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"It's a game changer" is a phrase I heard several times earlier this month during the ConExpo construction equipment exhibition in Las Vegas, USA. While it is a place where the word "game" is particularly noteworthy as having several meanings, crane manufacturers at the show were using the phrase to describe their latest products.

Shows like ConExpo are all about getting a chance to see the latest machines right up close. Some were seen for the first time anywhere while a large number were making their US debut. Highlights in the former category were the two 650 and 300 tonne capacity Manitowoc crawler cranes. They use a form of the Variable Position Counterweight (VPC) technology, first seen on the Model 31000 at ConExpo in March 2008.

In addition to game-changing cranes (see our ConExpo review on page 13), there was a significant development that seems to me to have been a very long time coming. It is the use of synthetic fibre for the hoist rope on mobile cranes in the general lifting industry. Rope maker Samson and Manitowoc jointly launched the first of its type at ConExpo. It will be available on Grove rough terrain cranes, using standard sheaves and winch drums.

As a replacement for steel wire rope it is 80 % lighter, it does not twist or suffer from kinks or pop its core, the manufacturer says. Being more flexible and generally easier to handle makes synthetic fibre rope particularly appealing for applications where there is frequent reeving and multiple sheaves. It is somewhere just over twice the price of conventional steel rope but the benefits are already claimed to outweigh the extra initial outlay, even before any volume cost advantage comes in, bringing the price down as demand and production increases.

I look forward to seeing the progress in terms of synthetic fibre rope's performance over time and its acceptance by the industry. Maybe we'll see a shift gather momentum like the sudden proliferation of other game-changers, for example, the smartphone or the use of aluminium by the mainstream automobile industry.

ALEX DAHM

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A large red Manitowoc MLC165 crawler crane is the central focus, positioned on a gravel construction site. The crane's lattice boom is extended upwards and to the left, with a hook and counterweight visible. The boom has the 'Manitowoc' logo on it. The crane is mounted on a heavy-duty crawler track system. In the background, other construction cranes and equipment are visible under a blue sky with scattered white clouds.

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ON THE COVER



Manitowoc's new 650 tonne capacity MLC650 lattice boom crawler, a surprise launch at the 2014 ConExpo show. For more information see the ConExpo review on page 13

SUBSCRIPTIONS

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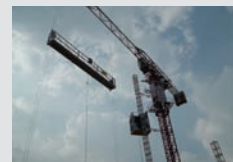
International Cranes and Transport Turkey is a must-attend one-day conference and networking reception in Istanbul on 8 May. *IC* presents a preview of what's on the agenda



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MEMBER OF



HIGHLIGHTS

■ Mechanical engineering service provider EnerMech, based in Aberdeen, Scotland, has won a contract from Eni Norge to provide lifting and inspection services on the Goliat FPSO project, the first oil field to be developed in the Barents Sea. EnerMech will provide lifting equipment, inspection services, cargo transport equipment, elevators and personnel lifting equipment. Trond Møller, EnerMech general manager in Norway, said, "In 2014 EnerMech will invest up to NOK 20.4 million (US\$3.5 million) in equipment and facilities to expand its market reach in the Norwegian oil and gas sector."

■ UK crane rental company King Lifting has ordered its first Liebherr crane, the LTM 1300-6.2. The mobile all terrain is installed with the Variable Supporting Base system to measure the position and support forces exerted on each individual outrigger. The wheeled mobile telescopic crane is the first of its kind to be ordered for the UK market. Capacity is 300 tonnes at 3 metres radius and a 78 m boom. Power comes from a 450 kW Liebherr eight cylinder turbo-diesel. Maximum travel speed is 80 km/h. The crane can have a total counterweight of 96 tonnes.

Crane sales down at Terex

Sales at Terex Cranes in 2013 were down on the previous year. For the crane segment sales were US\$ 1.93 billion, down 3 % from \$1.99 billion in 2012. It was a similar story in the final quarter where net sales were \$480 million, down 6 % compared with \$511 million in Q4 2012.

"Our Cranes segment failed to realise the growth that we had anticipated entering 2013. While new product launches did provide some growth, markets such as Australia, Europe and Latin America

were more challenging than anticipated," Ron DeFeo, Terex Chairman and CEO, said.

