mobile and knuckle boom cranes. Finally, there is the increased use of automatic weighing stations by transport authorities, on more and more roads, in more and more countries.

It should be noted that the EU public authorities behind the revision of the EN13000 standard specifically demanded that future crane safety systems had to be designed in such a manner and that deliberate disabling of the safety systems was no longer possible. They argued, that this happened way too often in the

past, and that disabling of the crane safety system had caused numerous accidents.

The days of deliberate abuse, or using a crane differently from the way mentioned in the crane manufacturer’s operations manual, are rapidly coming to an end after the introduction, on 1 May 2010, of the new rated capacity limiters as a requirement under EN13000. This is also the goal of the EU law makers, as mentioned above.

Rated capacity limiters have gone through significant development during the last 30 to 40 years, from an often unreliable LMI, to today’s very dependable crane safety systems.

Overload protection

In the past too many cranes were deliberately overloaded, either because the operator did not trust the LMI or, simply, because he believed that he had a crane that was much stronger than it appeared to be in the lifting chart. Deliberate overloading of cranes was common practice in the past. It may still be the situation in some companies. Accident reports reinforce this allegation.



In my part-time capacity as an insurance investigator I still, all too often, meet operators who intentionally have disabled part of, or the entire, safety system on a crane. A number of different reasons are given, for example, wanting to “help” the customer while not realising that all actions, or lack of same, are stored in the data logger of today’s modern cranes.

When there is an accident most insurance companies today request a print-out from the data logger. More and more crane manufacturers are likewise also requesting print outs from the data logger when warranty claims are submitted.

It is the combination of the new rated capacity limiters and the data loggers, not to mention the automatic weighing stations, that precipitates my suggestion that many crane owners now are approaching, or have already arrived at, a crossroad, from where they have to rethink the way that they use their cranes in the future.

On a final note, crane owners are not “helping” their customers when they overload a crane. After an accident no customer will come to the rescue of the unlucky crane owner or operator. ■

THE EN13000:2010 AMENDMENT

Mobile cranes delivered new in Europe since 1 May 2010 have changes to the operator’s controls as a result of the 2010 amendment to the EN13000:2004 standard.

The amended European Standard in the Cranes and Lifting Equipment – Mobile Cranes category, EN 13000:2010, applies to all mobile cranes put onto the European market. Mobile cranes not delivered to the European market, without CE marking, will not be affected and the existing solution still applies.

Changes to comply with EN13000:2010 are as follows:

- The override key must be outside of the operator’s cabin.
- Deadlocks can be overcome by a push button in the operator’s cabin that releases some further load capacity at reduced speed.
- When the override key is activated, the speed of movement is reduced.
- All activation of the push button and override key, leading to loading condition in excess of the rated capacity, is recorded by a data logger.

Work is continuing with the European manufacturers’ federation, FEM, and worldwide user organisations, including Crane Industry Council of Australia, European Association of Heavy Haulage, Transport and Mobile Cranes and Specialized Carriers and Rigging Association, to develop one solution for application worldwide, taking into account comments given to the amendment, according to FEM.

BICES 2011

11th Beijing International Construction Machinery
Exhibition & Seminar

Shift to China, Lift the Green World

October 18-21, 2011

Jiuhua International Exhibition Center, Beijing, China

1,200
Exhibitors
100,000
Visitors
200,000 Sqm
Show Space

Organizers:

China Construction Machinery Association

China Construction Machinery Co., Ltd.

CCPIT Machinery Sub-council

International Partner:

Association of Equipment Manufacturers (AEM)

China - Beijing International
Commercial Vehicles Exhibition

INDEX 2011



Tel: 86 10 52220948 52220922 Fax: 86 10 52220900 info@e-bices.org www.e-bices.org

SPECIALIZED TRANSPORTATION SYMPOSIUM—MARCH 2-4, 2011

EXHIBIT
CENTER
NOW
SELLING
MARCH 2 & 3

*Join Us
in Indianapolis*

SESSION TOPICS INCLUDE:

- Utilization of Technology in Risk Management
- Load Securement—An Essential Element of Safety
- Juggling Elephants
- Trailer Technology Advancements and Innovations

Visit www.scranet.org/events to register online or call (703) 698-0291 for more information.



Specialized
Carriers
& Rigging
Association

The Westin Indianapolis • Indianapolis, Indiana

COMMENT

Joel M Dandrea

Career prospects



Companies want to be certain that the economy is growing vigorously before committing to new hiring.

The economy, however, is unlikely to flourish until consumer demand picks up and that will not happen until unemployment falls.

A complicating factor: as price increasingly influences demand for products, companies may shift production to low-cost countries to attain the lowest possible production costs. An article in the 17-23 January issue of *Bloomberg Businessweek* illustrated this concept by examining how Hope Global, an auto-parts manufacturer, uses workers at its Rhode Island plant in the United States, who earn US\$11 per hour, to produce the basic material for SUV cargo nets, then send that to a plant in Leon, Mexico, where workers making about US\$3 an hour hand-weave the finishing touches.

"People ask me how I maintain an American company," said Cheryl Merchant, Hope Global CEO. "We're not doing it with a wall around ourselves, We're doing it by being global."

The tendency to export work to low-cost producers helps explain why job prospects continue to be robust across the Asia Pacific region. Chinese and Indian employers report the most optimistic hiring intentions globally, according to results from Manpower Inc.'s first quarter 2011 global Manpower Employment Outlook Survey. But as companies become more convinced that the economic recovery is real, hiring expectations are becoming more widespread.

The Manpower Survey showed an improvement in hiring expectations from 12 months ago in 28 of 39 countries and territories surveyed, including the G7 countries of Canada, France, Germany, Italy, Japan, the United Kingdom and the United States. Despite continued mixed results across Europe, German employers report their strongest hiring plans since early 2008, and the unemployment rate is at its lowest in 18 years. Engineers and financial professionals continue to be in high

demand in Germany.

Hiring intentions among US employers, meanwhile, remain modest but signal the most optimistic first-quarter outlook in three years. Across the 10 countries surveyed in the Americas region, forecasts from employers are stronger in comparison to the first quarter of 2010 in all countries except Guatemala and mixed compared to three months ago. All countries in the region, however, should experience generally positive hiring activity in the quarter ahead.

Employers in Greece, Czech Republic, Austria, Ireland, Spain and Romania report the weakest and only negative forecasts globally.

At SC&RA, we have opened a new Career Center on our website to assist our member companies as the economy improves and competition intensifies for qualified personnel. With this new tool employers and recruiters can access the most qualified talent pool with relevant work experience to fulfil staffing needs.

It makes sense for us to make the match between our members and individuals looking for employment in our industry. We believe we can begin to attract some of the best and brightest employees from other industries.

Employers can use the online Career Center to target their recruiting and reach qualified candidates quickly and easily. They can begin posting job openings the day they complete the registration form. It only takes job applicants a few minutes to create an account to apply for jobs. Job seekers may also post a searchable resumé at no charge.

Building a successful Career Center will not happen overnight. But as more and more employers and job seekers use it, we fully expect its value to increase. See for yourself at <http://careers.scranet.org>

The Career Center is one of a number of valuable new features we will be adding to our website. ■

WHO'S WHO

SPECIALIZED CARRIERS & RIGGING ASSOCIATION

EXECUTIVE VICE PRESIDENT

Joel M Dandrea
2750 Prosperity Avenue, Suite 620,
Fairfax, Virginia, 22031-4312, USA
Tel: +1 (703) 698 0291
Fax: +1 (703) 698 0297
www.scranet.org

CHAIRMAN

Paul LeFebvre
LeFebvre & Sons, Inc.,
Elk River, MN, USA

PRESIDENT

William Stramer
Link-Belt Construction
Equipment, Lexington, KY

VICE PRESIDENT

David Lowry
Bennett International Group,
McDonough, GA

TREASURER

Bill Keen
Keen Transport,
New Kingston, PA

ASSISTANT TREASURER

Michael Battaini
Sheedy Drayage,
San Francisco, CA

ALLIED INDUSTRIES GROUP CHAIRMAN

Harry Fry
Harry Fry & Associates,
West Newbury, MA

CRANE & RIGGING GROUP CHAIRMAN

Frank Bardonaro
AmQuip,
Philadelphia, PA

LADIES GROUP CHAIRWOMAN

Patty McTyre
McTyre Trucking,
Orlando, FL

TRANSPORTATION GROUP CHAIRMAN

Gary Stang
Anderson Trucking Service,
St. Cloud, MN

SC&R FOUNDATION OFFICERS

PRESIDENT

Toni Sabia, Transport System and
Products, Inc.

VICE PRESIDENT

Earl Johnson, Southern Crane

TREASURER

George Young, George Young Group

**THE UNIQUE ITALIAN EVENT FOR THE LIFTING
AND HEAVY TRANSPORTS INDUSTRY**

3rd Edition

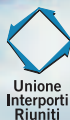
GIS

**Italian
Cranes & Access
and Heavy Transport
Show**

**Piacenza, Italy
27th - 29th May 2011**

www.fieragis.it

Supported by:



Head Offices and Exhibition Centre



PIACENZAEXPO
www.piacenzaexpo.it



YOU KNOW
FALLS FROM HEIGHT
ARE THE MOST
COMMON CAUSE OF
INDUSTRIAL ACCIDENTS.

YOU KNOW
YOU HAVE A DUTY TO
PROTECT YOUR TEAM.
BUT MAYBE YOU
DIDN'T KNOW HOW...

**NOW
YOU KNOW.**

The TRAM system is designed
for use on all crane types –
telescopic or lattice boom,
gantry or tower – and most
other construction machinery.

