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# cranes

AND SPECIALIZED TRANSPORT

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## MEMBER OF



# COMMENT

It looks distinctly likely that 2008 should be another good year for equipment manufacturers, users and buyers. A view from the former is that the boom will continue in Europe overall and in the US at least for another couple of years and in the emerging markets until way beyond the end of the decade. These emerging markets are primarily the BRIC countries – Brazil, Russia, India and China.

In addition to many exciting new product announcements, major news this year will be of joint ventures, acquisitions and consolidation. Already in this January issue's news – the first of the year – there is a broad spread, including examples of all the above.

Some related questions for the coming year, include the following: Which manufacturers and other companies will float or attempt to float their companies on stock exchanges around the world? Will there be a satisfactory increase in rental rates? Will anyone buy the other major US rental houses Essex and Maxim? If so, who? Which western manufacturers will acquire shares or increase their holding in Chinese ones? What will the next moves be for the distribution of new equipment in emerging markets? Will manufacturers reduce delivery times?

Answers to some of these questions will be revealed during ConExpo, highlight of the industry's 2008 exhibition calendar. It is the industry's biggest show this year and it is coming up fast. ConExpo in Las Vegas, US runs from 11 to 15 March so get planning your visit as soon as possible.

Finally, you might notice that we are starting the new year with a new look in that we have changed the design of *International Cranes and Specialized Transport*. The intention is to improve the way that information is presented, to make it clearer and more easily accessible. I hope that you like it and that it is an improvement. Feel free to communicate to me your opinions of the new design, and any other views or suggestions you may have relevant to the industry and this magazine. I look forward to hearing from you.

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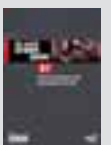
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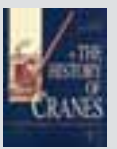


Alex Dahm  
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## ON THE COVER



Tower cranes like this new GJJ model were among a strong showing of cranes at the ConExpo Asia exhibition in China late last year. For more on China see the feature starting on page 36.

## SUBSCRIPTIONS

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Although 2007 will be remembered for the damage caused by the global credit crunch, there were some positives over the course of the year. Both the Dow and IC's share index hit record highs in the first half, and ended the year in the black. *Chris Sleight* reports

## IC RENTAL CONFIDENCE SURVEY

The survey has been designed to provide a clear and comprehensive picture of the global crane market over the last 12 months and where it is heading in 2008. *IC* reports



## SPECIALIZED TRANSPORT

The use of self-propelled modular transport systems is on the increase worldwide. Havator in Scandinavia and Berard Transportation in the US are two users illustrating typical applications and developments of trailers made by Goldhofer. *Gino Koster* reports

## REPAIR AND REFURBISHMENT

Long lead times from the crane manufacturers for new cranes are prompting many owners

looking for new cranes to choose refurbishment over the lengthy wait for a new replacement – even if the machines would have been scrapped had the market been less busy. *Euan Youdale* reports



## CHINA REPORT

At two recent major construction equipment exhibitions in China it was clear that the unprecedented pace of growth is continuing among crane manufacturers. *Alex Dahm* reports



## SITE REPORT

Crane Rental Corporation in the US used two Manitowoc 2250 crawler cranes to lift and place boiler modules, weighing up to 190 tonnes each, at a power plant site in Florida. *IC* reports



## CONEXPO PREVIEW

ConExpo Con/Agg 2008 will be held 11 to 15 March 2008 at the Las Vegas Convention Centre, US. *IC* previews the event



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

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People news, events diary and picture of the month



## SC&amp;RA COMMENT

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## SC&amp;RA NEWS

One of the Association's primary aims this year will be to further develop its global presence. A return visit will be made to Australia and New Zealand with the 2008 International Business Forum. *Terry White* reports

# Convoi sells to Mammoet



## NEWS HIGHLIGHTS

■ Kranlyft in Sweden will supply rental company Ramirent Finland with its range of Maeda mini cranes. The delivery will include ten MC285s, six MC305s and four MC405s. Esa Leivo, Ramirent mini crane and work platforms manager, commented, "We are strongly convinced about the future market for mini cranes since this is not only a solution that is generally cheaper for the end user compared to other alternatives, but also a product that often can make a complicated job easier and much quicker."

■ Manitowoc Crane Care has opened its fifth service centre, at the company's Zhangjiagang plant in China. The centre offers a single point of contact for owners of Potain tower cranes, Grove mobile cranes and Manitowoc crawler cranes in the Asia Pacific region. The facility's "rapid response" team offers assistance on parts, service and warranty support in English and Mandarin. Thirty-four people are employed at the new facility and that number is expected to increase to 44 by the end of 2008.

■ Tower crane manufacturer Wolffkran is building a new 80,000 m<sup>2</sup> factory in Luckau, Germany, which will more than double its output. Some 150 employees are expected to work

International heavy lift and transport specialist Mammoet will acquire the lifting and maintenance support divisions of Convoi BV.

On 1 January 2008 Mammoet Nederland BV took over the Convoi fleet of about 70 cranes up to 500 tonnes capacity, around 130 employees and the lifting depots in Venlo and Breda. Convoi will continue its operations in the industrial and project relocation

at the site which is scheduled to start production in April 2008.

The company said the new facility should increase the number of crane components manufactured in the region from 1,200 per year at its factory in Lübben, to 3,000. The Luckau plant, just 12 km away from the current site, will house "leading-edge" machines and facilities for cutting, pre-production and production, along with surface finishing and reaming processes.

■ A UK workers union has called for an urgent inquiry into the latest accident involving a tower crane on a construction site in south London. The incident occurred on Tuesday 11 December in Forest Hill, south London. The jib of the crane collapsed while in operation, knocking over several concrete pillars and hitting a car on the street below. There were no injuries.

Jerry Swain, regional secretary of the Union of Construction, Allied Trades and Technicians (UCATT), demanded a swift investigation.

"Through sheer luck we are not talking about another fatality. The level of accidents involving cranes is so high that workers fear that there must be some kind of fundamental flaw in their operation or installation," Swain said.

business.

Leon Spronken, Convoi managing director, said, "The international industrial relocations market has increasingly become the core-business of our company. This involves turnkey transfer of machinery, production lines, even the complete relocation of factories and chemical plants throughout the world. Convoi, with a number of foreign bases, has been a major player in the market for many years. Market leadership in Europe and ongoing internationalisation of the business form the new goals of the business. Its foreign operations now employ more than 250 employees, which means that the lifting and maintenance support activities no longer belong to the core-business of Convoi."

Commenting further on the strategy, Spronken continued, "The lifting division had been on the point of expanding its markets and its fleet of cranes. At the moment, we operate primarily in the south of the Netherlands. Expansion requires heavy investment and

this would restrict the growth opportunities presented by our industrial relocation activities. That was not part of our chosen strategy."

Convoi will concentrate on industrial and project relocations locally and abroad. Convoi has more than 400 employees in the Netherlands, Belgium, Germany and Slovakia and forecasts 2008 turnover at almost € 50 million (US\$ 73 million). Further expansion in industrial relocations is expected in Europe and Asia. The first step in this direction has already been taken with the acquisition of a 40-employee company in Hagen, Germany (Ruhr region), which, from January 2008 will operate as Convoi Hagen GmbH.

Convoi started in 1998 when Dutch crane company Marcon (in Nuth and later Sittard) and industrial and project relocations business Geytenbeek (in Utrecht, formerly part of Nedlloyd/Van Gend & Loos) joined forces. Dabekausen, a crane lifting company in Beek, was also part of the Marcon group.

US heavy lift company Bisso Marine mobilised its 700 US ton (625 metric tonne) lifting capacity D/B *Cappy Bisso* to Gulfport, Mississippi, to launch four new tractor-type tug boats. The four identical vessels, each weighing 650 tons (580 tonnes), were rigged, lifted and safely placed in the water, in one day.





# Verticon NZ sold to Lewis Equipment

The Verticon Group has sold its New Zealand-based tower crane and hoist division for NZ\$14.99 million (US\$11.75 million) to US-based Lewis



Kyle Lewis, Lewis Equipment Company Limited, chairman and CEO

Equipment Company Limited.

Andrew Torrington, Verticon managing director, said the sale was a strategic divestment which would enable Verticon to substantially reduce its borrowings and ongoing interest cost exposure. Torrington said, "This sale is part of the strategy in reviewing all parts of the business and will enable Verticon to refocus its energies on improving the financial position and cashflow of the Group and will lead to long term growth of the Australia-based business."

Kyle Lewis, Lewis Equipment Company Limited chairman and CEO, said that

the purchase of the business was good for both parties and he looked forward to working with Verticon in New Zealand.

All New Zealand-based tower cranes, hoists, ancillary equipment and rental agreements were included in the sale. Verticon will continue to operate its fleet of 14 crawler cranes and seven mobile cranes in New Zealand.



## House of Equipment wins Meyden order

Dubai-based House of Equipment has won an AED 20 million (US\$ 5.4 million) contract to provide tower cranes for the construction of Dubai's AED 4.6 billion (\$ 1.3 billion) Meyden racing, tourist and leisure complex.

Spanning seven million square metres, Meyden will feature turf and dirt tracks, with a 60,000 capacity grandstand. It will also include training tracks and stables, a museum, luxury hotel, restaurants and a nightclub.

Under the contract House of Equipment will supply 12 Fushun Yongmao tower cranes with lifting capacities of 18 to 24 tonnes and jib lengths of up to 80 m.

Speaking at the Big 5 PMV exhibition in Dubai, Wael Manfalouti, House of Equipment general manager, commented, "Naturally we're delighted to have won such a valuable contract for this landmark project. We were competing with six major suppliers and were judged both on technical and commercial aspects. The Yongmao tower cranes have CE approval, meaning they meet all EU

### ZOOMLION AND LEWIS EQUIPMENT DEAL

Chinese crane manufacturer Zoomlion and the US-based Lewis Equipment Company have signed an exclusive distribution agreement. Lewis Equipment will offer the full Zoomlion range of wheeled mobile and crawler cranes throughout North and South America.

Zoomlion has dedicated 250 units of its 2008 production of crawler and truck mounted cranes. A pair of 220 US ton (200 tonne) capacity crawlers had already been delivered to the US by press time.

Kyle Lewis, Lewis Equipment CEO, told *IC* that hot sellers will be the 220 and 290 US ton crawlers and the telescopic hydraulic truck cranes in the 80 to 140 US ton capacity range. "The main thrust of Lewis at the moment is to go from rental to retail," Lewis explained.

Lewis will set up between eight and 10 dealers in the US and a stock of spare parts will be held at its Texas headquarters. One had just signed up as *IC* went to press and ordered 44 machines in a mix of mobiles

and crawlers.

Lewis Equipment already distributes SunCrane tower cranes built by Yongmao in Fushun, China. It also distributes the Hercules range of construction hoists made by GJJ in China.

The latest agreement further reinforces Lewis Equipment's confidence in Chinese equipment, Kyle Lewis explained to *IC*. Lewis said he spent 100 days in China and has conducted exhaustive and detailed research into Chinese manufacturers. "The Chinese went the extra mile with safety," Lewis said. Cameras are fitted on the winches and booms and a GPRS remote system with black box function will be fitted to all equipment, including the construction hoists, from March 2008, Lewis continued.

Zhan Chunxin, chairman of Zoomlion International Trading Company, said that this exclusive distribution agreement with Lewis was a significant step forward in the manufacturer's plans to become more international.

requirements. The CE mark was a key reason why we won the contract."

House of Equipment was established in 2004 as a subsidiary of Arabtec Holding PJSC. In the last 12 months the

company has sold 150 tower cranes, worth about AED 125 million (\$34 million), to a range of countries, including UAE, Qatar, Bahrain, Saudi Arabia, Yemen, Jordan and Pakistan, it said.





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# Arcomet and Vest Kran in joint venture

Vest Kran Arcomet AS is a new joint venture company set up to rent and sell tower cranes in Scandinavia.

It is a 50-50 holding between Norway-based mobile crane rental house Vest Kran and Belgium-based international tower crane rental, sales and manufacturing operation, Arcomet. The deal included a shareholding agreement of € 500,000 at the financial start of Vest Kran Arcomet AS. The operation became official in October 2007 but the first cranes were delivered in August.

Infrastructure and commercial construction is at an all-time high in Scandinavia. The new company

is positioned to service the demand for tower crane rental, sales and service across the region. Main target customers are national construction companies, followed by a focus on smaller enterprises.

The first crane was a Terex Comedil CBR 40 self erecting tower crane, delivered to a national construction contractor based in Bergen. Terex Comedil CBR self erectors, the flat top CTT181 and 16 tonne capacity CTT331 models are first in the rental fleet. Six cranes have been erected for a job over the winter.

Rolf Andersen, CEO of the new company based at the Vest Kran headquarters in Bergen, said that "Vest Kran Arcomet is going to be a major player in Scandinavia." At press time one person was employed full time at VKA and several others were being recruited. Assistance was being given by people for erection and dismantling from Arcomet in Belgium and by skilled mechanics from Vest Kran.