In the Materials Handling and Port Solutions segment things were brighter in the last quarter of 2013 where net sales were up 27 % to \$529 million. That last quarter rise failed to lift the year overall, however, where MHPS segment net sales at \$1.74 billion in 2012 were almost the same, at \$1.70 billion, in 2013. "We have made good progress with the integration of our MHPS segment and we expect

continued progress in 2014," DeFeo said.

"Overall, 2013 was a good year and I am pleased with the improvements and progress underway at Terex," commented DeFeo on the performance of Terex Corporation as a whole.

In outlook for 2014 DeFeo commented, "We see some signs of improvement in many parts of the world although this is tempered with some continued market uncertainty, particularly in developing markets."

Integrated Logistics in 771 tonne lift

Heavy lift and cargo company Integrated Logistics, headquartered in Kuwait, used a Terex CC 8800-1 crawler crane to lift a hydro treating reactor weighing 771 tonnes and was 67 metres tall at the Yanbu Export Refinery



in Saudi Arabia.

The CC 8800-1 has a lifting capacity of 1,600 tonnes. Its superlift radius ranges between 19 and 30 m and when configured with a SWSL luffing fly jib, the crane has a maximum boom length of 216 m. The crawler is fitted with the IC-1 control system.

Integrated Logistics was hired to carry out the work by the Daelim Industrial Company, based in Saudi

A Terex CC 8800-1 crawler crane lifts a hydro treating reactor at the Yanbu Export Refinery, Saudi Arabia

Arabia. For the project the crawler was transported 1,250 km from Kuwait to the refinery. For the lift the crawler was configured with a 78 m main boom and 640 tonnes of superlift counterweight, including 295 tonnes of counterweight on the superstructure and 60 tonnes on the central ballast.

Two 800 tonne hook blocks and one 1,000 tonnes Crosby shackle were required to lift the reactor, increasing the lift weight to 810 tonnes. The 771 tonne reactor was lifted and installed in its final position within a day.

CARGOTEC SALES UP IN Q4 2013

Sales at Cargotec, a group that includes crane makers Hiab, MacGregor and Kalmar, increased 3 % in the last quarter of 2013 to €914 million (US\$ 1.27 billion), up from €890 million (\$ 1.24 billion) in the fourth quarter of 2012. Sales for the full year 2013, however, were down 4 %, from €3.32 billion (\$ 4.64 billion) in 2012 to €3.18 billion (\$ 4.43 billion).

In the final quarter, orders received increased 35 % to €958 million (\$ 1.33 billion). For the full year orders were up 8 %. Order backlog at the end of 2013 was €1.98 billion (\$ 2.76 billion).

Commenting on the figures, Mika Vehviläinen, Cargotec president and CEO, said, "Despite our many achievements, 2013 was financially disappointing. However, it was pleasing during the fourth quarter to see the amount of orders received increase, while cash flow continued to strengthen from the third quarter."

The ConExpo-Con/Agg exhibition held from 4 to 8 March in Las Vegas, USA, attracted nearly 130,000 visitors, according to the organiser, the Association of Equipment Manufacturers.

Speaking on the final day of the exhibition, ConExpo-Con/Agg show director, Megan Tanel, said, "Overall the show is over 2.35 million square feet [218,000 square metres]. That is 7 % larger than our last event. Attendance numbers are on track to be about 8 % ahead of where we were in 2011, so we're just shy of 130,000 people. On top of that, our international attendance is fabulous. We're 8 % larger than we were in 2011. We're over 31,000 people from outside the United States."

See our first highlights from the show starting on page 13.



FIRST LTM 1130-5.1 FOR UK FLEET



UK-based crane rental company Southern Cranes and Access Hire of West Sussex has added a Liebherr LTM 1130-5.1 all terrain to its fleet. It has a 60 metre working radius and a capacity of 130 tonnes. It is also fitted with the new Liebherr Variable Supporting Base technology, which measures the position and the support forces on individual outriggers. Data is then logged by the on-board LICCON system to work out the working duties of the crane based on position, ballast and ground force of that crane, the manufacturer said. Southern Cranes LTM 1130-5.1 is the first to enter the UK with this feature.