TRAM
FALL PROTECTION
SYSTEMS



For inquiries anywhere in the world:
Email hq@standfastusa.com
Call +1 877 850 TRAM (8726)

STANDFAST
THE SAFETY CORPORATION
www.standfastusa.com

**Your partner for
special wire ropes**



**Hoisting Ropes
Trolley Ropes
Pendant Ropes
Assembly Ropes
Boom Hoist
Ropes
Pipe Handling
Ropes**

**Please get in
contact with us!**

Tower crane wire ropes for:

**Liebherr
Wolffkran
Potain
Terex-Peiner
Cadillon**

**PKZ
Conducta
Arcomet
Ferro
Terex-Comedil**

www.carlstahl.com



Lift your business

SC&RA's Annual Conference is again set to offer a wealth of information sharing and networking opportunities. Terry White reports

The 2011 Annual Conference of the Specialized Carriers & Rigging Association pledges to assist attendees in "Lifting Your Business – Carrying You Forward." SC&RA plans to accomplish that during the Annual Conference, 12-16 April at the Hotel del Coronado, San Diego, California USA, through a programme that includes more than 50 sessions for education, networking, industry and business development.

The Annual Conference is expected to attract more than 600 attendees from all facets of the industry around the world. They will be educated and entertained during special sessions by an impressive lineup of world-renowned speakers and top industry experts.

Opening session speaker Steve Farber will draw from his latest book, Greater

than Yourself: The Ultimate Lesson in Leadership, a Wall Street Journal and USA Today bestseller. With his powerful three-step approach, he will reveal how any organisation can achieve explosive results by encouraging every leader and employee to take on a "greater than yourself" relationships for personal growth and productivity.

A panel of experts from NBIS, SC&RA's exclusively endorsed property and casualty insurance partner, will discuss issues and concerns regarding enforcement of crane and rigging or heavy transport contracts in today's economy. Speakers include Robert Moore, chief legal officer; Bill Smith, executive vice president, claims and risk management; John Schoppert, loss control manager; and Kate Lasky, associate corporate attorney.

In her presentation, The 8 Essential Elements of Human Synergy, Robyn Benincasa will explain how to build world-class teams and highlight the skills necessary for dynamic role-shifting and true teamwork. Her accomplishments as a world champion adventure racer, San Diego Firefighter, founder of World Class Teams and its Sister company, Flashover Seminars, have been featured on television shows that include Today and Dateline NBC and magazines such as Vogue, Sports Illustrated, Harpers Bazaar and Outside.

Bill Clement's 11 years in the National Hockey League, leading to two Stanley Cup Championships, taught him that, regardless of job title or positions, everyone can be a powerful leader, especially in the Red Zones – the times of adversity. He will explain the key steps to maximising contributions from colleagues who may see themselves only as minor players and share his insights on unifying an entire organisation while disabling the number one enemy of personal success – fear.

During his Train as You Fight – Fight as You Train presentation, former U.S. Army Ranger Keni Thomas, recipient of the Bronze Star for Valor, will stress the importance of leadership, teamwork and training as vital steps to success in battle and in life. At the heart of his presentation is his experience during the Battle of Mogadishu in Somalia, featured in the book and movie "Black Hawk Down." He was a consultant for the movie.

Unless otherwise noted, dozens of committee meetings are open to all Annual Conference attendees. These meetings offer international members an outstanding opportunity to learn about the most important issues facing their North American counterparts and how SC&RA is working to make a difference.

Attendees will be further educated at

>



**PICK and
CARRY**



ORMIG S.p.A. PIAZZALE ORMIG
P.O. BOX 63 - 15076 OVADA (AL) ITALY
TEL. (+39) 0143.80051 r.a. - FAX (+39) 0143.86568
E-mail: mktg@ormigspa.com - sales@ormigspa.com
www.ormig.com - www.pickandcarry.com



FAYMONVILLE 
TRAILERS TO THE **MAX**



**RELIABLE
PROGRESS**

With heavy haulage systems and specialist trailers from Faymonville you will experience innovative techniques which will help you to solve all transport movements in a secure, quick and safe way.



Specialized Carriers & Rigging Association
ANNUAL CONFERENCE

**Meet us @ our info booth
12.-16.04.2011 - San Diego**

**TRAILERS
TO THE MAX**

FAYMONVILLE DISTRIBUTION AG

Duerrenstrass 19 | L-9990 WEISWAMPACH

T: +352 26 90 04 155 | F: +352 26 90 04 425 | sales@faymonville.com

www.faymonville.com



the Products Fair's 70 booths. For three hours the industry's top suppliers of products and services will be on hand to discuss fairgoers' needs.

Reception

International members are also encouraged to attend social and networking functions. Of particular importance is the International Members Reception, which draws members from all over the world. Later that evening, SC&RA members Alvaro Rodriguez and Eddy Kitchen will perform favourite tunes on their acoustic guitars during another informal reception.

For members who have never attended an SC&RA Annual Conference, the First-Timers Reception offers an opportunity to meet the association's officers and staff, connect with other first-time attendees and receive first-hand information on how to get involved.

Still another networking opportunity is the President's Reception. Bill Stramer and his wife Susan hope to welcome all attendees and registered spouses on the Windsor Lawn.

The fun continues at this year's SC&R Foundation Gala, the Good Vibrations Beach Party. The OC Beach Band will perform classic Beach Boys tunes. The Gala also will feature food, gaming tables and dancing. Proceeds from the Gala go to the SC&R Foundation to help support industry research and scholarships.

Many of the best networking opportunities traditionally occur during sporting events. SC&RA has reserved the exclusive Del Mar Country Club for the golf tournament. Designed by Joseph Lee, the course embraces the area's natural beauty and terrain, offering breathtaking vistas and abundant native flora and fauna. Five sets of tees make the impeccably maintained course playable for the

average golfer, yet still challenging for the more advanced.

While the golf tournament is underway, others will head off to the Coronado Tennis Center. The tennis competition begins with a warm-up clinic, followed by a round-robin style tournament for attendees of all levels. Still another popular event is the 3 mile/1.5 mile fun run/walk for the benefit of the National Commission for the Certification of Crane Operators.

Job of the Year

The spirit of friendly competition also extends to the professional arena during the Annual Conference. Judging takes place for the prestigious Job of the Year Competitions for Rigging and Hauling during special sessions, and winners receive their award during the Closing Night Awards and Recognition Dinner. Many of the winning entries come from outside the United States. The winners are publicised heavily through this magazine and sister publication, *American Cranes & Transport*, as well as other industry publications.

This year SC&RA's first Environmental Award will be presented during the Annual Conference to a company that has made outstanding contributions to environmental protection. This award will be presented for the first time in 2011. International members are eligible.

The deadline to submit entries for these and other SC&RA Annual Awards is 15 March.

Visit the Annual Conference web page at www.scranet.org/2011-annual-conference to review the programme, learn more about the hotel, register for the conference and various events as an attendee or exhibitor. Information is also available by calling SC&RA at +1 (703) 698-0291.

autec
safety remote control

CONEXPO 2011
Las Vegas 22-26 March
South Hall level 1 - booth S-12440



*"A ship in port is safe,
but that is not what ships are built for"*
Grace Murray Hopper

Keep your cranes working for you - safely...
Autec:
state of the art in safety remote control



www.autecafety.com



company certified since 1995

2011 مؤتمر الشرق الأوسط للرافعات والنقل CRANES and TRANSPORT Middle East

Sept 13-14, Abu Dhabi

The conference will address the critical issues facing users and manufacturers doing business in the Middle East. Delegates will hear of the latest technical and legislative developments

Alex Dahm, Editor *International Cranes and Specialized Transport*

Organised & created by

INTERNATIONAL
cranes
AND SPECIALIZED TRANSPORT

AMERICAN CRANES & TRANSPORT
ACT

khl
EVENTS

A top level two day conference and networking dinner to address the key issues facing end users and manufacturers doing business in the crane and transport industries in the Middle East.



GOLD SPONSOR



CONTACTS

SPONSORSHIP OPPORTUNITIES:

John Austin
Tel: +44 (0)1892 786220
e-mail: john.austin@khl.com

EVENT INFORMATION:

Graham Anderson
Tel: +44 (0)1865 318123
e-mail: graham.anderson@khl.com

REGISTRATION INFORMATION:

Katy Storvik
Tel: +44 (0)1892 786201
e-mail: kathy.storvik@khl.com



Further information is available at www.khl.com/catme

High temperature control

Magnetek has re-rated two of its adjustable frequency crane control systems for use in high temperature environments.

The company's Impulse G+ and VG+ Series 3 controls can now work to an increased ambient temperature rating of 60 °C.

"Due to customer desire to use our proven Impulse Series 3 drives in severe environments such as steel mills and power plants, we conducted rigorous testing," said Aaron Kureck, Magnetek product and development manager.

■ For more information see www.magnetekmh.com



LIFE SAVING

Service technicians are frequently required to enter restricted and confined areas or even the interior of a machine to reach all affected components. To eliminate dangers, HBC-radiomatic has developed a special two-step enable button, part of a new series of new customer-specific radio control systems. Service technicians carry the radio control along with them during work and thereby have exclusive access to the machine functions. The enable button on the control offers additional protection. To be able to forward any control commands at all, the technician must first press and hold the button on the first step. Only then are the other operating elements on the control switched to active. If he releases the button or should press the second step as a result of cramping in a panic situation, all movements of the machine are stopped immediately. In this way, the technician is protected from dangerous, unintended movements of the machine if should they lose consciousness or lose control.

■ For more information see www.hbc-radiomatic.com



FUTURE-PROOF TRANSMITTING

Ikusi has launched the i-Kontrol transmitter. Its main advantage, says the company, is the ability to update it as new hardware and software is developed. Ikusi says the transmitter, used with the TM70 series, also offers more features than the series' current console. They include better ergonomics with a more compact design and new anti-slip handles and top display. EEPROM is externally extractable from the transmitter, which allows rapid replacement of a faulty transmitter with a spare. There is an LCD option with compact screen, a scope limitation function and multiple information feedback. Among other options is the possibility of incorporating side pushbuttons to allow manoeuvring using both hands simultaneously.