Erection and dismantling needs of the VKA tower cranes will be covered by the Vest Kran fleet of more than 40 mobile cranes and its

Crane services company Vest Kran erecting a Comedil tower crane for the new Vest Kran Arcomet joint venture in Norway

workforce of more than 100.

Transporting the cranes on the local twisty narrow roads, especially in Scandinavia's harsh winter conditions, is made easier by the experience of Vest Kran employees.

The forecast is that the majority of the company's revenue will be from tower crane rental rather than new equipment or spare parts and service sales. Asked about VKA's area of operation, Rolf Andersen commented, "In the first couple of years we find it most natural to focus on the domestic market in Norway but will, of course, look into new areas when the capacity is there. Arcomet in Germany



Head of Arcomet, Dirk Theyskens, left, and Rolf Andersen, CEO of the new joint venture tower crane rental and sales company Vest Kran Arcomet AS, shake hands on the deal

has a fleet of 22 tower cranes on a project to build 54 km of road in the southern part of Norway that will be included in the Norwegian division for maintenance and service."



One of the first Tadano Faun ATF 40G-2 all terrains, launched at Bauma 2007 in April 2007, has been delivered to German operator Kranverleih Reichert, near Frankfurt. Reichert now has six Tadano Faun all terrains, the biggest being the 160 tonne capacity ATF 160G-5. They will be accompanied by a further crane, a 65 tonne capacity ATF 65G-4, which will be delivered in the near future.



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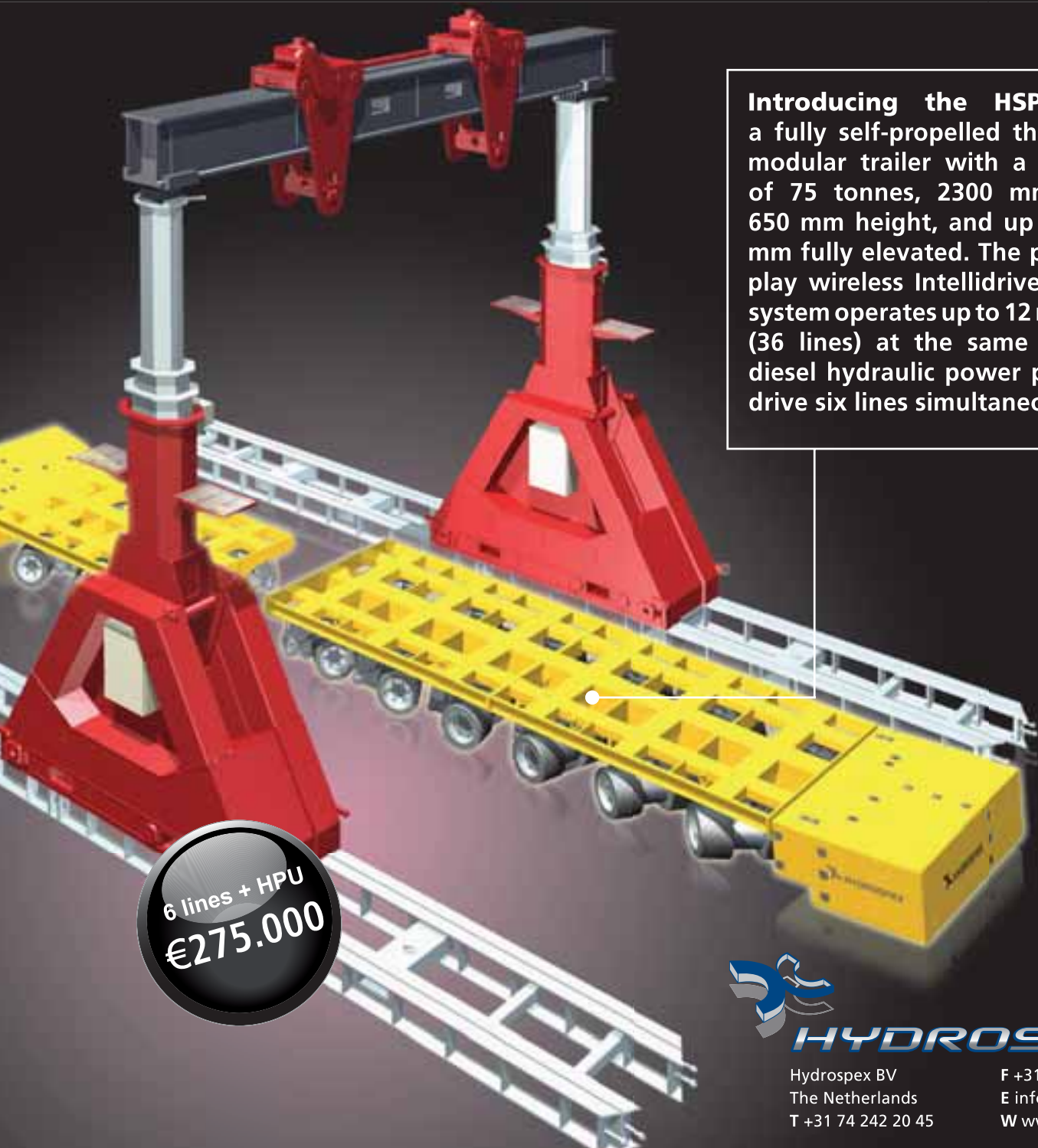
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## MIXED FIGURES FOR OCEAN HEAVY LIFT

Ocean HeavyLift ASA (OHL) saw strong gross revenues and earnings in the third quarter of 2007 but recorded a net loss overall.

The heavy lift vessel operator, based in Norway, recorded gross revenues of US\$ 12.4 million in the period, up from \$7.5 million in the second quarter. Total order backlog stood at \$109.4 million, up from \$96.2 million. It included contracts to transport "ultra large" production jack-up rigs for Rowan Industries and Skeie Drilling & Production in 2008 and 2010.

Fleet utilisation was 78% in the third quarter. "A clear improvement from 59% in the weak second quarter," said the company. The group recorded operating revenues of \$9 million in the third quarter, while EBTA was \$6.2 million, up from \$2.9 million in the previous quarter and EBIT was \$4.8 million, up from \$1.5 million.

However, the group recorded a net loss of \$1 million, after

including net financial items of US\$ 6.0 million in the third quarter.

Third quarter operating profit showed a clear improvement on the second quarter, commented the company. "But it is still affected by extra mobilization time with only two vessels in operation."

Delivery of two further heavy lift vessels, *Ancora* and *Hawk*, both costing around \$100 million, were delayed until late December 2007 and February 2008, respectively, following high level activity at the shipyard, said the company. OHL receives a fixed penalty of \$60,000 a day for each vessel once they are 15 days late. Their original price was \$107 million each.

"The higher level of activity in the offshore petroleum industry and the significant number of new buildings in the jack-up and semi-sub rig markets are increasing demand for heavy lift services. The company has noted that oil companies and

## Weldex mission complete

In July 2007 Weldex Offshore Ltd, based in the UK, was tasked with completing the onshore erection of the second wind turbine for the Beatrice Demonstrator project, sited off the north eastern coast of Scotland.

"We had already erected the turbine ready for loadout last year, but as it didn't sail we took down the rotor and split the three blades from the hub for storage over winter," This left the TIF (turbine interface frame) support, the

230 tonne tower and 315 tonne nacelle erected. In addition, last year we installed the 150 tonne tandem spreader bar to the tower," said Brian Hyde, Weldex technical services manager.

The *Rambiz* heavy lift crane vessel, operated by Belgium-based marine contractor Scaldis, came in and took a Weldex Kobelco SL6000 crawler crane, with 48 m short boom, away, along with the turbine.

Hyde explained that the SL6000 was used to install the boat landings and removed the temporary supports for the JIF (jacket interface frame). The *Rambiz* then lifted off the 250 tonne JIF in two halves. These structures were returned to land for offloading and storage



# Yongmao applies for public listing

Chinese tower crane manufacturer Fushun Yongmao has applied to the Singapore Stock Exchange to make an initial public offer (IPO) of its shares.

The application was made by Sunfield Investment, which

is owned by Singapore-based Tat Hong. The company, together with Tat Hong subsidiary Leadpoint Pte Ltd, owns a 21.1% stake in Fushun Yongmao Construction Machinery Co. Ltd (FSYM Construction).

It is likely that Sunfield Investment will eventually be renamed Yongmao Holdings and own 100% of FSYM Construction and its assets, a spokesman told IC.

Yongmao was founded in 1992 by husband and wife team Sun Zhao Lin and Tian Ruo Nan, in Fushun City. Sun and Tian are FSYM Construction's executive chairman and CEO, respectively.

The company offers four tower crane series, comprising 50 models, rated between 80 and 560 tonne-metres. The company operates a factory in Fushun, with a new facility under construction, due for completion in 2009.

Yongmao cranes are sold in 30 countries and it was the first Chinese crane manufacturer to have the CE mark, allowing its cranes to be used on European construction sites. Jin Long Europe is European distributor.

"The recent global construction boom and the pace of development, especially in China, are expected to last for a while yet. The demand for cranes in the short-term will exceed supply so Yongmao, with its coming IPO and expansion plans, seems to be one company that is going to be in the right place at the right time," the company spokesman added.

## NEWS HIGHLIGHTS

■ Lifting Gear Hire in the US has added equipment for lifting large structures to its rental fleet. Irrespective of a load's weight distribution the Enerpac Sync Lift controls lifting, lowering and positioning of, for example, bridges and buildings. Computer control is used to ensure that all points are lifted in unison and at the same speed, thereby reducing the danger of bending, twisting and tilting. Capacity is up to 1,000 tonnes per lifting point depending on the type of cylinders used.

■ Konecranes has received an order for 173 industrial cranes from a wind turbine manufacturer in India. The Finland-based company will supply a range of models, including electric overhead travelling cranes and process cranes to Suzlon Energy Ltd, plus a five-year maintenance contract. Suzlon Energy, in Pune, is Asia's leading manufacturer of wind turbines, according to Konecranes, and has supplied more than 3,000 MW (megawatts) of turbine capacity around the world. Delivery will be in the second and third quarters of 2008.

by dumb barge.

"The large tandem lift beam has a hydraulic gate that opens to release the beam from the tower. The two crane hooks are obviously above the beam but not above the structure

height. Stability is achieved by attaching large pendant slings down to the TIF area, so in effect it is lifted from the bottom and the lift beam slides up the tower to stabilise it," Hyde added.



## KR Wind expands fleet

Wind turbine installation company KR Wind has ordered a second Liebherr LG 1750 lattice boom mobile crane.

The Danish company is a joint venture between heavy lifting and transport company Mammoet, in Holland, and building contractor Enggaard, in Denmark. So far KR Wind has erected 5,000 wind power turbines and has one of the

world's largest heavy-duty crane fleets at its disposal, according to Liebherr.

The LG 1750 is due for delivery in the first quarter of 2008 and will complement KR Wind's four Liebherr LG 1550 lattice boom cranes, the latest having been delivered in November 2007.

The model's SL main boom system, without derrick, offers a lifting capacity of 100 tonnes with a hook height of 122 m. This is ideal for three megawatt (MW) wind turbines with a hub height up to 110 m, explained Wolfgang Beringer at Liebherr. With derrick and suspended ballast, plus a fixed jib, the crane can lift 100 tonnes up to a hook height of 152 m. With shorter booms, lifting capacities of up to 150 tonnes are possible, which is suitable for 3.5 to 4 MW turbines, Beringer added.

### NEWS HIGHLIGHT

■ A new set of guidelines for offshore lifting operations has been issued by the International Marine Contractors Association (IMCA). According to the IMCA's Crane and Winch Operations Workgroup, which developed the 66-page document, there can be more than 200 different kinds of lifts on any one vessel, ranging from supplies to spares, as well as complicated heavy operations.

The IMCA Guidelines for Lifting Operations sets out specific criteria, based on the existing safe practices of its members, that it says should be included in all companies' official procedures. It also offers advice on how to go about implementing the guidelines. "While primarily aimed at subsea lifting operations, the principles described in the new publication are relevant to all offshore lifting operations and generally to lifting operations anywhere," added Williams.

For more information visit [www.imca-int.com/publications/marine](http://www.imca-int.com/publications/marine)

## Insulatus insulating link goes beyond

A new 100 tonne capacity load line insulating link to prevent electrocution during crane operations has been tested, certified and deliveries have started.

UK and US-based manufacturer Insulatus tested the new Load Insulator in November to more than 700 tonnes. Testing of the 100 tonne-rated link was stopped at 725 tonnes but there were no signs of damage or failure in the actual link and its insulation properties were still

perfect, Hugh Pratt, (pictured) Insulatus CEO, told IC.

Insulatus offers a range of insulating links in all voltage ratings to fit in load lifting lines and tag lines. They are designed to prevent electrocution of crane operators, slingers, etc., if the crane or load comes into contact with live overhead power lines. Each Load Insulator has a built-in data logger with daily self test facility to record the loads lifted and other parameters.