Clive Sadler, managing director of Southern Cranes and Access said, "The use of the Variable Supporting Base leads to improved levels of safety during lifting operations; the crane operator will know exactly how much weight can be lifted in any given circumstance and offers us a greater flexibility to offer our customers the ability to plan lifts in previously difficult or dangerous environments."



A record year for Palfinger

Sales in 2013 at Palfinger of €981 million (US\$ 1.35 billion) made it another record year for the Austrian manufacturer of loader cranes, other materials handling equipment and aerial access platforms. The figure is 4.9 % up on the €935 million (\$1.29 billion) of 2012, driven largely by regions outside Europe and growth in the marine cranes division, said Herbert Ortner, Palfinger CEO. Growth was strongest in North America, the CIS countries and China.

Earnings before interest and taxes (EBIT) in 2013 was €74 million (\$102 million), up 8 % on the €69 million (\$95 million) a year earlier. The EBIT margin in 2013 was 7.9 %, up from 7.3 % the year before. Contributing to the growth for the first time were the two crane manufacturing and distribution joint ventures with the Chinese Sany Group. They will see consistent and further expansion, the company said.

Palfinger expects to exceed €1 billion (\$1.38 billion) in sales in 2014 for the first time. The company said it still sees considerable growth potential in areas outside Europe and

in the global marine business. In the second half of 2013 there was an increase in demand from the core European countries. Overall a double-digit increase in revenue is forecast for the

2014 financial year. Looking further ahead, Palfinger said it sees the potential to increase consolidated annual revenue to €1.8 billion (\$2.48 billion) by 2017, primarily from sales growth in the BRIC countries.

MAMMOET WINS SUPPLY AWARD



Heavy lift and transport company Mammoet has been awarded the Costain Achieving Excellence Award for Supply Chain Partner of the Year 2013.

The award was presented to the company at the annual Costain Awards Ceremony which took place earlier this month in the UK.

Mammoet received the award for helping with the Evap D Project at the Sellafield Nuclear site in Seascale, Cumbria, UK. For the project Mammoet helped construct a new evaporator unit. The task involved assisting with the transportation, lifting and installation of eleven modules. For the installation of the unit, Mammoet used a tailor-made four-way gantry system, a company spokesperson said.

The five year project was completed in 2013.

Alex Lowe launches Crane Inspection Training Services

Crane Inspection Training Services is a new company set up by Alex Lowe in the UK. Lowe has been in the crane industry for more than 30 years, recently for eight years at HTC Plant, formerly Hewden Tower Cranes.

Lowe's new venture aims to bring together a range of experience and skills from many people as a one-stop shop for lifting industry services. "This is not just about me but many others who I have worked with over the years," Lowe told IC. CITS can supply resources that include

appointed persons, staff for holiday and sickness cover, and personnel for operator inductions and assessments.

"CITS can replace the valued plant department experience, which has been

lost today in many businesses, at lower cost than previously associated with this function. You only use the service when it is needed," Lowe explained.

Consultancy services that the firm can handle include, thorough examinations on cranes, depot audits, inspections and assessments. Crane purchase, disposal and other aspects of fleet management are all offered. Planning the lifting element of projects for tenders, assisting with managing incidents involving cranes can also be handled, Lowe said.



Alex Lowe

NBR adds platform type crawler transporter unit

Heavy lift transporter specialist NBR Offshore Logistics has a new crawler mounted 350 tonne capacity model. The C400PL is a heavy transport unit with a flat load platform on top of a pair of crawler tracks. They can be used singly, coupled in pairs or up to 20 units can be synchronised under large loads. It is designed as an alternative to heavy lift wheeled transporters, for example, self propelled modular transporter (SPMT).

Capacity of the new model is 350 tonnes per unit and its load platform is 6 x 5 metres. A multiple angle tilt function on the load platform allows it to remain flat while the crawler unit follows undulations in the ground. To do this it has an automatic computerised

three point levelling system. Transport speed under full load is 0.5 km/h, the manufacturer said. Its steering has computerised control.