■ For more information see www.ikusi.co.uk

Covering new ground

Columbus McKinnon Corporation has launched a wire rope hoist series in the 25 to 50 tonne capacity range. The Yale Global Max HC is a double-girder type with a range of features that set it apart from that category, the manufacturer said.

The series has an external hoist motor designed to optimise cooling and maximise accessibility. The remote mounting of the hoist motor

and brake prevents heat transfer in either direction, and allows for easy maintenance. The hoists also have a sealed, fully enclosed, pressure-tested gearbox with the gears submerged in oil for maximum protection. The hoist's unique, fully enclosed free loop guide is designed to specifically eliminate slack rope during operation, added Columbus McKinnon.

Optional features include a mechanical over-speed device, a block operated limit switch, and twin ropes for dual motor hoists.

■ For more information see www.cmworks.com





THE LEARNING STARTS NOW



MARCH 22-26
LAS VEGAS USA

Put down this magazine and turn on your computer for some free industry webcasts. They're crammed with practical information you can use right now. It makes waiting for the sunny days of CONEXPO-CON/AGG 2011 a little easier.

Free webcasts valued at \$70 each!

Concrete Always Cracks

Prevent your customers' callbacks by eliminating this recurring problem.

Project Management Fundamentals

Become a better project manager by improving your project management skills.

Best Practices for Fleet Management

Save 2% to 5% in your fleet maintenance budget with these efficiencies.

Paydirt: Mass Excavating Alternatives for Mass Profit

Choose the right equipment to increase your profits.

Register to view anytime at:

<http://www.conexpoconagg.com/intlv>

© 2010 Association of Equipment Manufacturers



EVENTS DIARY

SC&RA SPECIALIZED
TRANSPORTATION
SYMPOSIUM

2 - 4 March 2011
Indiana, USA
www.scranet.org

SAMOTER 2011

2 - 6 March 2011
Verona, Italy
www.samoter.com

HEAVY CARGO
& EQUIPMENT
INTERNATIONAL

16 - 17 March 2011
Venetian, Macao
www.heavyintl.com

CONEXPO-CON/AGG

22 - 26 March 2011
Las Vegas, USA
www.conexpoconagg.com

INTERMAT MIDDLE EAST

28 - 30 March 2011
Abu Dhabi
www.intermat.fr

SMOPYC 2011

5 - 9 April 2011
Zaragoza, Spain
www.smopyc.es

SC&RA ANNUAL
CONFERENCE

12 - 16 April 2011
California, USA
www.scranet.org

CEMAT 2011

2 - 6 May 2011
Hannover, Germany
www.cemat.de

INTERNATIONAL
TOWER CRANES 2011

12 May 2011
London, UK
www.khl.com/itc

CTT / CONEXPO RUSSIA

31 May - 4 June 2011
Moscow, Russia
www.conexporussia.com

ESTA AWARDS DINNER

7 June 2011
Amsterdam, the Netherlands
www.khl.com/events

INTERNATIONAL RENTAL
EXHIBITION (IRE)

7 - 9 June 2011
Amsterdam, the Netherlands
www.IREshow.com

Picture of the month

This five tonne capacity Avtokran K-51 truck crane has permanent residency at the Russian manufacturer's plant in Ivanovo. It was the first model to be manufactured at the factory when it began operation in 1958. This particular crane worked in Siberia for 30 years without any repairs, says the company.



PEOPLE NEWS



■ GILBERTO FERREIRA has been appointed director of EnCore Americas, Manitowoc Crane Care's

remanufacturing programme. He will report to SCOTT KECKLER, the newly appointed vice president of Manitowoc Crane Care for the Americas. Ferreira joined Manitowoc in 1997, and has been based in Sao Paulo, Brazil since 2007. He has held a number of positions at the company, most recently as the director of Manitowoc Crane

Care in Latin America.



■ JOHN WESSEL has joined the Florida Crane

Owners Council, Inc. (FCOC) as managing director. Wessel will also hold a position on the FCOC executive committee board. Wessel will be responsible for expanding various FCOC membership categories in his role as managing director, including establishing association meeting agendas with guest speakers and introducing and promoting industry topics of concern with Florida's State Legislator and F-DOT.

■ CHARLES SNYDER has joined AmQuip Crane Rental LLC in the USA as its new president and chief executive



officer. Snyder also joined AmQuip's board of managers. Most recently Snyder was executive vice president of fleet operations at Sunbelt Rentals, Inc.

"Charles is a seasoned executive with over 35 years of domestic and international experience covering all aspects of equipment sales, rentals, product support, logistics and general management," said RICHARD BARD, chair of AmQuip's board of managers.

■ Two people have joined the sales team at Liebherr Nenzing Crane Co., the Liebherr subsidiary responsible for sales and service in the USA of

crawler cranes, piling rigs and special foundation machines manufactured at Liebherr's Nenzing factory in Austria.

STEVE WHISENHUNT has joined as vice president, sales - Western States.

Whisenhunt has been in the crane business for 24 years, 15 of them at Coast Crane Co. in California.

MATT LISTRO has joined as vice president, sales - Northeastern States. Listro has been in the equipment business for 18 years and spent the last 14 years selling cranes.

Both will report to Scott Moreland, vice president, sales.



■ 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.

NEW
LAUNCH
FROM KHL

The must attend event for all those in the tower crane industry

INTERNATIONAL ITC TOWER CRANES 2011

May 12,
Grange St Paul's Hotel
London

BOOK YOUR
PLACE NOW!

www.khl.com/itc

A top level one day conference
and networking dinner to debate
the critical issues affecting the
tower crane industry worldwide

PROGRAMME EXCLUSIVE

Exclusive launch of new best practice guidelines on the
climbing – or jumping – of tower cranes from the UK's
respected CPA

PLUS

Tower crane management on site; EN14439 update; the
USA approach to certification; learning from the past to
improve safety; the latest tower crane technologies; the view
from China; and much more.

For the full programme see our web site

contacts

BOOKING AND REGISTRATION

Katy Storvik
Tel +44 (0)1892 786201
e-mail: katy.storvik@khl.com

SPONSORSHIP

John Austin
Tel: +44 (0)1892 786220
e-mail: john.austin@khl.com

Organised & created by

INTERNATIONAL
cranes
AND SPECIALIZED TRANSPORT

khl
EVENTS

GOLD SPONSORS

LIEBHERR

 **TEREX**

WOLFFKRAN



SUPPORTER

 **Morrow**
Engineering Co. Ltd.



www.khl.com/itc

SUBSCRIPTION FORM

THE ONLY WAY TO GUARANTEE YOUR REGULAR COPY

Subscribe NOW and receive the following:

✓ **FREE CD ROM GIFT** - *The KHL digital magazine archive*
- valued at **US\$95.00**

All KHL's magazines and directories produced in a calendar year on one searchable CD

✓ **FREE GIFT** - **WORLD CRANE GUIDE**
- valued at **US\$50.00**

The most comprehensive crane reference guide in the world

✓ **FREE GIFT** - **CLASSIC CONSTRUCTION SERIES BOOK** - valued at **US\$69.50**

Choose one of four books from KHL's *Classic Construction Series*

✓ **AIRMAIL DELIVERY**

Paper copy delivered direct to your desk

✓ **DIGITAL ISSUE**

Direct to your computer on the day of publication

✓ **MONEY BACK GUARANTEE**

All subscriptions are payable in advance and all rates include postage and packaging. It is the policy of KHL Group that issues will be sent on receipt of payment. Subscribers are requested to send payment with their order whenever possible. Subscriptions can be ordered throughout the duration of the year. Backdated subscription orders are accepted. Cancellations are accepted and refunded against the unfulfilled order.



FREE GIFTS worth over US\$200

INTERNATIONAL
cranes
AND SPECIALIZED TRANSPORT

1 YEAR SUBSCRIPTION
plus **FREE GIFTS PACK**

£175 - US\$320 - €230

2 YEAR SUBSCRIPTION
plus **FREE GIFTS PACK**

£280 - US\$510 - €375

SAVE 10%

3 YEAR SUBSCRIPTION
plus **FREE GIFTS PACK**

£380 - US\$700 - €500

SAVE 15%

ACT TODAY! SUBSCRIBE IN ONE OF THREE WAYS

❶ **FAX BACK: +44 (0)1892 784086**

❷ **POST TO: KHL GROUP LLP, Southfields, Southview Road, Wadhurst, East Sussex, TN5 6TP**

❸ **CONTACT: JAMES MOSCICKI ON +44 (0)1892 786229 OR james.moscicki@khl.com**

I would like to subscribe to *International Cranes*

☐ **1 year £175 - US\$320 - €230**

☐ **2 year £280 - US\$510 - €375**

☐ **3 year £380 - US\$700 - €500**

Subscriber No:

Subscription Status:

Please use block capitals and black ink

Title: Mr/Mrs/Miss Other: _____

First name: _____

Surname: _____

Position: _____

Company: _____

Address: _____

Postcode/Zip: _____

Country: _____

Tel: _____

Fax: _____

E-mail: _____

Website: _____

✓ **FREE GIFT** - **KHL digital magazine archive** - available on CD-ROM

✓ **FREE GIFT** - **World Crane Guide**

Please choose one of the following **FREE** books from KHL's *Classic Construction Series*

☐ **500 years of Earthmoving**

☐ **The History of Cranes**

☐ **The History of Roadbuilding Equipment**

☐ **The Top 10 Construction Achievements of the 20th Century**

PAYMENT DETAILS Please mark boxes with a tick for preferred subscription and payment method.