## Virtual safety cage from Hiab

Knuckle boom crane manufacturer Hiab has launched an operator protection system in Europe that creates a 'virtual safety cage' around the control station.

The Hiab OPS (operator protection system) virtually eliminates the risk of a user being crushed by a vehicle-mounted crane, the company claimed.

The system was tested in Australia following a series of accidents there, in which operators were crushed by crane booms in situations rarely seen in Europe, said Hiab. OPS has boom- and slew-mounted

sensors to prevent crane booms moving into a no-go zone. The size and position of the virtual safety cage can be adjusted to fit any crane vehicle and crane combination by making simple adjustments to the mechanics and the company's Space control system.

"Building upon our existing proven technology, the major benefits of the Hiab virtual cage system are that it does not reduce the productivity of the loader crane or create operator frustration," added Lars Anderson, research and development manager at Hiab.

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the system is active at all times and can only be disabled by pressing and holding down a release button positioned close to the control levers on the valve side.



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Although 2007 will be remembered for the damage caused by the global credit crunch, there were some positives over the course of the year. Both the Dow and IC's share index hit record highs during the year, and ended it in the black. CHRIS SLEIGHT reports

# Review of 2007

In years to come, 2007 will undoubtedly be ingrained on economics students' minds as the year of an unprecedented global credit squeeze. Whether it will be remembered with the same notoriety as events like 1987's Black Monday or the Asian currency crisis of 1997 remains to be seen. No doubt someone will advance the theory that years ending in seven are bad news for the markets.

But focusing on the bad news does not give the full picture for last year. Amid all the negativity it is easy to forget that 2007 saw record highs for the markets. In October the Dow hit the high water mark 14280 points, while IC's share index for global crane manufacturers topped-out at 719.75 points in late July, just before the credit crunch bit.

And, despite the falls and volatility that came in the wake

of the crisis, many individual equities and benchmarks finished 2007 in positive territory. The Dow was up 7.04% over the course of the year, while the FTSE 100 achieved a more moderate gain of 3.38%. The crane sector was well ahead with a 15.96% annual increase, while only the Nikkei 225 had a bad year, with a 10.44% fall.

Although these gains were to be welcomed, they were a long way behind the achievements of 2006 when the Dow was up 14.5%, the FTSE 100 rose 8.5% and the crane sector leapt a massive 56.9%. As in 2007, the Nikkei lost ground in 2006, but its fall was a little more limited at 6.44%.

## Crane shares

As the overall IC share index suggests, 2007 was, on the whole, a good year for crane

manufacturers' equities. Manitowoc led the way with a massive 76.1% increase in its value, and the company performed a two-for-one stock split in the third quarter of the year to double the availability of its shares.

Other gains in the sector were more moderate, and clustered around the 10% mark. This included Hitachi, which bucked the trend for Japanese shares with a gain, while there were losses for its domestic peer group of Kobe Steel and Tadano.

But again, these performances were a long way behind the gains of 2006, when Konecranes, Manitowoc and Terex all saw share price rises in excess of 100%.

## Currencies

As far as the currency markets were concerned, the story of 2007 was the continued depreciation of the US Dollar. This was most pronounced against the Euro, with a net fall of more than 10%, coming on the back of the 8% decline seen in 2006.

The Dollar also lost ground to the Yen, having gained against it in 2006. It finished 2007 down 4.4% at US\$1 = JPY 114. The significance of this is debatable, as the Japanese Government has an interventionist policy towards its currency which has rarely seen it move outside the US\$ 1 = JPY 110 to 120 band in the last three years.

Unlike 2006, when it lost more than 10% against the Pound, 2007 saw a more benign relationship between the Greenback and Sterling. Although the psychological threshold of US\$ 2 to the Pound was crossed, the net loss was only 2.3%, with both the UK and the US facing a similar economic outlook of slowing growth, falling interest rates and large deficits.

## 2007 IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE
<b>IC Share Index*</b>		<b>493.61</b>	<b>572.38</b>	<b>78.77</b>	<b>15.96</b>
Dow Jones Industrial Average		12481	13360	879	7.04
FTSE 100		6256	6467	212	3.38
Nikkei 225		17092	15308	-1784	-10.44
Hitachi Construction Machinery	YEN	3070	3350	280	9.12
Konecranes	€	21.00	22.92	1.92	9.14
Kobe Steel	YEN	387	364	-23	-5.94
Manitowoc	US\$	55.31	48.70	-	76.10
Palfinger	€	91.81	25.99	-	13.23
Tadano	YEN	1354	1141	-213	-15.73
Terex	US\$	58.75	65.14	6.39	10.88

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

Palfinger 4 for 1 stock split in week 27 2007

Manitowoc 2 for 1 stock split in week 37 2007

## EXCHANGE RATES – US\$

CURRENCY	VALUE AT START	VALUE AT END	CHANGE	% CHANGE
YEN	119.28	114.00	-5.28	-4.43
€	0.7637	0.6849	-0.0788	-10.32
UK£	0.5143	0.5023	-0.0120	-2.33

Period: 2007





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# World views

The annual *IC* Rental Confidence survey has been designed to provide a clear and comprehensive picture of the global crane market over the last 12 months and to point where it is heading in 2008. *IC* reports

Each year, the crane rental market becomes more diverse and, judging by the results of the latest confidence survey, 2008 will be no exception. Although the rental market remains strong and continues to grow, there are now some concerns creeping into the minds of crane users who see the world crane shortage as a serious threat. Others wonder where rental companies will be left when the bubble finally bursts.

Worldwide, fleet expansion plans for mobile cranes over the coming 12 months are broadly similar to last year's forecast. The figures show that around 40% of companies will increase their fleets. One notable difference, however, is the forecast for investment in 150 tonne capacity

crawler cranes, which has doubled to 40%.

On a regional level, African companies are indicating major expansion, particularly in their mobile crane fleets. Comments from the continent suggest this is partly thanks to preparation work for the 2010 football World Cup in South Africa. In contrast, there are some concerns for the future. "Crane rental is very good in South Africa at the moment but when a downturn occurs there will definitely be an abundance of cranes in this country," said one survey respondent.

These views are shared in other world regions, for example, in Europe. "We are at a peak, [at] this time [there] are not enough cranes. But after a few months [there will be] many cranes without work," explained a European crane user.

With many European countries bracing themselves for an economic downturn, this could suggest some crane rental companies will curb their investment >

## FLEET PLANS FOR 2008 ALL REGIONS

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Mobile crane 50 tonne	39	14	23	2
Mobile crane 100 tonne	43	12	36	0
Mobile crane 150 tonne	42	14	27	0
Crawler crane 70 tonne	22	8	29	2
Crawler crane 150 tonne	40	13	15	0
Tower crane 100 tonne-metre	11	7	14	2
Tower crane 300 tonne-metre	15	9	15	0

Crane rental is very good in South Africa at the moment but when a downturn occurs there will definitely be an abundance of cranes in this country.



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plans in the relatively near future. On the other hand, newer European Union (EU) nations offer a different outlook. About the Czech Republic, which joined the EU in 2004, one survey respondent commented, "The construction market is healthy and follows a strong growth pattern. There is no indication the peak has been reached. Similar development is expected soon in other eastern and southern markets."

Rental rates are forecast to increase worldwide in 2008, especially in the

mobile crane sector. Emerging economies are sharing that vision, with between 75 and 98% of central and South American companies proposing rate hikes across the board for mobile and crawler cranes.

According to one Brazilian company, the market there is "booming and it will increase in the next two years." A view shared by nearly all other South American companies taking part in the survey.

In Europe and North America, a majority of companies – between 40

and 50% – are forecasting rate increases in mobile cranes. The figures, however, show the same proportion of companies planning to keep their rates the same as 2007.

Words of warning come from one European company, which says the rental market is expanding faster than the economy of the country. "However, new cranes are entering the market and these companies are pulling the rates down, without considering the costs, future low

&gt;

## RENTAL RATES CHANGES FOR THE LAST 12 MONTHS

### MOBILE CRANES 50 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	18	82
Asia Pacific	0	33	56
Australia/NZ	0	56	38
Central/S America	0	48	52
Europe/CIS	0	38	56
Middle East	2	39	41
North America	0	44	56
South Asia	0	45	55

### MOBILE CRANES 100 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	21	79
Asia Pacific	0	44	56
Australia/NZ	0	56	27
Central/S America	0	53	47
Europe/CIS	0	18	76
Middle East	2	22	58
North America	0	24	59
South Asia	0	44	56

### MOBILE CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	0	75
Asia Pacific	0	22	67
Australia/NZ	0	38	13
Central/S America	6	23	51
Europe/CIS	0	13	73
Middle East	3	0	75
North America	0	19	62
South Asia	0	38	64

### CRAWLER CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	33	0
Asia Pacific	11	34	56
Australia/NZ	0	12	34
Central/S America	0	52	23
Europe/CIS	0	51	24
Middle East	0	0	98
North America	0	10	50
South Asia	0	11	78

## RENTAL RATES FORECAST OVER THE NEXT 12 MONTHS

### MOBILE CRANES 50 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	0	95
Asia Pacific	0	67	22
Australia/NZ	0	20	80
Central/S America	0	2	98
Europe/CIS	6	44	45
Middle East	2	32	50
North America	6	56	39
South Asia	0	34	67

### MOBILE CRANES 100 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	20	80
Asia Pacific	0	44	56
Australia/NZ	0	36	55
Central/S America	0	3	97
Europe/CIS	7	47	41
Middle East	2	17	67
North America	6	41	35
South Asia	0	56	44

### MOBILE CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	0	75
Asia Pacific	11	44	33
Australia/NZ	0	25	38
Central/S America	0	26	74
Europe/CIS	7	40	47
Middle East	2	26	49
North America	0	38	44
South Asia	0	49	51

### CRAWLER CRANES 150 TONNE CAPACITY (%)

	DECREASE	SAME	INCREASE
Africa	0	33	0
Asia Pacific	11	44	45
Australia/NZ	0	0	45
Central/S America	0	0	77
Europe/CIS	8	23	46
Middle East	0	34	66
North America	0	38	23
South Asia	0	38	51

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## UTILISATION CHANGES FOR THE LAST 12 MONTHS

### MOBILE CRANES 50 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	<10% fall
Africa	97	0	0	0	0
Asia Pacific	43	11	22	9	0
Australia/NZ	13	47	33	7	0
Central/S America	54	23	23	0	0
Europe/CIS	21	43	29	0	0
Middle East	40	20	38	2	0
North America	32	22	44	0	0
South Asia	51	38	11	0	0

### MOBILE CRANES 100 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	<10% fall
Africa	97	0	0	0	0
Asia Pacific	44	33	11	11	0
Australia/NZ	9	45	27	9	0
Central/S America	24	73	0	0	0
Europe/CIS	41	27	26	0	0
Middle East	60	0	20	2	0
North America	28	11	39	0	0
South Asia	26	61	12	0	0

### CRAWLER CRANES 150 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	<10% fall
Africa	67	0	0	0	0
Asia Pacific	44	22	22	0	1
Australia/NZ	0	33	11	0	0
Central/S America	0	52	23	0	0
Europe/CIS	0	55	0	0	0
Middle East	34	66	0	0	0
North America	42	0	17	0	0
South Asia	37	38	12	0	0

jobs and investments. This will affect the market badly in two years' time."

Setting the tone for the US market was a respondent from a relatively small crane rental firm. "The housing market has collapsed, so the only work now is commercial and, with the cost of fuel increasing, even that market is slowing. Times are tough for the small independent operators." Another says, "I expect the rates to go up in correlation with the gas prices." A third crane owner from the US warns that rental rates "must go up in tandem with purchase prices, especially here in America."

## Utilisation

The survey figures for utilisation rates in the rental sector correspond with other sections in the survey. The consensus is that they will rise or remain constant. Only North America shows obvious falls in this

Where utilisation rates are listed as staying the same, it is because of the market being so strong that practically 100% utilisation has been reached in large fleet situations. Lack of availability is a huge issue for our entire market

area. For 50 tonne capacity mobile cranes 22% of companies forecast utilisation rates to drop by up to 10%, while 11% of companies expect a similar drop in the 150 tonne segment and 6% forecast a fall in the

## UTILISATION FORECAST OVER THE NEXT 12 MONTHS

### MOBILE CRANES 50 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	<10% fall
Africa	60	19	21	0	0
Asia Pacific	22	34	33	0	0
Australia/NZ	7	40	53	0	0
Central/S America	24	49	23	0	0
Europe/CIS	18	16	58	8	0
Middle East	2	40	20	4	0
North America	6	17	56	22	0
South Asia	38	25	24	12	0

### MOBILE CRANES 100 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	<10% fall
Africa	61	20	19	0	0
Asia Pacific	22	44	33	0	0
Australia/NZ	0	36	55	0	0
Central/S America	23	51	24	0	0
Europe/CIS	13	14	47	3	6
Middle East	20	40	20	2	0
North America	0	22	44	11	0
South Asia	39	12	38	0	2

### CRAWLER CRANES 150 TONNE CAPACITY (%)

	>10% rise	1-10% rise	Same	1-10% fall	<10% fall
Africa	0	33	0	0	0
Asia Pacific	33	34	22	11	0
Australia/NZ	0	39	11	0	0
Central/S America	52	24	0	0	0
Europe/CIS	21	35	23	0	0
Middle East	0	68	32	0	0
North America	8	8	43	0	0
South Asia	37	26	13	12	0

150 tonne market. In the European region, eight, 11 and 9% of companies forecast utilisation rates to drop in the 50, 100 and 150 tonne capacity segments, respectively.