Power is from a 306 kW power pack unit with MTU diesel engine. The hydrostatic track drive helps allow it to cope with a 21.4 % gradient. Overall dimensions are 6.5 m

long by 5 m wide. It stands 1.4 m tall to the top of the load platform. The height to the top of the crawler tracks is 1.28 m. The stroke of the lifting cylinders allows a variation from 300 to 500 mm. Each unit weighs 41.5 tonnes. For easier transport on flat racks or in open top containers they can be built as divisible units.



The C400PL crawler transporter with automatic levelling platform from NBR Offshore Logistics



Huisman China's quayside crane, Skyhook, has been used to install a 3,000 tonne offshore mast crane onboard the vessel *Lewek Constellation*. Skyhook has a capacity of 2,400 tonnes at 30 metres radius and a maximum lifting height of 100 m. When set at a 90 m outreach, the crane has a capacity of 200 tonnes and a lifting height of 140 m. The offshore crane was installed on the vessel in two lifts and was completed over three days. The *Lewek Constellation* is due to leave Huisman China in April for the Huisman headquarters in Schiedam, Netherlands, for the installation of an 800 tonne multi-lay pipe lay tower, a company spokesperson added.

JOHN HOLLAND'S SENNEBOGEN 613



Construction company the John Holland Group is using a Sennebogen 613 telescopic crawler crane to help renovate the Sydney Opera House in Australia.

The contract is part of an AUS\$ 100 million (US\$ 89 million) project to make an open area in front of the Opera House safer and more clearly arranged. The development will include an underground loading area, new entry routes, and a sewer with storage capacity and overflow for possible storm tides, a company spokesperson said.

The Sennebogen 613 was hired from Preston group. It has capacity of 16 tonnes and is fitted with a 35 kN winch. Power comes from a 91 kW Deutz diesel engine. The crawler is being used to help construct the foundations of the sub-construction. Tasks include lifting 3 tonne steel mesh netting pipes into bores, a spokesperson said. For the project the crawler has been fitted with a drilling rig. Work is due for completion in 2014.

World record from Wiesbauer

Heavy lift and transport company Wiesbauer in Germany has set a world

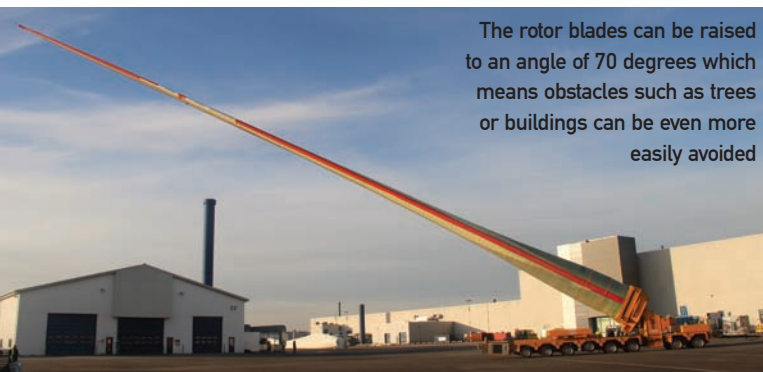
record after testing a Scheuerle InterCombi SP transporter with a rotor blade for a Vestas

V126 wind turbine.

The rotor blade weighed 13.4 tonnes and is 62 metres long. The test resulted in a new world record for a clamped wind turbine blade on a rotor blade adapter of this type, a company spokesperson said. The tests were carried out at the Vestas production facility in Lem, Denmark.

The Scheuerle InterCombi SP is a second generation rotor blade adapter and has been designed to travel around tight corners and help the rotor

The rotor blades can be raised to an angle of 70 degrees which means obstacles such as trees or buildings can be even more easily avoided



blades to avoid trees and other obstacles. When travelling on steep gradients or winding roads the position of the rotor blade can also be adjusted up to an angle of 70 degrees.

In addition to these design features, the Scheuerle InterCombi SP has wind sensors and hydraulically-controlled counterweights, the manufacturer added.

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New HiPro crane from Hiab

Hiab, part of Cargotec, has launched a new crane to add to its range of hydraulic articulating boom cranes, the Hiab S-HiPro 130.

Designed for mounting on top of a vehicle, or for waste refuse vehicles on top of the collector, the new design frees up space for stowing refuse. Locating the Hiab S-HiPro 130 on top of the compactor allows

an increase in compaction volume of 4 cubic metres, the manufacturer said.