CHEQUE

☐ I enclose a cheque made payable to KHLI Services

CREDIT/DEBIT CARD

☐ Please charge my card

Credit card orders are billed in UK Pound Sterling. Therefore the price you pay is subject to exchange rate fluctuations as determined by your card issuer

VISA/AMEX/MASTERCARD/DINER/SWITCH/DELTA

Card No: _____

Expiry Date: _____

3 Digit Security Code: _____

the last 3 digits on the reverse of your card

Signature: _____

☐ Please invoice me

☐ Please invoice my company

BANK TRANSFER

Customers who wish to pay by Bank Transfer should use the following account details:

NatWest,
1 St. James Sq, Wadhurst,
East Sussex TN5 6BH, United Kingdom

Account: KHL Group LLP - Subscriptions

Sort Code: 60-22-15

BIC/Swift: NWBKGB2L

£ a/c no: 65529189 IBAN: GB41NWBK60221565529189

€ a/c no: 68509871 IBAN: GB04NWBK60720468509871

\$ a/c no: 68509898 IBAN: GB51NWBK60730168509898

VAT Number: GB725177334

Customers using bank transfers are requested to quote a subscriber number or company



khl
GROUP




ACA-CRANES GmbH
WORLDWIDE PURCHASE, SELLING & PROCUREMENT / GERMANY

Tel.: +49 (0) 8252 70553 10 - Fax: +49 (0) 8252 70553 11
sales@aca-crane.com

 PPM ATT 350 35 t YOM 1999	 Liebherr LTM 1050-1 50 t YOM 1995	 Krupp KMK 4080 80 t YOM 1992
 Liebherr LTM 1090-2 90 t YOM 2000	 Liebherr LTM 1090-4.1 90 t YOM 2006	 Liebherr LTM 1100-2 100 t YOM 2001
 Demag AC 100 100 t YOM 2001	 ACA-CRANES Demag AC 335 130 t YOM 1989	 Liebherr LTM 1160-2 160 t YOM 1997
 Liebherr LTM 1160-5.1 160 t YOM 2007	 Grove GMK 6180 180 t YOM 1996	 Liebherr LTM 1300-1 300 t YOM 2000

www.aca-crane.com



LIFT - N - LOCK®

Lift and move heavy loads safely and conveniently with **J&R Engineering** hydraulic boom gantries as detailed in this brochure. The exclusive **LIFT-N-LOCK®** feature holds up the load in the event the lift cylinder loses pressure. Other exclusive patented safety features include Stabilizer bars, Octagon booms, Load sensing, Digital height indicating system and Oscillating header plates. Field proven models up to 1800 ton capacity and lift heights up to 100 feet. Crawler mounted gantries up to 700 ton capacity and other specialized lifting and transportation equipment available.

Tel: +1 (262) 363-9660
Fax: +1 (262) 363-9620

E-mail: jreng@execpc.com
Web Site: www.jrengco.com



VAN DER HILST INTERNATIONAL B.V.
INTERNATIONAL CRANE AND EQUIPMENT DEALERS, SPARE PARTS, CRANE RENTALS

WE WOULD LIKE TO TAKE THE OPPORTUNITY TO INTRODUCE OURSELVES AS BEING INTERNATIONAL DEALERS OF...

- ALL TERRAIN CRANES
- CRAWLER CRANES
- ROUGH TERRAIN CRANES
- CRANE HIRE
- SPARE PARTS

TEL : +31 38 3762856
FAX : +31 38 3764665
EMAIL: INFO@HILSTCRANES.NL

www.hilstcranes.com

PLEASE OFFER YOUR USED MOBILE CRANES FOR SALE

FOR SALE

ALL TERRAIN CRANES

Liebherr

30T	LTM 1030-2	2003
30T	LTM 1030-2	1997
30T	LTM 1030-2	1997
40T	LTM 1040	1991
60T	LTM 1060-2	2003
60T	LTM 1060-2	2000
90T	LTM 1090-2	2000
90T	LTM 1090-2	2000
90T	LTM 1090	1991

Grove

50T	GMK 3050	1998
50T	GMK 3050	1999
55T	GMK 3055	2005

Faun

60T	ATF 60-4	1999
2 x	RTF 40-3	1995

Demag

35T	AC 35	2003
35T	AC 35	2002

PPM

35T	ATT400	1997
35T	ATT400	1999

ROUGH TERRAIN

Grove

35T	635C	1998
35T	635C	1998



Van Schaften Trucks B.V.
Polderweg 74
3125 KE
Schiedam
Holland

Telephone: +31 (0)10 4157488
Mobile: +31 (0)65 3246922
Fax: +31 (0)10 4624902
Email: johan@trucks-r-us.eu
Web: www.trucks-r-us.eu

www.orldaco.com
http://extern.orldaco.com/CR-EN

**Vision is
our mission**

**Crane
Camera
Solutions**

Meet Orlaco at the CONEXPO:
March 22-26, 2011
Stand 30502

Hilton Pavilion
The Las Vegas Convention Center, USA



ORLACO
Specialised Camera Solutions

Europe HQ
☎ +31 342 404 555
info@orldaco.nl

North America HQ
☎ +1 877 378 3434
k.horner@orldaco.com



Specialized Carriers
& Rigging Association



Your Eyes in the Sky Authorized Dealer
Call us Today for a quote 1-800-342-7575

EISELE
AG

CRANE & ENGINEERING GROUP

CRANES FROM 30 t - 1200 t

WORKING PLATFORM LEASING

HEAVY DUTY TRANSPORTS

SALE & LONG-TERM LEASING



Liebherr 200 t, LTM 1200, E3, 2009



Liebherr LR 1300, E3, 2009 with lifting jib and derrick



SWMF, E3, 2009 (2 x 6 axle, 2 x 8 axle, turntable, driver cabin, PPU Z350)



AC 100, E3, 2009



Eisele AG
Crane & Engineering Group
Gutenbergstraße 5
63477 Maintal - GERMANY

☎ 0049 (6109) 7641-23
FAX 0049 (6109) 7641-43
MOBILE 0049 (176) 176 41000

✉ clauseisele@eisele.ag
www.eisele.ag



Lee 50 GL, E3, 2009



Specialising in:

- **GOLES CRANES**
- **GROVE CRANES**
- **KRUPP CRANES PARTS**



Cranepart caters for most Makes and Models of Crane both old and new and specialises in those Parts you find difficult to locate.

CONTACT BRIAN REYNOLDS

Cranepart Ltd Unit 7F, Riverside Road Industrial Estate, Southwick, Sunderland, Tyne & Wear, SR5 3JG
 Tel: +44 (0) 191 5169881 Mobile: +44 7713 061888
 Fax: +44 (0) 191 5169645
 email: parts@cranepart.co.uk

www.cranepart.co.uk

SLEW RINGS



ELST - THE NETHERLANDS
 Tel: + 31 481 374784
 Fax: + 31 481 376665
 e-mail: info@vmanen.com
 Web: www.vmanen.com

NEW
RECONDITIONING
EXCHANGE



Morrow Equipment

exclusive distributor of Liebherr tower cranes.

...your tower crane source for the US, Canada, Mexico Australia and New Zealand.

Sales
 Rental
 Service
 Parts
 Engineering
 Training

P O Box 3306 Salem Oregon 97302 USA www.morrow.com
 +1 503 585 5721 Fax +1 503 363 1172 info@morrow.com




Krane-Maschinen-Service GmbH & Co. KG

Cranes currently in stock!!!

Manufacturer	Type	Year	Capacity
PPM Terex	ATT 340	1995	30 t
Liebherr	LTM 1030-2	1999	35 t
PPM Terex	ATT 400	1998	35 t
Liebherr	LTM 1045-3.1	2004	45 t
Liebherr	LTM 1050-1	2000	50 t
Grove	GMK 3050	1999	50 t
Tadano Faun	ATF 50-3	1995	50 t
Grove	GMK 3050-1	2006	50 t
Tadano Faun	ATF 60-4	1999	60 t
Tadano Faun	ATF 70-4	1998	70 t
Liebherr	LTM 1080-1	1999	80 t
Liebherr	LTM 1080-1	2000	80 t
Terex Demag	AC 100	2003	100 t
Liebherr	LTM 1200/1	2003	200 t



45 t Liebherr LTM 1045-3.1, 2004




50 t Grove GMK 3050-1, 2006



80 t Liebherr LTM 1080-1, 2000



Tel: +49 (0) 2595-38698-0
Fax: +49 (0) 2595-38698-88
E-mail: mail@kms-cranes.com
Internet: www.kms-cranes.com



"Power Units, Power Dollies & Accs."



Sales & Rentals

Structural Moving Equipment

Power Units
Power Dollies
Coaster Dollies

Built to YOUR Specs & Needs

Call **(610) 488-8969** FOR PRICING & INFORMATION

SINDORF TRADING HOLLAND B.V.

For sale...! Try us..!



MANITOWOC Model 7000
350/800 ton cap. Crawler Crane



MANITOWOC 999 S-3
250 ton Crawler Crane (2000)



MANITOWOC 222 S-B
91 ton Crawler Crane (1999)



MANITOWOC M-85W
90 ton Crawler Crane (1994)



MANITOWOC M-65W
70 ton Crawler Crane (1990)



KOBELCO CKE2500-2
250 ton Crawler Crane (delivered new October 2010)

BRAND NEW!!!