In line with North America and Europe, a high proportion of companies in Australia and New Zealand calculate that their utilisation rates will remain constant in 2008. "Where utilisation rates are listed as staying the same, it is because of the market being so strong that practically 100% utilisation has been reached in large fleet situations. Lack of availability is a huge issue for our entire market," a survey respondent explained.

Substantial increases in mobile crane utilisation rates can be seen in emerging economies, including Africa, central and South America, the Middle East and South Asia. In comparison, the crawler crane sector is seeing a drift towards higher utilisation globally. North American

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companies are, however, an exception, with a strong showing in the 'stay the same' category.

Scoring highly in the utilisation growth rates above 10% category, is South Asia. The region forecasts increased work rates across the board for mobile and crawler cranes in 2008. An Indonesian company

sums up the feelings of many others around the world. "There is a shortage of cranes of any capacity, particularly below 100 tonne capacity – the price for second hand cranes has gone up more than 50%. A good condition ten-year-old crane can be sold for the price it had been bought for."



## FLEET INVESTMENT BY REGION AND CRANE TYPE

### MOBILE CRANES 50 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Africa	79	21	0	0
Asia Pacific	67	11	22	0
Australia/NZ	33	27	33	7
Central/S America	75	25	0	0
Europe/CIS	46	31	23	0
Middle East	51	23	27	0
North America	39	6	56	0
South Asia	57	0	29	14

### MOBILE CRANES 100 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Africa	59	0	41	0
Asia Pacific	44	11	33	0
Australia/NZ	20	20	50	0
Central/S America	51	24	26	0
Europe/CIS	44	6	44	0
Middle East	76	0	23	0
North America	39	17	28	0
South Asia	43	0	43	0

### MOBILE CRANES 150 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Africa	74	0	26	0
Asia Pacific	33	22	33	0
Australia/NZ	29	0	29	0
Central/S America	25	50	27	0
Europe/CIS	43	23	21	0
Middle East	74	0	24	0
North America	50	6	19	0
South Asia	17	0	67	0

### CRAWLER CRANES 150 TONNE CAPACITY (%)

	EXPAND FLEET	RENEW ONLY	NO CHANGE	REDUCE FLEET
Africa	36	35	0	0
Asia Pacific	35	32	22	0
Australia/NZ	28	0	22	0
Central/S America	27	24	0	0
Europe/CIS	32	8	17	0
Middle East	67	0	34	0
North America	42	0	17	0
South Asia	71	14	0	0

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# SPMTs on the move

**The use of self-propelled modular transport systems is on the increase worldwide. Havator in Scandinavia and Berard Transportation in the US are two users illustrating typical applications and developments of trailers made by Goldhofer. GINO KOSTER reports**

**H**avator Oy, the Finish heavy transport and lifting specialist working throughout Scandinavia, has taken delivery of the first 52 axle lines of Goldhofer PST/SL-E. A similar number is on order for 2008. The PST/SL-E is Goldhofer's latest product in the sector of self-propelled modular transporters, better known as SPMT.

Like the SPMT the PST/SL-E also has electronic and computer controlled multi-directional steering, offering steering angles up to +/- 135 degrees, enabling different steering modes, for example, counter steering, diagonal, 90 degree transversal and carousel. Goldhofer supplies the E-type in four- or six-axle line trailer modules, offering a maximum axle load of 40 tonnes and a tractive force of 140 kN per driven axle line. An axle line is two pendulum axles and eight wheels.

Hydrostatic power is provided by one or more Power Pack Units, depending on the trailer configuration, with an output of 360 kW per PPU. Hydrostatic propulsion allows for variable speeds from a slow creep to a 17 km/h maximum, depending on overall weight and gradient. Due to the computer controlled steering, trailer set-up allows for two or more trailers to work in combination, without mechanical inter-connection.

This last feature was especially valuable for Havator on one of its first contracts. On completion of the extension to the Port of Pori in Finland three large rail mounted harbour cranes, weighing 500, 610 and



The tank barge is driven onboard the floating drydock on two 36 axle line trailers standing apart



Berard Transportation, Inc. used a mixture of its mechanically and electronically steered Goldhofer modular trailers

700 tonnes each, had to be transferred to the new port area. Havator opted to use its new Goldhofer PST/SL-E in two 16-line trailers, each with a PPU, to move the first 610 tonne crane.

The crane, built by Ansaldo Reggiane, >

Pictured above: Trailers are positioned underneath the tank barge that is supported at height on stillages

was 25 m long, 22 m wide and 60 m tall. To guarantee sufficient stability, Havator engineers worked out a detailed loading method, including fabricating additional supports to the crane's 'n'-shape base frame, temporary support beams and load distribution girder beams on the trailers. The support beams were pre-installed using a Havator crane. To guarantee maximum stability, each 3 m wide trailer was manoeuvred underneath the crane base frame and its temporary support beams, close to the rail bogies on each side. Using the hydraulic suspension of the trailer, which offers a 600 mm lift from its lowest position (1,200 mm standard driving height, +/- 300 mm), the crane was lifted from the rails.

Onboard the two Goldhofers, which were only interconnected by a wire to both computers in the PPUs and driven by one man using his remote control, the crane travelled 2 km across the port area. The journey included several manoeuvres and tight spots. The computer supported steering synchronisation guaranteed that both trailers stayed in position during all phases of the move. Once the crane arrived at its new location, it was exactly positioned

by using the 90-degree transversal steering mode, before being safely lowered on to the rails again.

## Interconnection

In 2006 Havator acquired Kuljetusneliö Oy, the Finnish heavy transport company with its large fleet of Goldhofer THP/SL conventional modular trailers. Goldhofer designed its PST/SL-E type on the basis of its THP/SL, in such a way that both types can be coupled, although multi-directional steering will be limited.

A good example of using both the PST/SL-E and THP/SL in one trailer set-up was the load-out of two new tank barges by Berard Transportation, Inc. in New Iberia, Louisiana, US. Berard was the first

The first of three cranes that Havator Oy has to move by almost two kilometres across the Port of Pori in Finland



company to buy PST/SL-E trailers in 2005 and now operates a fleet of 40 lines, in addition to a fleet of conventional THP/SL.

Traditionally, Berard is active in offshore and shipyards and regularly moves heavy and large structures on site and on and off barges etc. in so-called load-outs and load-ins. That often requires a substantial number of axle lines but, not necessarily, E-type only.

Limited manoeuvring or moving in a straight line allows for conventional modular trailers with mechanical steering. Berard balanced both types of trailer to optimise its use and maximise return on investment and, therefore, opted for the possibility to operate both PST/SL-E and THP/SL in one trailer set-up. To

synchronize the steering of both mechanically and electronically steered modules, Berard acquired Hydronics. This additional tool was used on the load-out of two new 1,700 tonne tank barges. Each barge was almost 90 m long, 18 m wide and 10 m high.

A total of 72 axle lines, divided in two 36 line trailers, were used for the move. Berard used both its mechanically and electronically steered modules in each trailer. After assembling the trailers on site and covering the loading platform with a layer of wooden mats, for load distribution and protection, they were driven underneath the first

vessel that was supported at height from temporary supports.

Again, the trailer hydraulics allowed for lifting the barge free from its supports so it could travel to the quay. During travel the required steering was fully synchronised by the Hydronics. At the quay a floating dry dock was positioned to receive the barge. In a controlled ballasting operation both trailers and the barge, weighing 1,960 tonnes in total, rolled step-by-step onboard the dry dock.

When in the dry dock, the barge was lowered on to temporary supports again so the trailers could be driven back on land. After completion the dock was floated and, with that, also the barge. To move the second barge, the trailers were relocated by barge to a yard area close by to repeat the operation. ■

The 610 tonne Ansaldo Reggiane crane, measuring 25 m long, 22 m wide and 60 m tall, was moved on two sets of 16 axle line Goldhofer PST/SL-E trailers



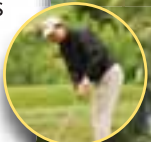
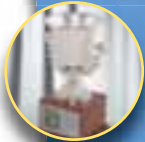
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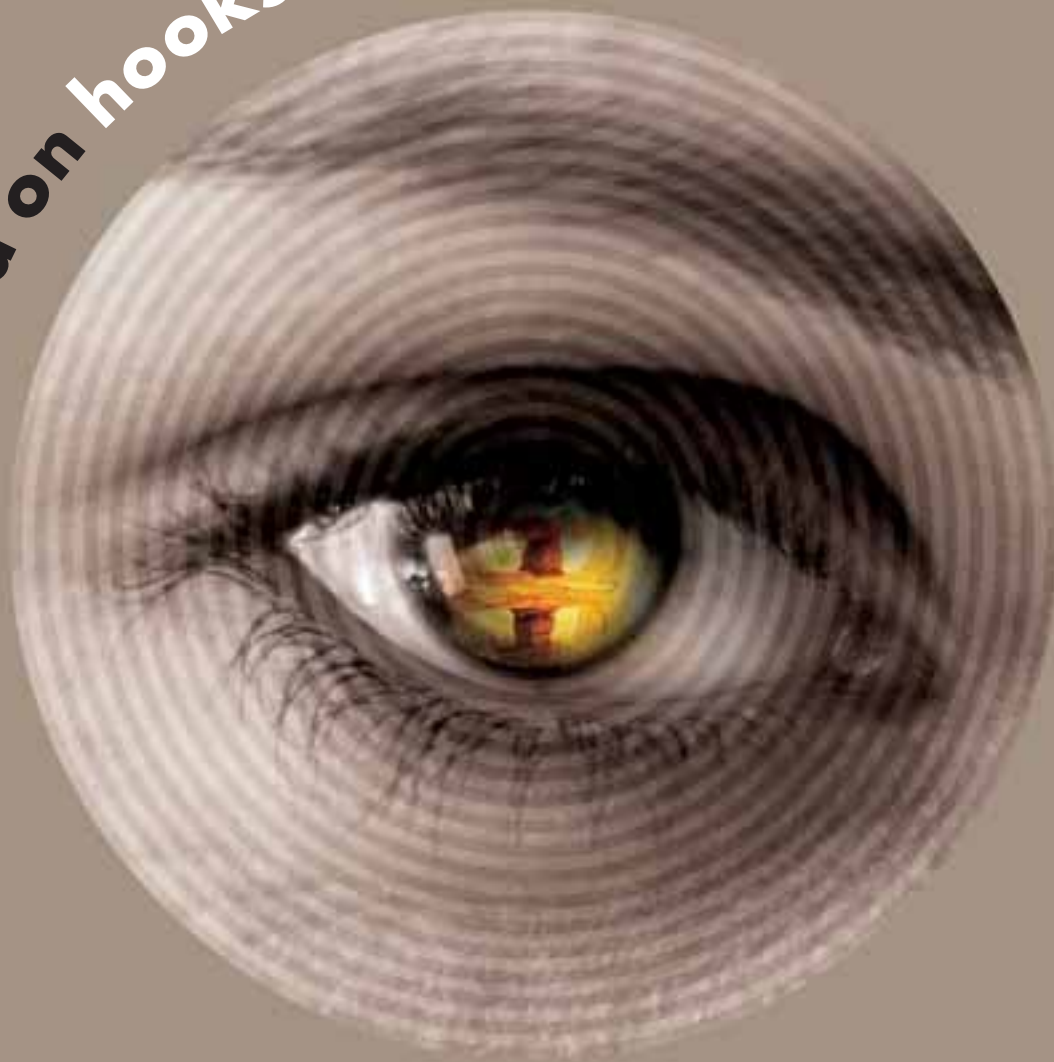
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# Good as new



**Long lead times from crane manufacturers are prompting many owners looking for new cranes to choose refurbishment over the lengthy wait for a new replacement – even if the machines would have been scrapped had the market been less busy. EUAN YOUNG reports**

**T**he current boom in demand for cranes is affecting the whole industry, not least the repair and refurbishment sector. Such companies are taking on ever more work from operators desperate to keep their aging machines working or to repair their damaged ones.

Ruud Schreijer from Rusch Kraantechnik in the Netherlands says the company repairs more than 300 cranes a year. They range from very small jobs to the replacement of complete boom sections, cabins, upper-structures and carriers, mainly on Liebherr, Demag, Faun and Grove machines.

“The economy is going up and the request for machines is more than the manufacturers can produce. Delivery time for new machinery has gone up, sometimes two years. Damaged cranes are, therefore, more often repaired.”



Before and after. Wheco Corporation in the US repaired this Grove GMK5265 (GMK5150 outside the US) following an accident

Schreijer adds that the decision to repair a crane, or not, often comes down to cost, which is why, he says, manufacturers often state that a repair is not possible.