The crane uses automatically extending stabilisers and is fitted with a control system which maintains stability. Marcel Kappe, Hiab product portfolio management director, said, "It is the first semi-automatic crane. The driver only has to

operate the crane manually when a container needs to be picked up."

"The Hiab S-HiPro 130 was originally produced for the Spanish and Portuguese markets, but we have received a lot of attention from many other countries too, especially the Netherlands, Germany, France, Belgium and Israel," Kappe added.



The Hiab S-HiPro 130 crane is designed for mounting on top of a vehicle

ESTA Awards 2014

The European Association of Abnormal Road Transport and Mobile Cranes (ESTA) is busy preparing for its annual Awards of Excellence competition. ESTA is the European platform for stakeholders in the mobile crane and abnormal road transport industry. The ESTA Users Night 2014 will take place at the Mövenpick Hotel in Amsterdam City Centre, Netherlands, on Thursday 24 April 2014.

Hundreds of leading crane and heavy transport industry professionals in Europe are brought together at the ESTA Awards evening. It has developed into the most prestigious European event for all ESTA members, affiliated companies, end users and manufacturers working in heavy haulage, transport and the lifting industry. There will be opportunities to meet and network with fellow professionals throughout the evening and after the dinner. A hosted drinks reception is also part of the evening.

From all the Awards of Excellence entries received one winner is selected in each category from a maximum of four nominees. Wim Richie is the overall jury co-ordinator for the 2014 ESTA Awards of Excellence.

At the Users Night dinner ESTA member associations and special members are entitled to six free dinner seats. Registration for these seats is required and must be completed by 24 March 2014.

Room reservations can be made at the Mövenpick Hotel Amsterdam City Centre by telephone: +31 205191234.

Sponsors of the 2014 event are: Terex Cranes as gold sponsor; Liebherr-Werk Ehingen, Manitowoc Cranes, Tadano Faun and TII Sales (Scheuerle, Nicolas, Kamag) as silver sponsors; with Faymonville and Köhler Kran-Service as supporting sponsors.

Details of the shortlisted entries will appear on www.khl.com/cranes and in the next issue of the magazine.



ALL ERECTION ADDS LINK-BELT CRANES

US crane rental company All Erection and Crane Rental Corp has signed a contract with crane manufacturer Link-Belt to add 30 new Link-Belt cranes in 2014.

Included in the package are four new 150 US ton (135 tonne) capacity RTC-80150 Series II rough terrains with 59.5 m six-section boom and three-axle carrier.

Also included in the order are three HTC-8690 telescopic truck cranes, eight 218 HSL lattice boom crawler cranes, six 238 HSL lattice boom crawler cranes, two TCC-750 telescopic crawler cranes and seven TCC-1100 telescopic crawler cranes, a spokesperson said. The order runs alongside All's 50th anniversary, which they will celebrate this year.

Michael Liptak, All Erection and Crane Rental Corp president, said, "The decision to purchase the new RTC-80150 was, in part, because our customers' appetites continue to grow for long-reach, high-capacity RTCs for their job sites. We are [also] very impressed with how it transports."



Included in the package were four new 150 US ton (135 tonne) capacity RTC-80150 Series II rough terrain cranes



A Liebherr 63LC tower crane carrying out restoration work on a church of Jebel Nebo in Jordan. The crane is owned by crane rental company Yousef Mousa. For the restoration project the 63LC tower crane was configured with a 45 metre jib and a 40 m hook height. The crane has a maximum capacity of 2.5 tonnes and tip load is 1 tonne and is controlled by remote control. The tourist attraction is famous for its biblical connection and its mosaics.

Schmidbauer adds Groves

The Schmidbauer Group, based in Germany, has added two Grove all terrain cranes to its fleet, including a 300 tonne capacity GMK6300L and 100 tonne capacity GMK4100L. The GMK6300L has a seven-section, 80 m boom. The four-axle GMK 4100L has a 60 m boom, which can be extended to 77 m with a jib.

Werner Schmidbauer, CEO, said, "Our two new cranes feature aluminium wheels, which means we can travel to job sites with more equipment

and counterweight, saving time and hassle."