LINDE H460
46 ton Forklift (2000)



NCK NOVA HC65
65 ton Crawler Crane ('94-'97)

3 UNITS!!!



LINDE C4534-TL-5
45 ton, 5 high Reachstacker (2000)

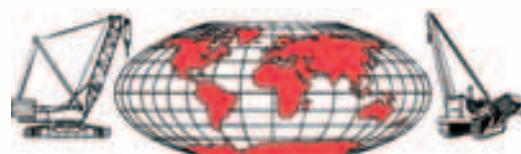
Please visit our website www.sindorf.nl for more information:

MAIN OFFICE:

Spoorstraat 15 - PO Box 43
8084 ZG 't Harde
Holland
Tel: +31-525-651832
Fax: +31-525-653032
Email: info@sindorf.nl

STORAGE & WORKSHOPS:

Nulweg 1
9561 MA Ter Apel
Holland
Tel: +31-599-589710
Fax: +31-599-589720
Web: www.sindorf.nl



PVE CRANES & SERVICES, WORLDWIDE RENTAL AND SALE OF CRAWLER CRANES

We have a constant stock of 70 cranes ranging from 50 ton up to 1000 ton

Liebherr LR8255, piling/drilling rig

Liebherr LR1300, 300 ton capacity

Kobelco CKE2500, 250 ton capacity

Liebherr LR1750, 750 ton capacity

Demag CC2800, 600 ton capacity

Kobelco SL6000, 600 ton capacity

Krausstraat 14-16 • 3364 AD Sliedrecht, The Netherlands
T +31 (0)184 425 949 • F +31 (0)184 424 820
info@pvecranes.com • www.pvecranes.com

+ offices in: Curaçao - Dubai - Jacksonville - Singapore

www.pvecranes.com

a new Worldwide tower cranes reality is Born

RUE
recom used equipments

RUE, Recom used equipment is a new company, which has been formed to manage Select Plant Hire used tower cranes.

Exclusive dealer for

Latest models
A wide range of Comedil flat top tower cranes and luffing jib cranes

Older cranes
Older cranes from Terex Comedil and Terex Peiner

Other equipment
Crawler cranes and many other building equipment on demand

www.recom-usedequipments.com

www.PARTGLOBAL.COM

YOUR ULTIMATE CRANE SPARE PARTS ONLINE SHOPPING MALL

Quality Crane Spare Parts

NISSAN DIESEL **MITSUBISHI** **KATO** **KOBELCO**
SUBARU **HITACHI** **TADANO** **P&H**

www.coltoncranecompany.com

COLTON CRANE COMPANY

- Cranes for sale
- Latest industry news
- Streaming stock prices
- Colton Cranes Co's Blog

Tel: +1 714-228-1285 E-mail: info@coltoncranecompany.com

HOLLAND
Moving & Rigging Supplies

1+641-585-3630

RENT HOLLAND DOLLIES

For those large projects or to meet bridge axle weights.

HMRSupplies.com

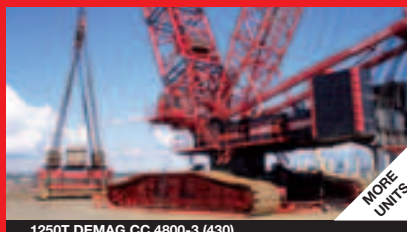
Watch us on YouTube
 YouTube.com/HollandDollies



1.300 CRANES FROM 10t - 3.200t



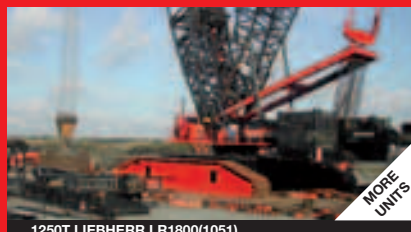
1250T DEMAG CC4800-2(435)

MORE
UNITS

1250T DEMAG CC 4800-3 (430)

MORE
UNITS

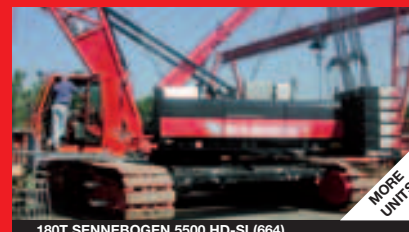
1250T MANITOWOC 21000(674)

MORE
UNITS

1250T LIEBHERR LR1800(1051)

MORE
UNITS

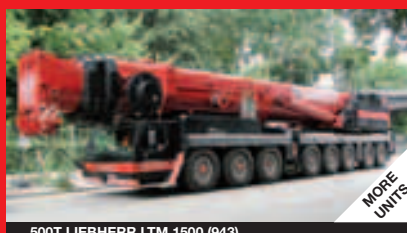
300T DEMAG CC 1800 (020509)

MORE
UNITS

180T SENNEBOGEN 5500 HD-SL(664)

MORE
UNITS

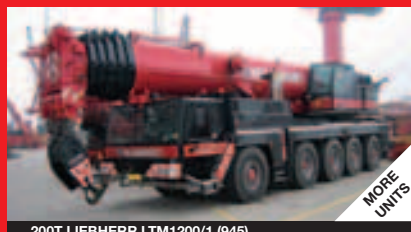
500T DEMAG AC-500-2 (1699)

MORE
UNITS

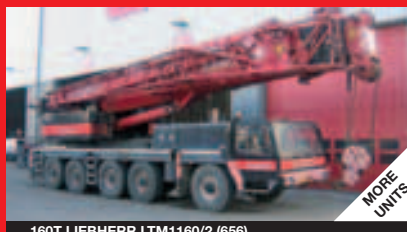
500T LIEBHERR LTM 1500 (943)

MORE
UNITS

350T DEMAG AC350(1720)

MORE
UNITS

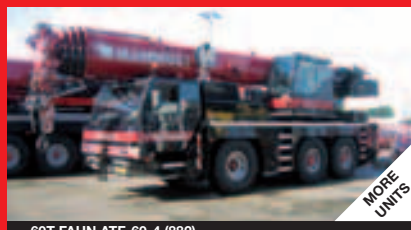
200T LIEBHERR LTM1200/1 (945)

MORE
UNITS

160T LIEBHERR LTM1160/2 (656)

MORE
UNITS

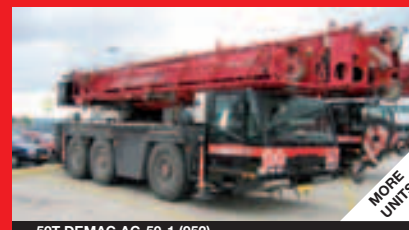
100T GROVE GMK5100 (850)

MORE
UNITS

60T FAUN ATF-60-4 (882)

MORE
UNITS

55T LIEBHERR LTM1055/1 (737)

MORE
UNITS

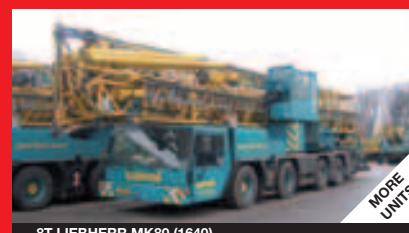
50T DEMAG AC-50-1 (952)

MORE
UNITS

50T GROVE GMK3050(1395)

MORE
UNITS

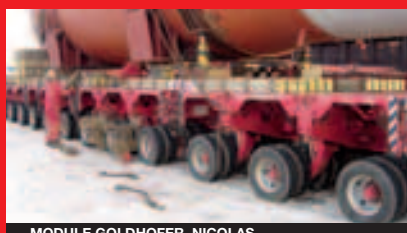
40T PPM AAT400/3 (761)

MORE
UNITS

8T LIEBHERR MK80 (1640)

MORE
UNITS

SPMT SCHEUERLE, GOLDHOFER, KAMAG



MODULE GOLDHOFER, NICOLAS










Karel Doormanweg 47
3115 JD Schiedam
the Netherlands
Tel. +31 (0) 10 204 2710
Mammoet.Trading@Mammoet.com

www.MammoetTrading.com

IMC
INTERNATIONAL MOBILE CRANES

Your partner for used mobile cranes
Tel.: +49 (0)2853 60414 0 Fax: +49 (0)2853 60414 44
Im Heetwinkel 38, D-46514 Schermbeck
Email: mail@imc-cranes.com web: www.imc-cranes.com
You are very welcome to visit us at our new location.

160 t  Demag AC 160, 2004	130 t  2 x Grove GMK 5130, 2006 & 2007
100 t  Faun ATF 100-5, 2001	100 t  Demag AC 100, 2005
60 t  2 x Tadano Faun ATF 60-4, 1998 & 2002	55 t  Grove GMK 3055, 2004
55 t  Liebherr LTM 1055-1, 2004	Coming soon 30 t, Liebherr LTM 1030-2, 2004 40 t, 2 x Demag AC 40, 1999/2003 45 t, Krupp KMK 3045, 1991 50 t, Liebherr LTM 1050-1, 1996 50 t, Grove GMK 3050-1, 2005 80 t, Demag AC 205, 1994 80 t, Demag AC 80-2, 2004 90 t, Liebherr LTM 1090, 1999 100 t, Demag AC 100, 2001

Prices on request/ Subject to alteration and prior sale/ Colour variation possible

This is an extract of our current stocklist, you will find all cranes on our website www.imc-cranes.com

MICHELSENS trading

MICHELSENS TRADING NV Bisschoppenhoflaan 275, 2100 Antwerp (Deurne) - Belgium
Tel: 0032 3 324 40 00 - Fax: 0032 3 888 42 22 - Email: trading@cranes4u.com

NEW XCMG CRANES
CE-tested + Belgian Homologation
Michielsens quality proofed

GROVE GROVE GMK 2035 GROVE GMK 3050 GALION GALION 150A LIEBHERR LIEBHERR LTM 1060/2 LIEBHERR LTM 1160/1	KRUPP KRUPP KMK 3050 XCMG QY25K5 QY50K QY70K (with automatic Allison transmission)	FAUN FAUN RTF 40/3 FAUN ATF 50/3 TADANO TADANO TR250 MUNSTER MUNSTER ABK 30-55
---	---	---