“Specialized repair companies often know more about repairing the booms than the manufacturers themselves. When welding a telescopic boom section a manufacturer is welding in the neutral line. When we repair a part of the boom section we are also welding in the stressed area. Excessive tests and studies have taught us how to do that without losing static or dynamic characteristics of the material,” Schreijer explains.

## Time and cost

The amount of time needed is also a major factor in the decision to repair or buy new. “Repair is often cheaper but certainly not always. If the required equipment is in

## REPAIR Vs BUYING NEW

Glenn Windhouwer of Avezaat Cranes sums up the factors to be taken into consideration when making the decision whether to repair or replace with new.

- The extension of the economic and technical lifecycle that can be achieved when carrying out repairs in relation to the costs incurred.
- The turnaround time for the repair work in comparison to the delivery time for new equipment. This is especially an issue when the machine really cannot be missed. Avezaat Cranes says it keeps a large and varied quantity of high-quality equipment in stock suitable to ensure that the experienced team can quickly start the repair work in virtually all cases.
- The comparison between the full costs involved in the repair work and when buying new.
- More cranes are refurbished due to the longer delivery times of new cranes.

Damaged Demag mobile, right, repaired by Wheco Corporation being reassembled



stock you could decide to pay for instant availability. If the machine or component is not in stock, a repair or refurbishment is often faster but may be more expensive. It depends what is important for the customer at that moment – time, money or both,” adds Schreijer.

The long lead times for new equipment quoted by manufactures can even mean cranes once condemned to the scrap yard are now considered for refurbishment, Schreijer continues. “Nowadays, with the scarcity of new cranes it may be still economical to repair it anyway, even if

for insurers the crane is a total loss. This depends, of course, on make, type and year of fabrication – not older than five years.”

Koehler Kran Service, in Germany, repairs mobile cranes that have suffered all levels of damage. Company owner Andreas Koehler agrees that global demand for repair and refurbishment services is getting stronger. “Because of long delivery times damaged machines get repaired and older machines get refurbished.” Although he forecasts the company’s 50-50 split between domestic and export work will remain the same.



Before and after. Rusch Kraantechnik in the Netherlands repairs a twisted lattice boom section



### Costly parts

The repair and refurbishment industry has also been affected by component supply problems. Component manufacturers are facing their own struggle to keep up supplies, says Koehler. “We have problems like every other company. You get longer delivery times and higher prices for base materials, especially for spare parts from the manufacturer.”

The problem, however, Koehler says, is not having much effect on the turnaround time for his company. And he adds that the cranes Koehler Kran is being asked to repair are not getting older as a result of the extended lead times.

Glenn Windhouwer of Avezaat Cranes, based in The Netherlands, has found that long delivery times from manufacturers is extending the lifecycle of mobile cranes. Windhouwer adds that another distinct sector trend is the increase in use of high quality materials and refined technologies for repairs and new build projects. “This demands such a level of knowledge and resources that the work is virtually only carried out by a select group. It also means that the quality of the repaired equipment is not inferior in any way from new equipment.”

Jay Shiffler at repair and restoration specialist Wheco Corporation in the US says that in the current climate customers are taking full advantage of the company’s SLEP programme (Service Life Extension Projects).

“The worldwide demand for cranes and the resulting shortage has increased the demand for the availability of existing machinery. Customers are looking to have their accident-damaged cranes put back into service in the most time- and cost-effective manner. And customers are also looking to try to extend the service life of their older and aging cranes.”

Wheco works on all types of cranes but Shiffler says mobile cranes, including all terrains, truck and rough terrain types, are the most regularly seen in for repair.

“Because these are mobile cranes, many of the accidents are not just job site or lifting related but simply the result of street and highway accidents.”



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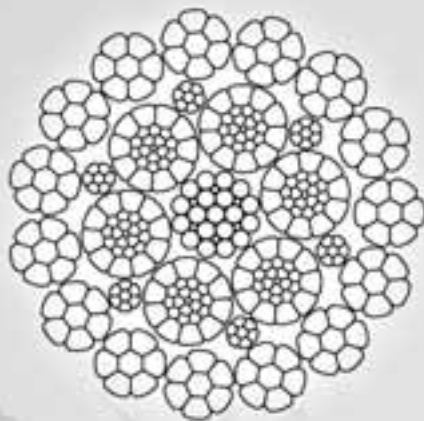
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The company also carries out extensive work on crawler cranes, which, Shiffler adds, are excellent candidates for repair and SLEP because of their long service life.

### Race against time

“Too often the long time and high cost associated with replacing damaged structural parts and components gives reason to send a unit to salvage. But engineered structural repairs are our core business which gives us the ability to take even the most heavily damaged crane and put it back into generating revenue in the most cost-effective manner.”

In assessing a potential repair or restoration job Wheco tries to measure the cost against the estimated actual cash value (ACV) or market value of the crane. “But it is interesting that in today’s market, some customers are willing to pay more for a repair or restoration if it will put the crane back into revenue generating service faster than waiting for a new machine or long lead-time repair parts.”

Shiffler adds that with manufacturers running at full capacity, it may not just be the price of the part that puts customers off, but the basic availability of it. Wheco, he says, has the expertise to repair those items. “Further, with the capabilities of our full service shops, we can actually fabricate and build long lead time and obsolete piece parts and components that otherwise would delay getting a crane back into service.”

### Overload

Some manufactures also offer a complete crane repair and refurbishment service but find themselves facing the same issues as the independent refurbishment companies. Terex Demag has a repair shop at its Zweibrücken factory in Germany. Christian Schorr-Golsong, marketing director Europe, says, “We do all kinds of repairs on cranes, in most cases in the yard of the customer, due to our highly international business.”

Most site repairs are related to damaged steel parts and worn out components, explains Schorr-Golsong, while the majority of the work in the repair shop

Avezaat in the Netherlands repairs and refurbishes a Liebherr LTM 1200



Dented boom section repaired by Rusch Kraantechnik



is more structural, “due to intense use of the cranes, which, sometimes, leads to an overload.”

The decision whether to repair the crane or buy a new one remains with the customer but, in the current climate, the choice is often made for them. “Long delivery times lead to an increase in repairs because the demand for cranes in the market is still high and job sites have to be served. Of course the cost of the repair is linked to the cost we have for spare parts and also the parts for production, and here price increases are given by the suppliers,” explains Schorr-Golsong.

In 2007 Liebherr completed a new facility for reconditioning used cranes at its mobile and crawler crane factory at Ehingen in Germany. It has two similar facilities in Berlin and Oberhausen. The manufacturer also has reconditioning workshops in France, the US and the UK.

### Three levels

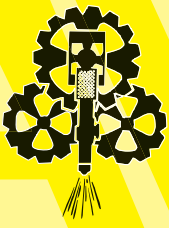
Wolfgang Beringer at Liebherr-Werk Ehingen explains that demand is strong across the lifting capacity spectrum. “There is no specific type of machine especially required. There is a good market for smaller cranes, as well as for bigger ones. Moreover, at present, the market for

### HIT Srl

HIT Srl, in Italy, refurbishes rubber tyred gantry (RTG), ship to shore (STS) and other port cranes. Paolo Soncini says most refurbishments are carried out on cranes manufactured between 1970 and 1990. Typically, this includes upgrading the electronic systems in the operator’s cabin. “Sometimes it must be fully sandblasted and re-painted but the owner usually likes doing that with a local company.” As with similar companies, the work can be more structural, for example, the company’s last job, which was to repair a 70 m long boom that had collapsed.

“The old types of crane use big quantities of steel compared with modern structures. But old cranes could offer a long residual life due to this excess of steel.” He added that refurbishing the electronics on a STS crane could be done for between € 1 million and € 2 million, bringing new life to an old crane that originally cost between € 5 million and € 7 million.





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Keboma, SGS, DNV, AIB, RTD Lloyds can be issued."

Safety is a vital consideration with most repairs, Schorr-Golsong says, which are based on the same standards used on new product Terex Demag production lines and come with a 12 month warranty. "We work closely with insurance companies, evaluators and other third parties together. Quality of the work is essential. We, as a manufacturer of mobile cranes, put our name to this."

Soncino at HIT says its repair work is covered by CE regulations, as long as the structure is not modified and the speed and load capacities remain the same. "Sometimes a third party is involved to certify the crane, usually a third party – not the owner and not the repairer. If the destination of use is changed or the structure modified we repeat the structure calculation with an engineering company."

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At Wheco all work is documented and guaranteed to be compliant to all known OSHA, Cal-OHA, ANSI and AWS standards and regulations.

"The safety implications are that if you are going to perform structural and other related repair services is that you better know what you are doing and be prepared to stand behind your work. We offer full warranties for all our work and guarantee that our work will be certified by an independent third-party certifier. Wheco is also fully insured and bondable." ■

older cranes, as well as for younger ones, is good."

The factory offers three categories of used crane – actual condition, partially overhauled and fully overhauled at the factory. "We perform the work according to our customers' needs. The more precise information the buyer provides about their requested used one, the better we will be able to offer a suitable crane," adds Beringer.

For those requiring a quick delivery, the crane will simply undergo an examination before it is shipped out in "actual condition," with a report. A partially overhauled crane is operational and ready for work. Inspections of the carrier and the superstructure will have been carried out and it will have passed the German TÜV, or a similar standard in another country. Depending on the age of the crane, says Beringer, an EC quality certificate is also possible.

Lastly, the 'overhauled at the factory' option offers a complete service, in which the crane is refurbished to the last detail. "All assemblies, the condition of which could impair operation on a long-term basis, will be overhauled or replaced by new or rebuilt parts. Upon completion of the overhaul, the equipment is examined and tested by us just like a new crane," adds Beringer.

### Strict safety

Tight safety standards are now a major issue in the refurbishment sector. "If a repair is done in the proper way there are no safety implications. A good repair is as

strong as the original," comments Ruud Schreijer at Rusch. He explains that all repairs come with a 12 month warranty.

"As we take care that the crane is not altered during the repair, there is no reason that the position of the original certification is endangered," Schreijer says. The repair is simply recorded in the crane logbook and documented with a repair report stating all the relevant information.

"Well-repaired cranes and parts are in no way inferior to new," says Windhouwer, "This also applies to safety. A full guarantee is given. Every certificate endorsed by well-known testing bodies, for example, Aboma,



# Doubling up

At two recent major construction equipment exhibitions in China it was clear that the unprecedented pace of growth is continuing among crane manufacturers. Sales increases of between 50 and 100% for 2007 over the previous year are typical for the Chinese manufacturers and exports are beginning to make a significant contribution.

**ALEX DAHM reports**

New from Zoomlion is a flat top tower crane. Testing is ongoing in the domestic market and the first unit is exported to the Middle East

**M**uch of the talk around the BICES and ConExpo Asia exhibitions in October and December 2007 was stories of massive growth at the Chinese manufacturers.

Figures from the CCMA (China Construction Machinery Manufacturers' Association) make interesting reading. The mobile crane branch is one of 29 in the CCMA. Its 54 members include manufacturers of wheeled mobile, crawler and truck mounted cranes, plus ancillary suppliers and institutions.

CCMA reports massive growth in the mobile crane sector since 2002 from 7,000 units (worth RMB3.3 billion/US\$ 454 million) to 17,500 units (RMB 101 billion/\$14 billion) in 2006. Its 2007 forecast is for an all-time high of 24,200 units worth RMB 160 billion (\$ 22 billion).

Truck cranes are more than 80% of mobile crane demand, according to CCMA. While there are 12 manufacturers of mobile cranes in China, a group of four have more than 80% market share, led by XCMG with more than 50%. Next are Zoomlion with around 19%, Sichuan Changjiang (50% owned by Terex) with about 11%, and Taian Dongyue at 8%.

Four manufacturers also dominate the crawler sector, according to CCMA. Between January and August 2007 Fushun Excavator had more than 40% market share, followed by Sany with 25%, XCMG with 24% and Zoomlion with about 8%,



It is a Chinese government requirement that all product types are registered. Product designations or model numbers are sometimes long







A luxury cab is one feature of Sany's new 50 tonne capacity QY50C truck crane

technology is a particular strength of Zoomlion. "Chinese technicians are clever," says Jimmy Pan, vice general manager, "we can provide technology similar to Westerners. We have lower labour costs and we can maintain this."

## Exports

In addition to strong growth in domestic market sales, exports are also taking off. Over the whole sector of Chinese

construction equipment manufacturers it is estimated that between 3 and 5% of equipment is exported. Dealers and distributors are being appointed around the world, most notably in the US, Europe and the Middle East.

CCMA figures show that exports of mobile cranes increased from 66 units, worth \$6.81 million in 2002, to 1,018 units, worth \$164 million in 2006. This last figure was broken down as 770 units worth more than \$120 million for truck cranes and 123 crawler cranes worth more than \$40 million.