Once delivered to Schmidbauer, the Grove GMK4100L was sent to a paper mill in Plattling, Germany. The all terrain was used to remove an antenna from a silo. It was configured with a 60 m boom and 6.3 tonnes of counterweight.

Both cranes were delivered at the end of 2013. They join a fleet of 250 mobile cranes, ranging in capacities up to 1,250 tonnes.



From left to right: Florian Horn, Dieter Moser, Norbert Brandt (Schmidbauer); Dieter Popp (Manitowoc); Hermann Setzmüller and Werner Schmidbauer (Schmidbauer)

ASIAN DEMAND LIFTS KOBELCO SALES

Revenues for Kobelco Cranes were up 22 % to JPY 39.8 billion (US\$ 393 million) in the first nine months of the fiscal year to March 31, compared to JPY 32.7 billion (\$323 million) for Q1-3 of fiscal 2012. Ordinary income for the first nine months of the year stood at JPY 2.5 billion (\$25 million), compared to the loss of JPY 1.2 billion (\$12 million) of a year ago. The company said this rise was due to buoyancy in its domestic market and elsewhere in Asia.

Kobelco said that it expected full-year sales of cranes to come in at JPY 56 billion (\$553 million), which would represent a 23 % increase on the fiscal 2012 figure of JPY 45.5 billion (\$449 million). Ordinary profit for the year is expected to come in at JPY 3 billion (\$30 million), compared to 2012's loss of JPY 2.2 billion (\$22 million).

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LIEBHERR

The Group



A confident mood prevailed at the first big exhibition of the year for the industry, ConExpo, held in Las Vegas, USA, from 4 to 8 March. *IC* presents a first batch of highlights from the show

Positive response

Attendance was up at the 2014 ConExpo-Con/Agg exhibition last month, giving a welcome boost to the already positive feeling surrounding the event. It attracted nearly 130,000 visitors, according to its organiser, the Association of Equipment Manufacturers. Megan Tanel, show director, said, "Overall, the show is over 2.35 million square feet

[218,000 square metres]. That [was] 7 % larger than our last event. Attendance numbers are on track to be about 8 % ahead of where we were in 2011, so we're just shy of 130,000 people. On top of that, our international attendance [was] fabulous. We're 8 % larger than we were in 2011. We're over 31,000 people from outside the United States."

A highlight, from

Liebherr's 1,000 tonne LR 11000 lattice boom crawler was the largest capacity crane at the show

Manitowoc, was the launch of a pair of 650 and 300 tonne capacity crawler cranes. Both of the lattice boom models have the Variable Position Counterweight system. No carbody counterweight is needed on either of the new



A closely guarded secret in the lead up to the show was Manitowoc's new 650 tonne capacity MLC650 lattice boom crawler. It has a maximum load moment of 3,887 tonne-metres, increasing to 9,052 tonne-metres, with the optional VPC-Max capacity enhancement system. Maximum boom length is 104 metres and the maximum luffing jib is 101 m. Power is from a Cummins Tier IV Final engine



Jack Fendrick, Kobelco Cranes North America president, said that from a sales standpoint ConExpo 2014 was the best show since 2008. He reported sales of US\$26 million over the first couple of days of the show and was expecting to sell another two or three machines by the end of the third day.



The Crossover 8000 uses the upper works of the Terex 780 truck crane and has X-pattern outriggers. It is mounted on a Freightliner chassis

cranes to reduce set up time and truck loads for transport. Several more new cranes from Manitowoc's other product lines made it the most prolific at the show.

A surprise launch from Liebherr was the 160 tonne capacity LTM 1160-5.2 all terrain crane to replace the LTM 1160-5.1. Major changes from its predecessor include a width reduction from 3 metres to 2.75 m and a single engine.

New from Terex was



The Terex Superlift 3800, shown for the first time in the USA, was the tallest crane at the show. Pictured is Doron Livnat, CEO at Hovago in the Netherlands, whose latest order is five units for application worldwide under his re-rent programme. Deliveries will be made over the next few months and some models will have the wind kit for turbine erection. "It is 20 % stronger and our customers can save on mobilisation and demobilisation," Livnat said. The order is part of a programme to increase the large crawler crane component of the Hovago fleet.



the Explorer 5600, a five axle all terrain crane for global markets, and the Crossover 8000 an 80 US ton (72.5 tonne) capacity boom truck. It is the largest capacity boom truck available in North America, the manufacturer said.