LIEBHERR LTM 1060/2 XCMG QY70K LIEBHERR LTM 1160/1

www.cranes4u.com

M. Stemick GmbH
Kran- u. Baumaschinenhandel

ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t Demag AC 25	1999	4x4x4	25,00m + 13,00m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t Faun ATF 30-2L	2005	4x4x4	28,50m + 12,20m
35 t Faun ATF 30-2L	2003	4x4x4	28,50m + 12,20m
35 t Terex-Demag AC 35 L	2008	4x4x4	37,20m + 8,00m
40 t Faun ATF 40G-2	2008	4x4x4	35,20m + 9,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
40 t Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
45 t Faun ATF 45-3	2004	6x4x6	34,00m + 15,20m
50 t Marchetti MG 50.3	1992	6x4x6	32,00m + 16,00m
50 t Liebherr LTM 1050	1995	6x4x6	40,00m + 16,00m
55 t Liebherr LTM 1055/1	2004	6x4x6	40,00m + 16,00m
55 t Grove GMK 3055	2005	6x4x6	43,00m + 15,00m
60 t Faun ATF 60-4	2002	8x6x8	40,00m + 16,00m
65 t Faun ATF 65G-4	2009	8x6x8	44,00m + 16,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
80 t Grove GMK 4080	1997	8x6x8	43,00m + 13,00m
90 t Faun ATF 90G-4	2007	8x6x8	51,20m + 19,00m
90 t Faun ATF 90G-4	2008	8x6x8	51,20m + 19,00m
100 t Faun ATF 100-5	2001	10x8x8	51,00m + 16,20m
100 t Demag AC 100	2005	10x6x8	50,20m + 17,00m
110 t Faun ATF 110G-5	2007	10x6x10	52,00m + 16,20m
120 t Liebherr LTM 1120-1	1997	10x6x10	56,00m + 21,00m
120 t Terex-Demag AC 120-1	2008	10x8x8	60,00m + 33,00m
130 t Grove GMK 5130	2006	10x8x10	60,00m + 18,00m
220 t Faun ATF 220G-5	2009	10x8x8	68,00m + 37,20m

TELESCOPIC - TRUCK CRANES

30 t Liebherr LTF 1030	2003	6x4x2	26,00m + 8,20m
50 t Tadano Faun HK 40	2006	8x4x4	35,20m + 9,00m

YARD CRANE

14 t Demag V73	1983	4x2x2	13,50 m + 5,50 m
14 t Demag V73	1992	4x2x2	13,50 m

Import - Export

M. STEMICK GMBH
Kran- u. Baumaschinenhandel, Import - Export
D-45721 Haltern / Germany

Tel: +49 2364 108203
Fax: +49 2364 15546
Mobile: +49 172 2332923
e-mail: info@stemick-krane.de
Internet: www.stemick-krane.de

NEW!

Usedcrane24.com

The international website for used-cranes and heavy-duty-equipment.

You want to sell your used crane?

You are looking for a used crane or heavy-duty-equipment?

Usedcrane24.com

NEW!

ZWAGERMAN MATERIEEL B.V.

Middenweg 81/1394 AE NEDERHORST DEN BERG (NL)

**"We'll raise
you high in
the world"**

Worldwide
specialist in
Crawler cranes
for rent and sale!
A choice of more
than 100 machines



DEMAG CC 300



GROVE RT 625



HITACHI KH-125-3



KOBECO 7065

Tel: +31.(0).294.25.33.77 E-mail: info@a-bcranes.comWWW.A-BCRANES.COM

Truck-mounted cranes from

ATLAS MASCHINEN GMBH

Your professional ATLAS dealer is available to support you regarding technical solutions, technical information and competitive, professional after-sales service.

Or Dealer you can also contact us directly.

Together we will find a solution.

To develop the best ideas,
purchase the best and
superior the operation
is one of our strengths.



Your ATLAS dealer from

www.atlasmaschinen.com, Tel: +49 (0) 21 21 21 21 21, Fax: +49 (0) 21 21 21 21 21, E-mail: info@atlasmaschinen.com

**CRANE
WORKS**

7795 East Little York Road • Houston, TX 77016
www.crane-works.com

PHONE (00+1) 281-219-7779

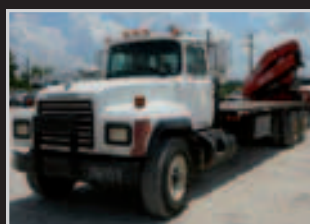
Export Crane Sales: Keith Ayers
Keith@crane-works.com

Export Parts Sales: Scott Kana
Parts@crane-works.com

INTERNATIONAL CRANE AND PARTS SALES

**Used Terex RS60100
30-Ton Boom Truck**
Fleet # 30-009

2005 Sterling LT9513.
410HP Mercedes-Benz En-
gine. 10 Speed Transmis-
sion. 100' Boom with 55' Jib.
30-Ton Hook Block. Front
Stabilizer. Approx. 5,700 hrs.
\$149,000 USD



**Used Palfinger PK23080A
Articulating Crane**
UT-194

On 1999 Mack RD688S w/
350hp Mack. 8LL Manual Trans-
mission. Crane has 7.9m Reach
and 7m Steel Bed. New Paint.
Approx. 10,644 Hours.
\$45,700 USD



**Used 2008 Terex Demag
AC250-1**

300-Ton All Terrain Crane.
Hyd. Luffable Double Swing-
Away Jib 34' to 66' W/ Inserts
For Jib Length of 118'. A/C
In Both Cabs. Approx 13,050
Miles. 1500 Hrs. S/N 85095
\$1,825,000 USD



New Tadano GT-900XL
Unit #: STOCK

90-Ton Truck Crane. 490HP,
12-Speed Auto Trans. 144' 5
-Section boom with 58' Lat-
tice Jib. AML-L LMI, Auxil-
iary Hoist.

Call for Price**PALFINGER****IMT****TEREX****Manitex****SANY****LUBE-A-BOWL****CRANE WORK****MATS**

Mini & Mobile Cranes Körner



used mobile cranes for sale

30 t FAUN ATF 30-2 L, year 1998 28,5 + 8 m, 4x4x4, MB engine	80 t FAUN ATF 80-4, year 2003 48,5 m + 16 m, 8x6x8, 2x MB engines
50 t GROVE GMK 3050, year 1998 38 m + 16 m, 6x6x6, MB engine	100 t LIEBHERR LTM 1100-5.2, y. 2009 52 + 19 m, 10x8x8, 2x Liebherr
60 t FAUN ATF 60-4, year 1999 40,2 + 16 m, 8x6x8, 2x MB engines	160 t LIEBHERR LTM 1160, y.1988 55+56 luffing+ 42m fixed, 2. hoist, 60 t cw,
60 t LIEBHERR LTM 1060, year 1987 35+18m+heavy jib, 2.hoist, 2x MB, 10t	600 t DEMAG CC 2800-1, y. 2006 96 SH+ 60 SW + 12 m LF, 240 t cw

Mini & Mobile Cranes Körner GmbH
Alte Kaserne 23, 47249 Duisburg, Germany

Tel: 0049(0) 203- 713 68 76-0
Fax: 0049(0) 203-713 68 76-19

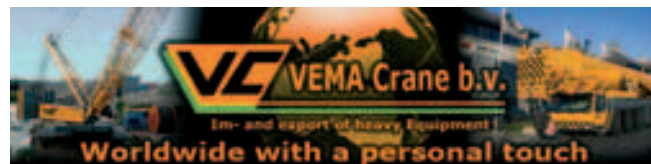
www.koerner-cranes.com
www.koerner-cranes.de

HINEMAN CRANE SALES LIMITED

LIEBHERR LTM 1500	ALLTERRAIN	500T	2002	DEMAG AC40/1	CITYCRANE	40T	2000
DEMAG AC250-1	ALLTERRAIN	250T	2007	GROVE RT 740	ROUGH TERRAIN	40T	1980
GROVE GMK 5100	ALLTERRAIN	100T	2005	DEMAG AC35L	ALLTERRAIN	35T	2004
LIEBHERR LTM 1100	ALLTERRAIN	100T	2001	DEMAG AC25	CITYCRANE	25T	2000
LIEBHERR LTM 1080	ALLTERRAIN	80T	2000	SAMSUNG SC25H-2	TRUCKCRANE	25T	2000
FAUN ATF60-3	ALLTERRAIN	60T	2007	COLES RT 615	ROUGH TERRAIN	15T	1984
TEREX A600	ROUGH TERRAIN	60T	2006	SENNEBOGEN 630HD	CRAWLER/TELESCOPIC	30T	2006
GROVE GMK 3050	ALLTERRAIN	50T	2006				

For further information on the above machines, contact: John McCulloch
TEL: +44 (0) 1794 322777 • FAX: +44 (0) 1794 322070
MOBILE: 0044 (0) 7785 291922 • E-mail: sales@hinemancranes.com

VISIT OUR NEW WEBSITE: WWW.HINEMANCRANES.COM



ALL TERRAIN CRANES:

Brand	Type	Year	Capacity
LIEBHERR	LTM1220	2005	220t
LIEBHERR	LTM1080	1999	80t
Faun	ATF-70-4	1997	70t
DEMAG	AC155	1993	50t
DEMAG	AC155	1993	50t
GROVE	GMK2035	1996	35t

CRAWLER CRANES:

Liebherr	LR1300	2009 NEW	300t
SENNEBOGEN	5500SL	2007	180t
Hitachi	KH300-3	1993	80t
ZoomLion	QUY70	2009 NEW	70t
KOBELCO	7045	1992	55t

ALSO SPECIAL OFFER FOR 2 SAND GRABS OF 4CUB!!!!

WE CAN ALSO OFFER YOU CRAWLER CRANES
FOR BARE RENTAL PROJECTS WORLDWIDE!
PLEASE CALL FOR AN OFFER!

www.vemacrane.com

Tel: +31-162-681050 Fax: +31-162-686262

E-mail: sales@vemacrane.com

Brieltjenspolder 32, 4921 PJ Made, The Netherlands.