At Fushun Excavator the contribution from exports increased from US\$30 million in 2006 to \$70 million in 2007, while the company forecasts \$100 million for 2008. Fushun exported about 100 units in 2007 and destinations, in addition to India and the Middle East, include Europe and the US.

according to CCMA. For other figures on the market see the IC December 2007 report on the BICES exhibition.

Fushun Excavator Corporation's recent financial performance is an example of the astonishing growth at Chinese manufacturers.

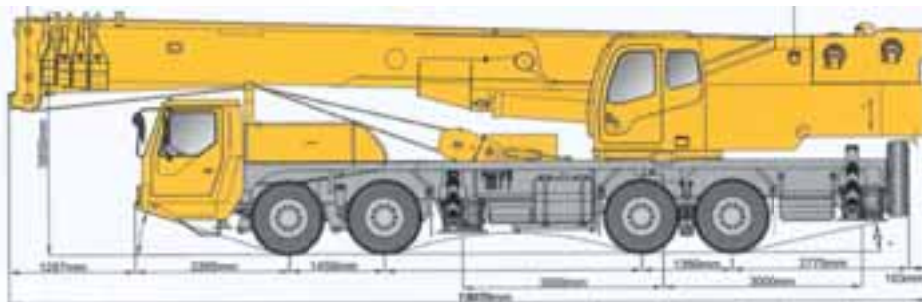
Turnover in 2007 was RMB 1 billion (\$ 138 million), up by nearly 100% from RMB 550 million (\$ 330 million) in 2006.

It is a similar story at Zoomlion: "In the first three seasons this year, both the business income and profit of the company have increased by over 100% year-on-year, and it is estimated that the net profit in 2007 will rise by 100 to 150% from last year," says Zhang Jianguo, Zoomlion senior president. Turnover of RMB 2.4 billion (\$ 330 million) was generated by Zoomlion's crane sector in the first three quarters of 2007, close to half of the group's turnover of RMB 6 billion (\$ 826 million) in the same period.

"In 2006, the company ranked 24th among the top 50 engineering machinery manufacturers in the world, rising by nine places from the ranking in 2005," says Chen Peiliang, assistant to president of Zoomlion and general manager of Zoomlion International Trade Co., Ltd. Zoomlion is endeavouring to be in the top 10 of engineering machinery manufacturers in the world in five to ten years.

As a former technical research institute,

Sany SCC1500C crawler crane on show at ConExpo Asia. It has plans to build crawler cranes all the way up to – and beyond – 1,600 tonnes capacity





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XCMG claims to be the world's largest manufacturer of cranes by number of units

At Zoomlion revenue from outside China is already 15% of total sales and, by the end of 2010, the company forecasts that this will be 40%. Zoomlion's best export markets are the BRIC countries (Brazil, Russia, India and China) and the Gulf countries in the Middle East. Western Europe, the US and Australia are the next focus. In October a Zoomlion tower crane was delivered to Belgium and there is also a truck crane in Europe and the range of truck cranes is undergoing CE certification.

Zoomlion has made good progress in Australia and there are already some truck and crawler cranes in the US. Significant additions will follow there with the recent appointment of Lewis Equipment as a



distributor (see News). South East Asia is a tough market to export to, Jimmy Pan says, due to the large number of used machines available there.

There is even a truck mounted Zoomlion crane at the South Pole, being used to build China's station there. >

William Ho at Jarlway says they will have CE certified tower cranes by mid-2008



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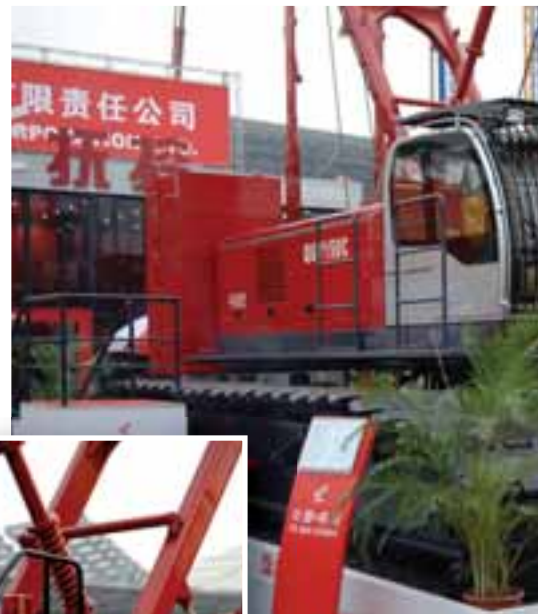
Since it started building crawler cranes in 1983 Fushun Excavator has sold 1,800 units in China – more than double the 700 to 800 units sold by all the other domestic manufacturers combined

## Truck cranes

Among the truck cranes on show at ConExpo Asia was the new 50 tonne capacity Sany QY50C on four axles. The chassis is built in-house using a Euro 3 engine giving a claimed fuel consumption of 50 litres per 100 km. It is aimed at all world markets. The 43 m main boom uses steel from Sweden and, with the jib, maximum tip height is 58 m. Wen Wei, Sany international sales manager, said the company is looking for distributors all over the world for its mobile truck and crawler crane products.

Continuing the export theme, XCMG says it has CE certification for six of its truck crane models between 25 and 130 tonnes capacity. Dealers for Belgium and Poland, Michielsens and Hortpak Construction Company, respectively, have each ordered 20 units, Toni Peng, XCMG sales manager, told IC. The machines will be for sale and rent and each company offers spare parts and service backup.

Some XCMG all terrain cranes have CE certification, including the 200 tonne capacity QAY200, and the company is working on others. It means that the cranes can be sold in Europe but it is also intended as a wider standard indicator or reference point for the level of quality and standard of design, manufacture and quality control.



Fushun Excavator's latest upgraded version for export is described by the manufacturer as a world class crane

## Crawler cranes

Fushun Excavator Corporation, China's largest manufacturer of crawler cranes, built 450 units in 2007, Zhou Zhi Bin, deputy general manager, told IC. That total equates to about 40% of the annual world total of somewhere between about 2,300 and 3,000 units. It puts Fushun, which only makes crawler cranes, in the world top three by number of units.

Exports of XCMG crawler cranes are also starting, Toni Peng at XCMG told

IC. Things are also moving at Zoomlion. Following the launch of the 600 tonne capacity QUY600 crawler at the Bauma China exhibition in Shanghai in November 2006, three units have been sold in the domestic market and one unit has been confirmed for delivery to a customer in India in 2008.

Most, if not all, the crawler



GJJ's new flat top tower crane model QP5013

## LOOKING AFTER SALES

Globalisation or, at least, internationalisation is a key Zoomlion strategy. The idea is applied to, among other areas, sales, people, operations and standards.

Engineering machinery has very high requirements on after-sales services and an international after sales service system is a basic requirement for a global market. The training process for Zoomlion agents is being designed. "Good quality, good design and good technical support" are the focus.

Zoomlion will establish two levels of after-sales service system. The first level will require that agents have their own after-sales service team passing Zoomlion training certification and, at the same time, have a spare parts inventory of 50% of the total spare parts.

At the second level Zoomlion will build an overseas team to offer after sales service and technical support to its agents. Spare part centres will be set up in major markets to offer customers and agents more efficient and faster spare parts supply.

Construction of the first overseas Zoomlion spare parts centre has started in Dubai and is expected to open in the first half of 2008. By 2010 it is planned to have one spare parts centre in Europe and North America, each on the same scale.

"It is estimated that by the first half of the next year [2008] we will have established subsidiaries in the USA, India, Australia, Turkey, Russia, Algeria, Hong Kong and Ukraine besides our existing Gulf and British subsidiary. Also, we are planning to set up over 15 subsidiaries by 2010 and form a perfect global marketing network with our agents," says Chen Peiliang at Zoomlion.

Suppliers for electronic and other components are beginning to be sought for local markets around the world and the plan is to manufacture in local markets in future but a company spokesman acknowledged that this is still some way off. "We still have a long way to go."





Sichuan Changjiang (50% owned by Terex) is one of China's big four mobile crane manufacturers with about 11% market share

manufacturers have plans to offer higher capacity models. Fushun Excavator will increase its 16 model range by adding its first 500 tonne capacity crawler in March 2008. Sany announced it will build a 900 tonne capacity model and that there are plans to go above 1,600 tonnes capacity (see the Sany crawler crane development news story, 23 October 2007, on [www.khl.com](http://www.khl.com)). The specification brochure for the SCC9000 is already available.

Foton Lovol showed a scale model of the FQUY 1250, a proposed 1,000 tonne capacity crawler, rated at 21,000 tonne-metres, at the BICES show in Beijing in October 2007. Already in production at Foton are 80 and 200 tonne capacity crawlers and production of the 320 tonne capacity FQUY 320 is due to start soon. For more on Chinese crawlers see *IC News* Dec 2006.



Exceptional finish, as on this Zoomlion mobile crane's outrigger box, was a feature of many of the machines on display at ConExpo Asia

## Tower cranes

Developments in the tower crane sector saw several new models on show at the ConExpo Asia exhibition in December 2007. Zoomlion and GJJ both showed new flat top models. Tower cranes is one of the top three product sectors where Zoomlion forecasts expansion.

GJJ's new QP5013 flat top at the show was the first unit built. GJJ's other tower crane on show, the hammer head type JT7030, was also a new model. Tower cranes are a relatively new product for GJJ, which says it builds about 80 units a year.

Tower cranes are also a new product for Jarlway, previously known for its concrete pumps. It has been building tower cranes for a year and offers 11 models, all of which have been built, William Ho, tower crane chief, told *IC*.

Two primary factors prompted Jarlway's diversification into tower cranes, Ho explains. First was the strong demand in China, especially for mid-size (100 to 300 tonne-metres) and large tower cranes upwards of 300 tonne-metres. Second was the potential of the international market. India, South Asia, South America and the Middle East are primary target markets and units have already been delivered there. A total of 50 units have been built and 90% of those were exported.

"Jarlway is a top quality brand in China," Ho says, "the quality level is good." The next step is to get CE certification and a European distributor is being sought. First in line for CE are likely to be the smallest and the largest models in the range, the JT7030 and flat top JTT100, respectively.

Jarlway's plans are to tackle the US market by around 2010 and the range will be extended with larger models and, possibly, self erecting towers, Ho says. ■

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# On the boil

**Crane Rental Corporation in the US used two Manitowoc 2250 crawler cranes to tilt up and place boiler modules, weighing up to 190 tonnes each, at a power plant site in Florida. *IC* reports**



A recent project in Florida US saw Crane Rental Corporation lift and place four boiler units, each made up of 10 modules.

The job began for CRC when the modules were delivered to the power plant, on the central west coast of Florida, by ship. The ship's cranes were used to lift the modules, manufactured in Korea, onto stands in the lay-down yard ready for CRC to transport them to their final position.

A Kenworth prime mover and a 15 line Goldhofer hydraulic platform trailer were used for the one-mile transfer, before lowering them onto beams.

Two Manitowoc 2250 crawler cranes were then used to stand up and set in place the modules, which each weighed between 285,000 and 425,000 pounds (127 and 190 tonnes).

The lead crane was rigged with a

The modules were placed on stands by the ship's cranes to allow CRC's Goldhofers to drive underneath them



## MANITOWOC MODEL 2250

Lifting capacity	300 tonnes
Maximum main boom	91.4 m
Maximum fixed jib	118.9 m
Maximum Luffing jib	121.9 m
Line pull/speed	133 kN 165m/min







CRC used two Manitowoc Model 2250 crawler cranes to lift and place 40 boiler units



200 foot (61 m) main boom, 162,200 pounds (72 tonnes) of carbody counterweight and a Manitowoc Max-er luffing jib attachment. A 40 foot (12 m) wagon with 462,500 pounds (206 tonnes) of counterweight was also used, along with various rolling bars blocks, spreader bars, shackles, slings and chokers.

The tailing crane was rigged with a 170 foot (52 m) main boom, with 249,200 pounds (113 tonnes) of crane counterweight and 120,000 pounds (54 tonnes) of carbody counterweight.

According to Crane Rental Corporation, it took about 45 minutes to lift, stand and place each module. ■



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- The Association General Contractors of America (AGCA)

## TRAVEL INFORMATION

## INTERNATIONAL

ESA Voyages is the official international travel agent ConExpo Con/Agg for Europe and the Middle East, while US China Travel Services (USCTS) is the official travel agent for China.

## ON ARRIVAL

## MONORAIL

There will be a 20% discount on all monorail tickets for ConExpo Con/Agg attendees and exhibitors. Tickets must be ordered by 26 February.

## SHUTTLE BUSES

Complimentary shuttle buses will be provided to and from the Las Vegas Convention Center and all official show hotels during the show.

## AIRPORT TRANSPORT

Shuttle and limousine services and taxis are available at McCarran International Airport. Find them on the west side of baggage claim, outside door exits 8-13.

## FOR FURTHER INFORMATION

[www.conexpoconagg.com](http://www.conexpoconagg.com)

Las Vegas is the most populated city in the state of Nevada and is the largest US city to be founded in the 20th century, following Chicago in the 19th century. Billed by many as the entertainment capital of the world, Las Vegas is famous for lavish casino resorts and entertainment. (Wikipedia)

# Show of the year

Las Vegas will again host the tri-annual ConExpo Con/Agg exhibition for the international construction industry in March. Some 125,000 industry professionals are expected to attend the five-day event, along with the International Exposition for Power Transmission, taking place in the same centre.