Highlights from Tadano were the GR-1600XL-2 three axle rough terrain and



Jim Lamb at Tadano Mantis introduced the new 120 tonne capacity GTC-1200 telescopic crawler crane seen for the first time at the show



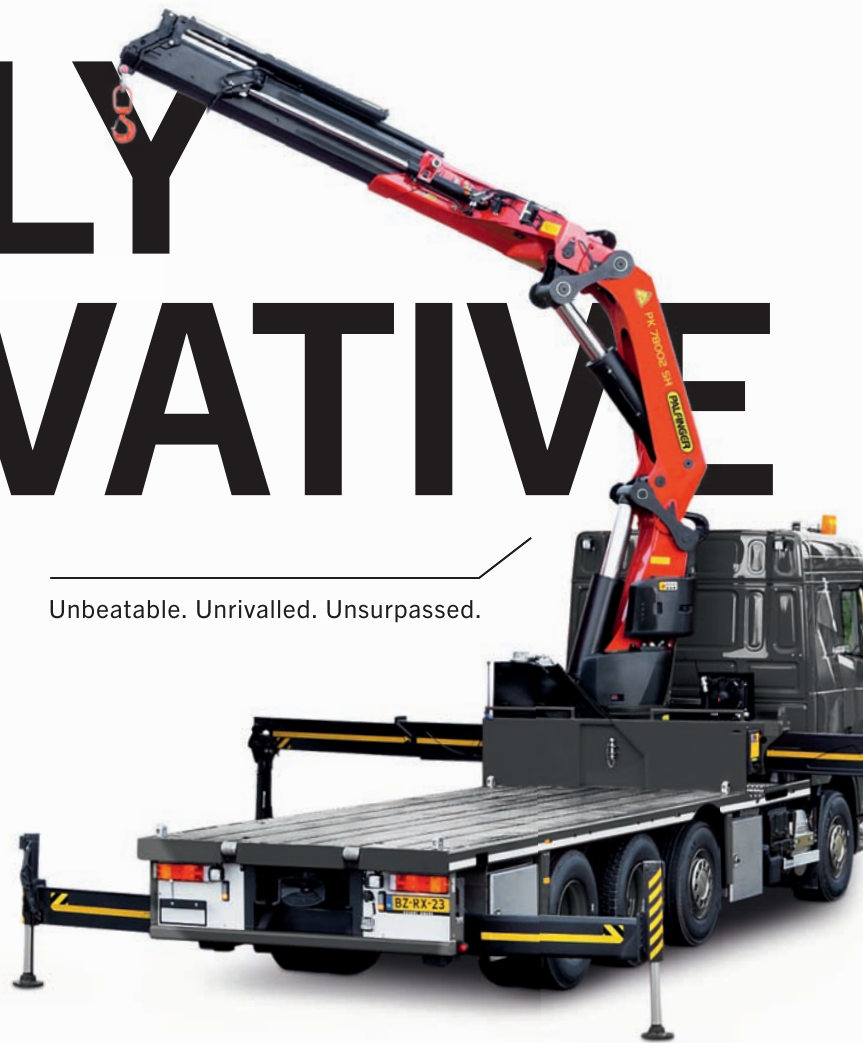
Manitowoc's new MLC300 is a 300 tonne capacity lattice boom crawler crane with a maximum load moment of 1,992 tonne-metres, increasing to 4,119 tonne-metres with the optional VPC-Max capacity enhancement system. Maximum boom length is 96 m and maximum luffing jib length is 96 m

A surprise launch at the show, the Liebherr LTM 1160-5.2 all terrain crane has a 62 m six section telescopic boom. One 400 kW diesel engine mounted in the carrier drives the hydraulic pumps mounted in the upper works via a mechanical shaft drive



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CONEXPO REVIEW

The 45142 boom truck from Elliott Equipment is mounted on a commercial chassis with four axles and two pusher axles. It has a 43 metre, five-section telescopic boom. Also pictured is the E160 aerial work platform that can be used for material handling