Hovago Cranes B.V.

Established in 1946

CRANES FOR SALE AND INTERNATIONAL RENT

All Terrain Cranes

70 t	Liebherr LTM 1070-4.1	2008
95 t	Grove GMK 5095	2008 New !
100 t	Grove GMK 4100L	2008 New !
100 t	Grove GMK 5100	2005
100 t	Terex-Demag AC 100	2007
200 t	Liebherr LTM 1200-5.1	2010

Rough Terrain Cranes

60 t	Tadano GR600XL-1	New !
60 t	Grove RT760E	New !
80 t	Grove RT880E	New !
80 t	Tadano GR800XL-1	New !

90 t	Grove RT890E	New!
130 t	Grove RT9130E	New!

Crawlers

200 t	Manitowoc 14000	2008
200 t	Liebherr LR 1200	2009
400 t	Terex-Demag CC 2400-1	2009
600 t	Terex-Demag CC 2800-1	2009

Miscellaneous

SPMT	32 axle lines with 2 x PPU Z350DC	
Goldhofer	18 ton ballast trailer 2-axle	1998
FRM-2A	18 ton ballast trailer 2-axle	2000

Hovago Cranes b.v.

Galvanistraat 35, NL-3316 GH Dordrecht
The Netherlands

Tel: + 31 (0)10 8920475 - Fax: +31 (0)10 8920485

E-mail: info@hovago.com - Website: www.hovago.com



(Member of the ProDelta Group)

KOMPLETT LEVERANDØR!

Fra tidlig 70-tall og frem til idag har vi opparbeidet nære forhold til seriøse aktører i kranbransjen over hele verden.

Grove TM 550



Disse bruktkranene var vi stolt av å kunne levere i 1975

Demag TC 140



Brukt kran?

Vi leverer alle typer brukte kraner, hjul- og beltegående i alle størrelser.

Leiekraner?

Har du en stor jobb og mangler kran kan du leie av oss. 50 - 1250 tonn, med eller uten kranfører.

Reservedeler?

Vi samarbeider nært med seriøse leverandører til alle typer kraner.

Reparasjoner?

Større bomreparasjoner kan tilbys med full dokumentasjon.

AT01564

1971 - 2011 40 år i kranbransjen

Ta kontakt - det kan lønne seg!



roland maskin as

tel: (+47) 905 44 250

mail: rolf@rolandmaskin.no

Vestre Drottningsvik 54, N-5179 Godvik, Norway





YOUR LEADING DISTRIBUTOR FOR:



TEREX



TABANO

**MANTIS
CRANES**



**ALL MODELS FOR ALL
MANUFACTURERS ARE AVAILABLE.
MOST IN STOCK !!
CALL US TODAY!!!**

SALES SERVICE & PARTS FOR ALL MFRS.

WEBSITE: www.empirecrane.com

E-MAIL: sales@empirecrane.com

MAIN OFFICE, SYRACUSE, NY
1-800-342-7575 • 315-458-4101

MASSACHUSETTS,
BRANCH, 508-868-7734

NYC / N.J. AREA,
BRANCH, 315-663-4043

KranAgentur Werner GmbH & Co. KG

**You will find more than
just your used crane with
us ...**

We offer all manufacturers, all types, in all ages – and should we not have a suitable crane right on hand, we can arrange it for you!

We provide complete management for buyers and sellers, including letters of credit, transport arrangements and customs – right up to your doorstep!

Trust our long experience.

Take a look and contact us. We will answer your questions immediately and will consult you reliably, competently and professionally.

For more information visit our website:
www.KranAgentur.de



For example:



Grove GMK 7450
Lifting capacity 450 to, 60 m boom,
Megawinglift, Luffing jib 25-73 m, fixed
jib 12-70 m, second winch, year 2009,
14x8x14, ca. 14.500 KM, ca. 1.800
working hours



Demag AC 50
Lifting capacity 50 to, 50 m boom,
Telma break, Counterweight 9 to, Hook-
block 30 to, year 1999, 6x6x6, ca.
81.000 KM, ca. 8.600 working hours

**KranAgentur Werner
GmbH & Co. KG**

Hallplatz 7j
66482 Zweibrücken, Germany

Phone: +49 (0) 6332 48 58 26

Fax: +49 (0) 6332 48 58 37

Mail: info@KranAgentur.de



UCM HOLLAND CRANE & PART SALES



WE HAVE THE LARGEST STOCK (around 100 units) OF GERMAN BUILT USED CRANE PARTS IN EUROPE!!!
Grove, Liebherr, Demag, Krupp, Faun, Terex, PPM, Gottwald and P & H

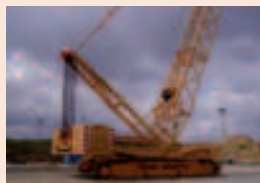
Around 45 good working used cranes in stock. Various types and years from 1970 to 2008 models.



Liebherr LTM 1040-2.1, 2007



Liebherr LTM 1040-2.1, 2008



Demag CC 1500, 2003



GROVE AT 635E, 1998



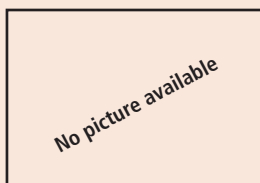
LIEBHERR LTM 1070-4.1, 2008



GROVE GMK 4100L, 1998



Liebherr LTM 1050, 1990
2 winches



Krupp KMK 6200, 1994
2 winches



Liebherr LTM 1170, 1989



Grove GMK 3050-1, 2007
2 winches

Check our website www.ucmholland.com to view all the cranes & parts:

- axles • boomsections • cabins • carriers • cilinders • counterweights • cranes for dismantle • dropboxes • engines • gearboxes
- hookblocks • hydraulic systems • jibs • rims • superstructures • suspensions • springs • tires • turntables • winches

Tel office: 0031 – (0) 252235468 Used parts: 0031 – (0) 655886363 (Mr. Kees van Duijn) Email: kees@ucmholland.com

Used cranes: 0031 – (0) 653375050 (Mr. Maarten Verschoor) Email: info@ucmholland.com/nL

PREPARATION

A legacy of excellence is unstoppable.

© ALL Erection & Crane Rental Corp., an Equal Opportunity Employer

ALL Please visit www.allcrane.com/legacy

JRL

SERVICE THAT COUNTS

London Tower Crane Hire & Sales Limited

THE TOWER CRANE SPECIALISTS

SERVICES...

- HIRE
- SALES
- SERVICING
- SPARE PARTS
- TECHNICAL BACK-UP
- TAC 3000 ZONING SYSTEM
- WORLDWIDE

4 Elstree Way, Borehamwood, Hertfordshire, WD6 1RN • Tel: +44 (0) 20 8327 4060 • Fax: +44 (0) 20 8236 9391
sales@londontowercranes.co.uk • Web: www.londontowercranes.co.uk • ISO 9001 REGISTERED COMPANY

TEREX | COMEDIL

SAEZ
GROUP

JOST

YONGMAO

LIEBHERR



Fleet Management
so Easy a Kid
can do it.

FLEET COST & CARE
Est. 1994 by Fleet Owners

NexGen FMS
EASY • EFFECTIVE • BY DESIGN

COMPLETE FLEET MANAGEMENT SOFTWARE
FOR THE EQUIPMENT RENTAL, CONSTRUCTION,
CRANE & RIGGING INDUSTRY

Dispatch • Fleet Maintenance • Job/Equipment
Costing • Purchasing • Accounting Interface

800.281.9445

FLEETCOSTCARE.COM/KHL


VERSA-LIFT

4 Models 15t, 27t, 36t and 60t lift carry capacity

- **Versatile** - can be operated with boom or forks or both.
- **Compact** - counterweight can be retracted to facilitate access and extended to increase lifting capacity.
- **Power Options:** LP Gas, Dual Fuel (Petrol/LPG), Electric, Diesel.
- **Optional Equipment:** Remote Control, Winch.



Full details can be found on our website:
www.pooler-lmt.com • E-Mail: info@pooler-lmt.com
Tel: +44 (0)1952 770189 • Fax: +44 (0)1952 770762

HOMAR B.V.
Import-export hydraulic and lattice boom cranes
Homer B.V.
Manservweg 11
4071 RB Nieuwpoort
The Netherlands

Tel.: +31-341-233902
Fax: +31-341-234207
E-mail: info@homar.nl
Internet: www.homar.nl