Organisers say there will be about 2,000 exhibitors using 2.1 million square feet (195,090 square metres) of indoor and outdoor space, equivalent to more than 48 acres/19.5 hectares.

More than 85 industry organisations from around the world are also expected to participate, some of which will be holding their annual conventions during the exhibition. In addition, there will be 10 international pavilions for Brazil, Canada, China, Finland, Germany, Italy, Korea, Spain, Turkey and the United Kingdom.

An education programme will be available, covering a range of industry issues and trends, as well as management and applied technology. In the new Safety Zone will be live demonstrations and information about jobsite safety.

The crane industry will be out in force with the usual display of new and recently launched products. One manufacturer, Manitowoc, says it will present 12 cranes, including seven new launches.

"ConExpo Con/AGG is a living example of the incredible advances made by the construction industry. It is a culmination of the industry's contributions throughout our history and a showcase for our future," says a show spokesperson.

The show started in 1909 in Ohio, with 40 exhibitors, all demonstrating equipment that could "do the work of 15 horse-drawn units," say organisers. During the post-Second World War boom years, the exhibition grew at a pace and in the 1970s began to welcome overseas exhibitors. It made the move to Las Vegas in the 1980s.

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**IC previews  
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# COMMENT

## In the numbers

Joel M Dandrea



The Bank of America recently released its 10th annual survey of manufacturing company chief financial officers. This research provides a better understanding of how CFOs view the United States and world economy. It also serves as a useful gauge concerning the outlook for revenue, financing, merger and acquisition activities, and involvement in foreign markets.

Results for the 2008 CFO Outlook came from phone interviews by an independent market researcher from 6 to 8 August 2007. The 601 respondents were top financial decision-makers at US manufacturing companies with annual revenues between \$25 million and \$2 billion. How do they view the economy today, and what do they think the future may bring?

Eighty-three percent of the US CFOs conduct business internationally, down from 87% in the last CFO Outlook. Compared to last year, fewer companies are selling to foreign markets (64% versus 71%), buying from foreign suppliers (62% versus 75%) and maintaining operations outside the US (39% versus 42%).

However, 71% of companies that sell to foreign markets expect sales to rise in 2008, compared to 64% in the last survey. Anticipated foreign expansion markets are scattered around the world. Some 57% of the CFOs expected to expand in Asia, 54% in Europe, 30% in Latin America and 25% in Canada.

Among manufacturing companies with operations in foreign countries, 53% report plans to expand in 2008. Only 8% of companies without foreign operations plan to establish them in 2008.

The CFOs continue to have a positive view of the current state of the US economy. On a scale ranging from an abysmal 0 to a euphoric 100, they give the economy an average score of 64, compared to last year's 67.

Forty-four percent of CFOs believe the US economy will

expand in 2008, down from 55% last year. This represents the lowest level of optimism in six years.

Only 22% of CFOs believe the US economy will outperform the world economy in 2008. This is a significant decline from 39% in 2007, 46% in 2006, and 58% in 2005.

Although 54% consider oil prices as having the biggest potential impact on the US economy, up from 33% last year, the housing market tops the list as the greatest concern of CFOs at 56%. Last year, only 13% said the housing market was the greatest concern.

For the manufacturing sector, 39% forecast no change in 2008, with the remaining CFOs evenly split between expansion and contraction at 30%. This is a little more pessimistic than the previous survey when 26% of CFOs forecast expansion and 35% forecast contraction.

The CFOs' expectations for revenue growth remain healthy at 70%, up from 68%. Thirty-two percent of CFOs anticipate their level of capital expenditures to increase, the lowest percentage in four years.

The top three financial concerns shared by CFOs are the cost of materials, excluding energy (74%), healthcare costs (71%) and energy costs (65%). Fifty-eight percent of the companies are considering financing in 2008, with the top reason being capital expenditures (34%), working capital (29%), US expansion (20%) and acquisitions (18%).

For the second straight year, 56% of CFOs expect their labour costs to increase in the coming year. Also, 56% expect to increase product prices this year, down from 60% in the last survey.

Twenty-three percent of manufacturing CFOs expect to participate in a merger or acquisition in 2008, up slightly from the 20% reported last year, but down from 30% the previous year.

Regardless of how economic developments play out in 2008, SC&RA will continue to provide the information and services members need to help enhance their profits. ■



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# Global presence

**One of the Association's primary aims this year is to further develop its global presence. A return visit will be made to Australia and New Zealand with the 2008 International Business Forum. TERRY WHITE reports**

The Terex Franna AT series of mobile crane is typical of a crane type ubiquitous in Australia



**T**hirteen years ago, 41 globetrotting participants from 17 SC&RA companies in the United States headed down under for memorable tours of New Zealand, Australia and Singapore during the International Business Forum, 16 June to 3 July 1995. The forum succeeded in its mission of generating a cooperative spirit among US members and their international counterparts.

In keeping with the goals and objectives outlined in the association's current strategic plan, SC&RA will work to further expand its global presence with a return visit to Sydney, Australia and Auckland, New Zealand, 3 to 13 November 2008. This event will be filled with substantial meeting and networking opportunities.

The 2008 International Business Forum is a collaborative effort that also involves the Crane Industry Council of Australia, the Crane Industry Association of New South Wales, the New Zealand



Perth on Australia's west coast

Heavy Haulage Association and the Crane Association of New Zealand.

Opening forums at both nations will have discussion on topics that include hot markets, the industry's current issues and trends, labour shortages, regulatory



Lampson Australia's main yard in New South Wales, up the coast north of Sydney



## WORLD CRANE & TRANSPORT SUMMIT

In line with SC&RA's international goals and objectives in its strategic plan, the association is working with KHL Group (publisher of this magazine and sister title *American Cranes & Transport*) and the European Association of Heavy Haulage, Transport and Mobile Cranes (ESTA) to host a World Crane & Transport Summit in Europe in October 2009. Industry Associations from around the world are invited to participate. The current intention is to hold the event every two to three years in different locations around the world. Look for further details in future issues of *International Cranes and Specialized Transport*.





A Borger Crane Hire counterweight truck in Sydney

build business networks and friendships during several receptions and dinners.

In addition, the International Business Forum will provide opportunities for members to explore on their own or set up individual business meetings with industry affiliates.

Registrations must be received by 15 March. Airfare into Sydney and out of Auckland is the responsibility of each participant, but registration fees include airfare from Sydney to Auckland and airfare to and from Brisbane.



For further information visit:  
[www.scranet.org/event](http://www.scranet.org/event)  
or call: +1 703 698 0291

challenges, and opportunities for business partnerships.

Participants will have the unique opportunity to participate in a monthly meeting of the Crane Association of New South Wales. Topics on the agenda include crane operations; safety and maintenance; transport permit issues; the crane association's direction and priorities; and products and services.

The group will also tour the Terex Franna factory in Brisbane, Australia and SC&RA members' facilities in Auckland. Many opportunities will be available to



Grove all terrain owned by Northern Suburbs Crane Hire at work in a Perth suburb

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# Easier in pieces

Shipping costs for a small cable reel can be comparable to the cost of buying a new one, according to Cavotec, which has introduced a modular version to solve the problem.

The Alfo CLT spring reel has a range of benefits, said a company spokesperson. "One of the most important

economical advantages of this is the easy and cheaper possibility to transport the disassembled components of the reel all over the world, not requiring a specialist for its assembly."

The modular design makes storage and the replacement of components easy, said the company, and allows for

"numerous" combinations, covering most common requirements.

"The spring reels are strong and well designed in order to guarantee the highest reliability even in difficult applications. All reels are equipped with two, totally sealed bearings which are lubricated for life," added Cavotec.

■ For more information see [www.cavotec.com](http://www.cavotec.com)



## KEEPING TRACK

■ A new GPS tracking, maintenance and security system has been launched for the crane industry.

US-based **REMOTE DYNAMICS** spent more than a year developing its REDview Crane and Hoist Service in association with crane and construction hoist users, said the company.

The hardware platform interfaces with the company's new 2.0 software allowing users to manage all their service vehicles and construction assets from one application. The system complements the existing REDview service.

"We are excited to be serving the crane and hoist industry as the need for accurate information across a variety of equipment is a necessity. These companies have expensive assets and large service teams," said Gary Hallgren, Remote Dynamics CEO.

■ For more information see [www.remotedynamics.com](http://www.remotedynamics.com)

## IN BRIEF

■ Container handling equipment manufacturer **KALMAR** said its



new positioning tool reduces the problem of lost time at port terminals.

By replacing manual positioning, the Smartspot, informs the driver when the correct position for loading and unloading is reached. The system, automatically activated when the tractor approaches the crane area, continuously measures the distance between the tractor or trailer and the spreader landing position. Information is transmitted to a display system in the terminal tractor cabin where a series of LED indicators guide

the driver to the correct position underneath the crane.

■ For more information see [www.kalmarind.com](http://www.kalmarind.com)

■ The arrival of a zero emissions van means small loads can now be carried through London, UK, without having to pay the Congestion Charge.

The all-electric two seat **NICE** Mega City Enterprise is the van version of the NICE Mega City car and has 800 litres of load space and a typical range up to 40 miles. Exemption from road tax



in the UK is another advantage of the van's zero CO<sub>2</sub> emissions.

■ For more information see [www.nicecarcompany.co.uk](http://www.nicecarcompany.co.uk)

# Clearer waters

A new model from Oil Skimmers in the US promises to make effective work of removing residues that float on the surface of water.

The Model 6V oil recovery system removes animal, vegetable and petroleum-based oils using a specially formulated collector tube. The oil adheres to the outside of the closed-loop tube which is drawn through scrapers into the machine, and then returns

to the water to continue skimming.

Up to 100 gallons can be skimmed every hour, said the company, while the tube automatically adjusts to varying water levels and can wind over and around floating debris. For cold weather operations the model can be fitted with insulation and heating packages.

■ For more information see [www.oilskim.com](http://www.oilskim.com)





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## SAMOTER 2008

5 – 8 March 2008

Verona, Italy

www.samoter.com

## MANUTENTION

11 – 14 March 2008

Paris, France

## CONEXPO-CON/AGG 2008

11 – 15 March 2008

Las Vegas, USA

www.conexpoconagg.com

## MOSBUILD

1 – 4 April 2008

Moscow, Russia

## CV SHOW

15 – 17 April 2008

NEC Birmingham, UK

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15 – 19 April 2008

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## Picture of the month

This truck crane, with the words "Crane & Folklifter For Hire" painted on the boom, was spotted in Kafue, central Zambia, by Martyn Williams from Rigging and Lifting Services. Williams was passing through on his way home to South Africa, from the Copperbelt. "There was nobody near the crane so we were unable to find out any information, apart from a couple of locals saying that it was in regular use – I would have been intrigued to see the Folklifter in operation," he comments.



## PEOPLE NEWS

## ■ PEKKA LETTJEFF



has been appointed chief procurement officer at Konecranes Plc. Lettjeff will be a member of the Konecranes group executive board and will report to Pekka Lundmark, president and CEO. His areas of responsibility include all direct and indirect purchasing across the Konecranes group. Lettjeff has worked at Nokia Networks since 2001. He starts his new job on 1 February 2008. "Pekka Lettjeff possesses a unique combination of procurement experience in telecom network infrastructure, automotive and medical

industries. He is, therefore, especially well suited for developing the Konecranes procurement to the next ambition level," said Lundmark.

## ■ GLEN TELLOCK,



president and chief executive officer of the Manitowoc Company in the US, has been elected chairman of The Association of Equipment Manufacturers (AEM), an international trade group representing the off-road equipment manufacturing industry. Also elected as 2008 AEM officers were:

• First vice chairman: **MARTIN RICHENHAGEN**,

chairman, president and CEO of AGCO Corporation in Duluth, Georgia.

• Second vice chairman: **TIFFANY SEWELL-**

**HOWARD**, CEO of Charles Machine Works in Perry, Oklahoma.

• Treasurer: **DUANE WILDER**, president of Liebherr Construction Equipment Company in Newport News, Virginia.

• Secretary: **DENNIS SLATER**, AEM president.

■ UK overhead crane and hoist manufacturer Street Crane is seeking to expand its North American market with the appointment of a new sales manager.

**DICK DAVIDSON** (right) is based in the US and will spearhead the company's sales drive in North America, focusing on a new range of hoists.

Davidson has worked in the industrial crane sector for his entire career and is a former

president of the Crane Manufacturers Association of America. His appointment is part of world-wide expansion, added the company,

"Street Crane has had a presence as a hoist supplier in North America for only a little time but has gained a reputation for hoists that are innovative and soundly engineered. I have been able to see the new generation of hoist the company has developed and think that North American manufacturers will appreciate, not just their design and build quality, but exceptional competitiveness," Davidson said.



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

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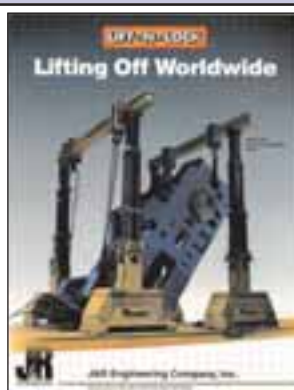
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TADANO TL250E TRUCK CRANE	25T	1998
KATO NK250EV TRUCK CRANE	25T	1998

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75 t	Grove	GMK 4075	2001	8 x 8 x 8	43,2 / 17	direct ex Dubai
70 t	Liebherr	LTM 1070	1994	8 x 8 x 8	42 / 18	Jan. 2008
70 t	Krupp	KMK 4070	1989	8 x 6 x 8	38 / 16	Jan. 2008
30 t	Kato	KA 300 E	1990	4 x 4 x 2	26,4 / 7,3	direct
25 t	P&H	S 25	1987	4 x 4 x 4	25 / 7	direct
25 t	PPM	280 ATT	1986	4 x 4 x 4	23 / 7,5	direct
15 t	Coles	Transit 515	1981	4 x 4 x 4	17,2 / 9	direct

**Telescopic RT-cranes**

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
18 t	P&H	R 180	1973	4 x 4 x 4	18,3 / 5	direct

**Telescopic truck-cranes**

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
35 t	Tadano	TG 350	1980	8 x 4 x 4	31,6 / 8,5	direct

**Crawler cranes**

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
150 t	Fushun	QUY 150 A	2007	-	72 / 36	direct
100 t	Liebherr	LTR 1100	2008	-	52 / 19	rental May
65 t	Kobelco	7065	1990	-	45 / 19	direct ex Dubai

**Yard cranes**

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
8 t	IHI	CTR 80	1978	4 x 4 x 2	8,5	direct

**Reach stacker**

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
40 t	PPM	40 GMI	1991	4 x 2 x 2	12,30	direct

**Telehandlers**

capacity	manufacturer	type	year	drive/steering	boom/jib (m)	delivery
5 t	Manitou	MRT 1850	2000	4 x 4 x 4	18 / 2,5	direct
3,5 t	JCB	535-95	2003	4 x 4 x 4	9,5	direct
3,3 t	JCB	533-105	2007	4 x 4 x 4	10,5	direct
3,2 t	JCB	532-120	2002	4 x 4 x 4	12	direct

**More machines, crane details and photos on: [www.homar.nl](http://www.homar.nl)**

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**ALL TERRAIN-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
25 t PPM 280 ATT	1986	4x4x4	23,00m + 7,50m
30 t PPM ATT 350	2000	4x4x4	30,40m + 15,00m
30 t PPM ATT 400/2	2000	4x4x4	30,40m + 15,00m
50 t PPM ATT 600	1999	6x6x6	40,00m + 15,00m
70 t Faun ATF 70-4	1996	8x6x8	40,00m + 16,00m

**TELESCOPIC - TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
30 t Faun HK 028	1990	6x4x2	25,30m + 7,50m
35 t Tadano TL 350 E	1998	8x4x4	34,00m + 14,50m
50 t Tadano TG 500 E	1995	8x4x4	40,40m + 15,00m

**REACHSTACKER**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
40 t PPM 40 GMI	1991	4x2x2	4 th height

**BOOMLIFTER**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
3 t JCB Telehandler 535-95	2003		9,50 m
3 t JCB Telehandler 535-95	2007		10,50 m
3 t JCB Telehandler 535-120	2002		12,50 m

**AIRMASTER**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
0 t JCB Airmaster 2CX	2003		
0 t JCB Airmaster 2CX	2005		

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## All Terrain Cranes

250 t	Terex Demag AC 665	1998	12 x 8 x 8	59m + 65m
80t	Liebherr LTM 1080	2003	8 x 6 x 6	48m + 16m
60/65 t	Grove TT 865BE	1992	8 x 8 x 8	38m + 17m
60t	Tadano ATF 60-4	2002	8 x 6 x 6	40m + 16m

## Rough Terrain Cranes

80 t	Terex RT 780	New 2007	4 x 4	39m + 17.5m
55 t	Terex RT 555-1	New 2007	4 x 4	33.8m + 17.5m
30 t	Tadano TR300EX	1997	4 x 4	31m + 8m
10 t	Lorain LRT 110	1989 (Army)	4 x 4	500 hours
15 t	Grove RT 58B	1988 (Army)	4 x 4	1300 hours
18 t	Lorain A180	1990 (Army)	4 x 4	400 hours

## Truck Cranes

30 t	Grove 250EB	1997 (Navy)	6 x 4	24.4m + 16.4m
70 t	P&H TC670	Lattice Boom	8 x 4	52m
35 t	Tadano	2000	8 x 4	33m + 15m
70t	Grove TT870E	1984	10 x 4	34.6m + 9.8m
90t	Tadano GT900XL	2007	8 x 4	44m + 17.8m

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60 t	Kobelco 5060	1982	On Tracks	30m
40t	RB38-II x 2 units	1986	On Tracks	30m

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- 80 t FAUN ATF 80-4, y. 2007
- 100 t DEMAG AC 100, y. 2000
- 100 t GROVE GMK 5100, y. 2001
- 130 t LIEBHERR LG 1130, y. 1977
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1999 GROVE RT 870, 70 TON, S/N 220322, 138' + 56' BI FOLD SWINGAWAY, B&B.....	\$395,000.00
1992 GROVE RT 760, 60 TON, S/N 76329, 110' + 56' SWINGAWAY, 2 WINCHES, B&B.....	\$235,000.00
2003 TEREX RT 160, 60 TON, S/N 13063, 115' MAIN BOOM, 60' OFFSET SWINGAWAY.....	\$315,000.00
1996 LINK BELT RTC-8060, 60TON, 110' MAIN BOOM, 34' SWINGAWAY, CUMMINS DIESEL.....	\$245,000.00
2001 TEREX RT 555, 55 TON, S/N 12482, 110' MAIN BOOM, CUMMINS, LMI, BLOCK.....	\$259,000.00
1997 GROVE RT855B, 55 TON, S/N 82431, 115' FULL POWER BOOM, 60' JIB, AUX HEAD SHEAVE.....	\$265,000.00
1997 GROVE RT750, 50 TON, S/N 84436, 110' MAIN BOOM, 56' SWINGAWAY, 2 WINCHES.....	\$255,000.00
1981 GROVE RT740, DERATED TO 35 TON, S/N 48260, 104' + 32' SWINGAWAY, 2 WINCHES, BLOCK.....	\$75,000.00
NEW 2006 GROVE RT535E, 35 TON, S/N 226016, 102' MAIN BOOM, 45' SWINGAWAY, 2 WINCHES.....	\$349,000.00
NEW 2006 GROVE RT535E, 35 TON, S/N 226017, 102' MAIN BOOM, 45' SWINGAWAY, 2 WINCHES.....	\$349,000.00
2001 LINK BELT RTC-8030 II, 30 TON, S/N E8J1-4691, 91' + 25' SWINGAWAY, 2 WINCHES.....	\$195,000.00
1990 LINK BELT HSP-8030, 30 TON, S/N 5810-455, 80' + 29' SWINGAWAY, BLOCK.....	\$89,000.00
2007 TADANO GR300XL-1, 30 TON, S/N 561006, 101' MAIN BOOM, 23'-43' OFFSET JIB.....	\$345,000.00
1991 LORAIN LRT275D, 27.5 TON, S/N 79830, 72' FULL POWER BOOM, 25' SWINGAWAY, BLOCK & BALL.....	\$72,000.00
2000 TEREX CD 225, 25 TON, S/N 11176, 72' + 43' JIB W/ OFFSETABLE HOOK BLOCK, BALL, & HOOK.....	\$145,000.00
1983 P&H OMEGA 20, 20 TON, S/N 52890, 62' BOOM, MAIN WINCH, HOOK BLOCK.....	\$49,000.00
1981 P&H OMEGA 20, 20 TON, S/N 51180, 62' BOOM, MAIN WINCH, HOOK BLOCK.....	\$49,000.00

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NEW 2008 SANY SCC 2500, 280 TON, 246' + 157' + 70'.....	\$1,785,000.00
NEW 2008 SANY SCC 1000, 115 TON, 180' + 50'.....	\$775,000.00
2001 MANITOWOC 222, 100 TON, 140' BOOM, 3RD DRUM.....	\$525,000.00
1974 LINK BELT LS-118, 60 TON, S/N 9LV4512, 90' TUBE BOOM, 3RD DRUM, EXPANDABLE TRACKS.....	\$135,000.00

### HYDRAULIC TRUCK CRANES

2002 LINK BELT HTC-8640 HL, 40 TON, S/N F8J2-6066, 105' + 61' BIFOLD SWINGAWAY, 2 WINCHES, BLOCK & BALL.....	\$249,000.00
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NEW 2008 SANY SCC1000 115 TON, 180' + 50', 2 WINCHES.....\$775,000.00



2005 GROVE RT-890E 90 TON, 142' + 56' 2 WINCHES, BLOCK & BALL \$660,000.00



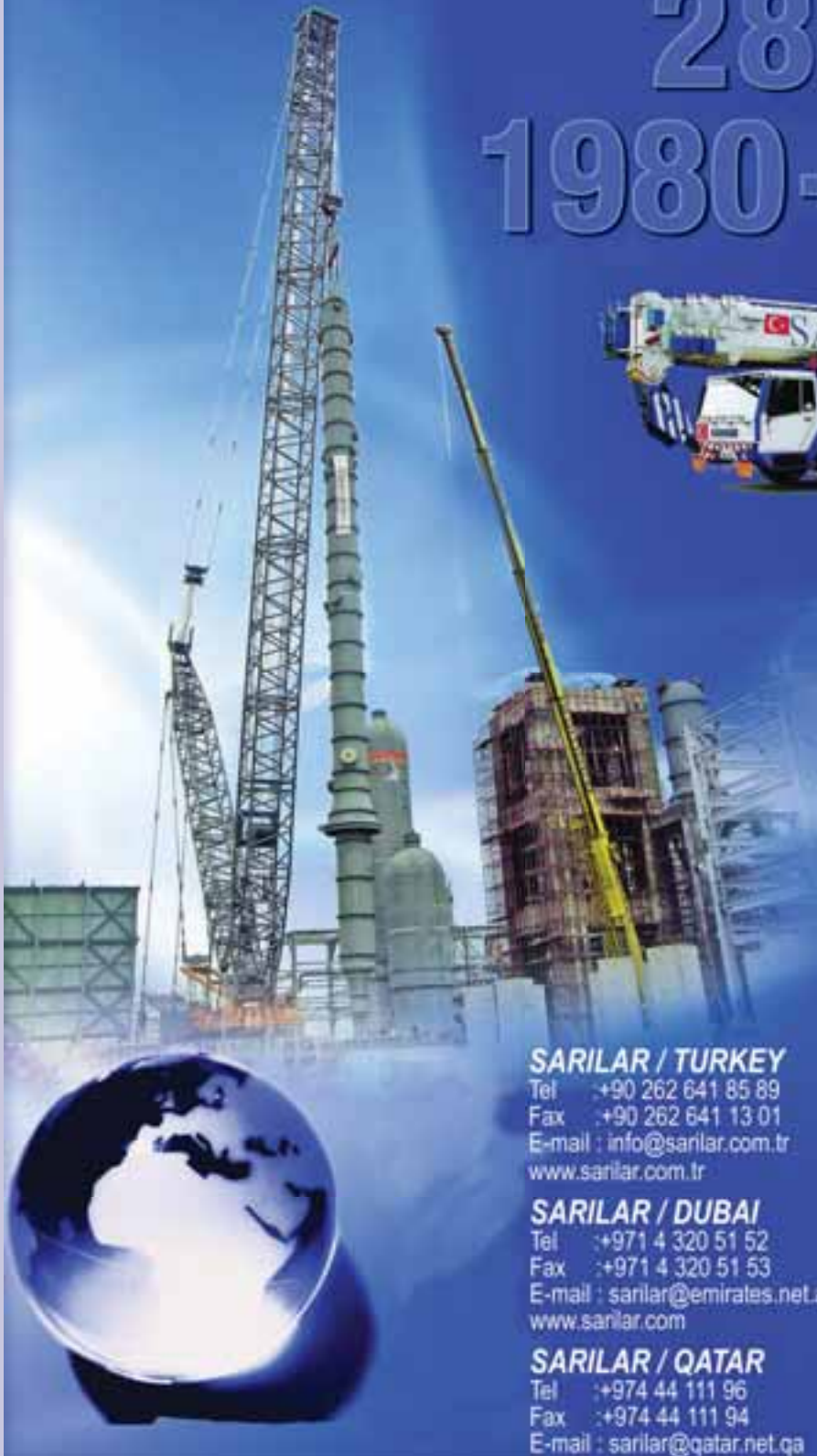
1999 GROVE RT-870 70 TON, 138' + 56', BLOCK & BALL, \$395,000.00



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