STOCKLIST

TELESCOPIC AT-CRANES

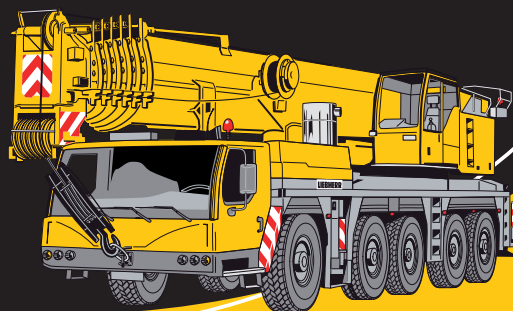
capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
75 t	Grove	GMK 4075	2001	8 x 6 x 8	43,2 / 27	direct
70 t	Liebherr	LTM 1070/1	1996	8 x 8 x 8	40 / 16	direct
70 t	Liebherr	LTM 1070	1990	8 x 8 x 8	42 / 18	direct
65 t	Grove	AT 865	1990	6 x 6 x 6	35 / 14,5	direct
60 t	Faun	ATF 60-4	2000	8 x 6 x 8	40,2 / 16	direct
60 t	Faun	ATF 60-4	1999	8 x 6 x 8	40,2 / 16	direct
55 t	Liebherr	LTM 1055/1	2001	6 x 6 x 6	40 / 16	direct
50 t	Liebherr	LTM 1050/1	1999	6 x 6 x 6	40 / 16	direct
50 t	Liebherr	LTM 1050/1	1999	6 x 4 x 6	40 / 16	direct
50 t	Liebherr	LTM 1050/1	1997	6 x 4 x 6	40 / 16	direct
50 t	Liebherr	LTM 1050/1	1996	6 x 4 x 6	40 / 16	direct
40 t	Demag	AC 40-1	2001	6 x 6 x 6	31,2 / 13 / 1,2	direct
40 t	Liebherr	LTM 1040/1	1999	6 x 4 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040/1	1994	6 x 4 x 6	30 / 8	direct
40 t	Liebherr	LTM 1040-3	1993	6 x 4 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040-3	1992	6 x 4 x 6	30 / 14,5	direct
40 t	Demag	AC 95	1997	4 x 4 x 4	32,3 / 17,6	direct
40 t	Faun	RTF 40-3	1993	6 x 6 x 6	30 / 14,5	direct
35 t	PPM	ATT 400	1998	4 x 4 x 4	30,4 / 15	direct
35 t	Luna	AT 35/30	1998	4 x 4 x 4	29,2 / 15	direct
35 t	Grove	GMK 2035	1996	4 x 4 x 4	29 / 15	direct
35 t	Liebherr	LTM 1035-2	1998	4 x 4 x 4	26 / 8	direct
30 t	Liebherr	LTM 1030/2	2002	4 x 4 x 4	30 / 15	direct
30 t	Liebherr	LTM 1030/1	1997	4 x 4 x 4	26 / 9	direct
30 t	PPM	ATT 335	1997	4 x 4 x 4	27,4 / 15	direct
30 t	Luna	AT 30/27	1989	4 x 4 x 4	27 / 9	direct
25 t	Demag	AC 25	2000	4 x 4 x 4	25 / 1,2	direct
25 t	Liebherr	LTM 1025	1992	4 x 4 x 4	26 / 8,2	direct
25 t	Liebherr	LTM 1025	1990	4 x 4 x 4	26 / 14	direct
25 t	Krupp	KMK 2025	1992	4 x 4 x 4	23	direct
20 t	Krupp	KMK 2020	1994	4 x 4 x 4	20,5 / 3,8	direct

SPARE PARTS
* Krupp KMK 6160, Krupp KMK 4070, Liebherr LTM 1070, Faun ATF 70
* gearboxes, drop boxes, jacks, beams, slewing rings, engines, booms
* many more spare parts available

More machines, crane details and photos on: www.homar.nl

CRANES FOR SALE

PPM	ATT	290	1993
Demag	AC	75	1997
Liebherr	LTM	1030/2	2000
Demag	AC	40-1	1999
Liebherr	LTM	1060/2	2000
Liebherr	LTM	1130-5.1	2007
Liebherr	LTM	1500-8.1	2007
Liebherr	LG	1750	2006
Liebherr	LR	1750	2005
Liebherr	LTM	11200-9.1	2008



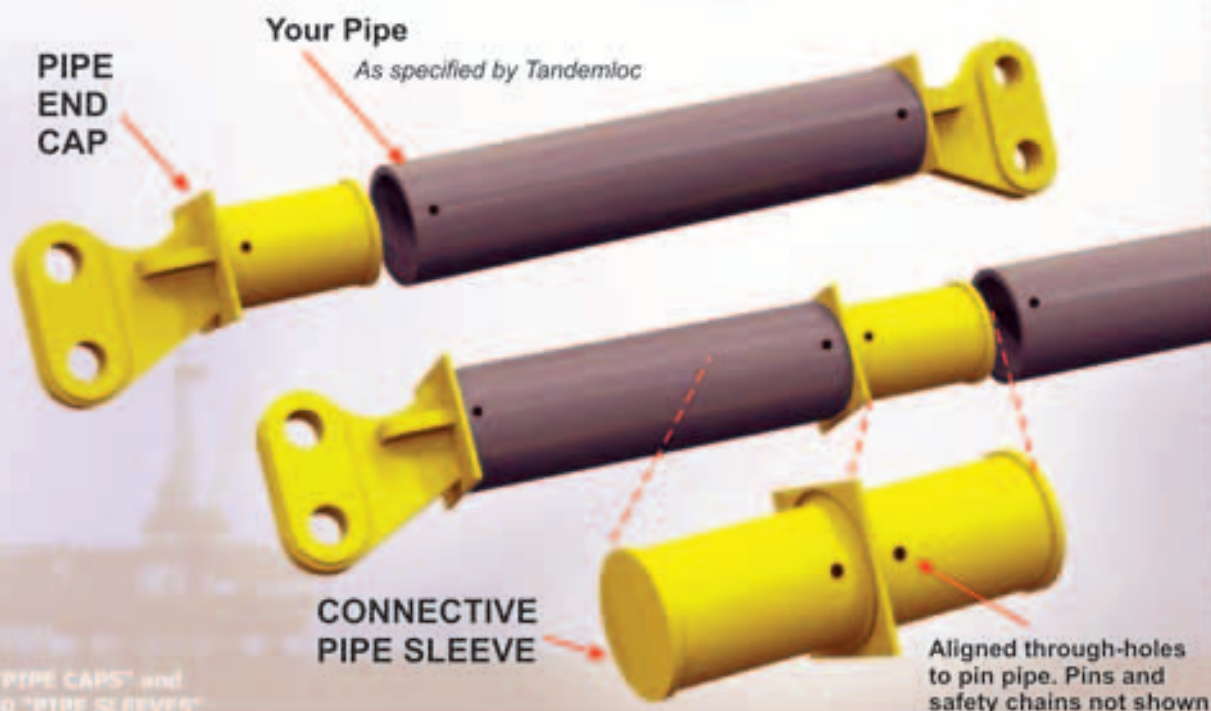
Greiner Cranes GmbH

Phone: +49-711-346 2002 • Fax: +49-711-346 0605
greiner@greiner-cranes.de • www.greiner-cranes.de



LIFTING • SECURING • MOBILIZING

SPREADER BAR KITS



AC25C "PIPE CAPS" and AG00A00 "PIPE SLEEVES"

Create the Exact Length You Want —

Slip and pin them together fast. Better than modular designs that use fixed length bolted together sections. Easy-to-use pins replace easy-to-lose bolts and nuts.

Tremendous Capacity Range —

Tandemloc kits allow you to build spreader bars with capacities ranging from 28,000 lbs to over 3 million lbs!

Efficient and Economical —

Reuse pipes for other lengths by cutting shorter or splice them together using Tandemloc "Sleeves"

Save Freight Costs or Add Value —

Buy your pipe locally or buy it from us and we'll paint it and label it for you. We can test the assembly too, upon request. (If you purchase pipe locally, be sure to follow our standards to avoid failure of spreader!)

Huge Inventory on Hand —

We stock virtually every size End Cap we make.

Fast Delivery from Stock

Our large stocking inventory includes a wide range of capacities, which means quick shipment to your site. We can expedite shipment from our North Carolina, USA manufacturing facilities.



FIXED LENGTH SPREADER BARS • TELESCOPIC SPREADER BARS • FORKLIFT SPREADERS • SPREADER FRAMES • SPREADER BAR KITS

KOBELCO CRANES

STRENGTH THROUGH EXPERIENCE

KOBELCO SL-Series of Super-Lifters

The new world standard in cranes from 300 upto 600 tonnes!

KOBELCO... cranes, designed to your spec:

- Excellent lifting capacity
- Compact, well thought-out design
- In compliance with transport regulations worldwide
- All items within 3m transport width
- Fast rigging, Self-assembly system
- Innovative upper frame design
- Boom-mounted hoist winches
- Great operating comfort
- High-output engine and High-speed lifting, increase work efficiency
- Wide, large-capacity winches for smooth high-rise work
- Winches with powerful line-pull handle hard work with ease
- Excellent reliability
- Worldwide service



Welcome at KOBELCO
Booth G-320



**KOBELCO CRANES
NORTH AMERICA INC**
Houston, Texas, U.S.A.
Tel: 00-1-(0)-713-856-5755
Fax: 00-1-(0)-713-856-9072
jack_fendrick@kobelconet.com

KOBELCO CRANES INDIA PVT.LTD
Tel: 00-91-(0)-120-407-9989
Fax: 00-91-(0)-120-407-9990
Email: miyashita@kobelconet.com

**KOBELCO CRANES
SOUTH EAST ASIA PTE. LTD**
Singapore
Tel: 00-65-(0)-6268-1308
Fax: 00-65-(0)-6268-2490
fujitasan@kobelconet.com

KOBELCO CRANES CO., Ltd.
Shanghai Office for CHINA
Tel: 00-86-(0)-21-5382-0120 or 0811
Fax: 00-86-(0)-21-5382-2090
suzuki_masanori@kobelconet.com

KOBELCO CRANES EUROPE Ltd.
FOR MAINLAND EUROPE AND RUSSIA:
Tel: 00-31-(0)-36-549-5510
Fax: 00-31-(0)-36-549-5520
jos_verhulst@kobelconet.com

KOBELCO CRANES MIDDLE EAST FZE
Sharjah, U.A.E.
Tel: 00-971-(0)-6-557-8114
Fax: 00-971-(0)-6-557-8115
nishiumi_tetsuzo@kobelconet.com

Manufacturer: KOBELCO CRANES Co., Ltd. TOKYO, JAPAN
Tel: 00-81-(0)3-5789-2130 Fax: 00-81-(0)3-5789-3372 intl@sales_cr@kobelconet.com

www.kobelco-cranes.com

KOBELCO CRANES EUROPE Ltd.
FOR U.K. AND IRELAND:
Tel: 00-44-(0)-1473-716-302
Fax: 00-44-(0)-1473-716-301
andrew_brown@kobelconet.com