The new five-axle Terex Explorer 5600 all terrain crane in the 160 tonne capacity class. It is the second model in the Explorer series of ATs designed for global markets, joining the 220 tonne capacity class Explorer 5800



The Samson KZTM100 synthetic fibre rope for application as a hoist rope on mobile cranes. Sold exclusively through Manitowoc, it will be available as an option on all Grove rough terrain cranes in late 2014

Pictured, from left to right, Weston Settlementier, Bigge Crane president, Max Tsukamoto, Kobelco Cranes president, and Jack Fendrick, Kobelco Cranes North America president, celebrate the opening of ConExpo and the handover to Bigge of a new Kobelco CK2750 crawler crane



Pictured left to right from Faymonville are Fernando Boscardin, project manager, Arnold Luxen, commercial manager, Paul Hoenen, and Rainer Noe, project manager,

with the new Faymonville G-Module SL. It is a six-axle modular hydraulic heavy transport platform with a capacity of 45 tonnes per axle. The unit on display was sold to American Heavy Moving and Rigging. It will be used to move transformers around on site, a company spokesperson said. This was the first time that Faymonville exhibited at ConExpo. Luxen said, "We are very impressed with the number of visitors and the response at the show."

Yo Kakinuma, Tadano America president congratulated Harry Baker, Southwest Industrial president, pictured, on his purchase of a 160 US ton (145 tonne) capacity GR-1600XL-2 rough terrain crane and a 400 tonne capacity class ATF 400G-6 all terrain. Tadano handed over seven cranes at ConExpo, including ones to Bigge, Bragg and Imperial Crane



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Nabil Al Zahlawi, NFT Cranes managing partner, pictured with the new Potain MR418 luffing jib tower crane. He placed an order for 115 Potain towers for delivery over the next four to five months

the brand new GTC-1200 telescopic crawler crane, as pictured on the front cover of last month's *IC*.

Handover ceremonies for new Tadano cranes included Bragg and Southwest Industrial. There was also one to Bigge for GR-1000XL-2

and GR-150XL rough terrains and one for Imperial Crane Services, which took delivery of a 75 US ton capacity Tadano GR-750XL-2 rough terrain.

At the Kobelco stand, Bigge Crane & Rigging accepted ownership of a new Kobelco CK2750 crawler, one of 25 new crawlers the company purchased from Kobelco in the last three months.

New from US manufacturer Elliott Equipment Company were a 45 ton (40 tonne) capacity boom truck and a 64 metre aerial work platform. Both products can lift people and handle materials, said Jim Glazer, Elliott Equipment Company president.

The first synthetic hoist rope for mobile cranes was also launched at the show by

Chinese manufacturer Sany launched a 100 tonne capacity telescopic boom crawler crane, the SCC8100TB. It has a 47.5 metre five section, full power boom with a pair of single-stage double-acting extension cylinders



New from Manitex were the 50155GT telescopic crawler crane, pictured, and the TC700 truck mounted crane

manufacturer Samson and crane maker Manitowoc. The synthetic fibre used to make the rope is supplied by DSM Dyneema.

The ConExpo exhibition runs on a three year cycle, with the next event planned for March 2017.



Link-Belt's new 150 US ton (136 tonne) RTC-80150 Series II. The rough terrain has increased reach and capacity compared to previous designs and it is powered by a 345 hp Cummins Tier 4 Final diesel engine. On the right of the picture is Bill Stramer, Link-Belt vice president for marketing, sales and customer support, handing over the keys to Marvin and Mike Liptak at US crane rental major All Erection. The three axle RT is the largest in Link-Belt's range. The handover ceremony marked part of a multiple-unit purchase by All Erection





Zoomlion and USA-based distributor Global Crane Sales signed a US\$22 million crane deal on 8 March. The order is mainly for 110 US ton (100 tonne) capacity rough terrains and crawlers. At the left of the picture is the new Zoomlion ZCC1100H lattice boom crawler crane. Global showed five rough terrains, including the new 65 ton (59 tonne) capacity RT65



Talbert Manufacturing launched its 55SA-LD, a 55 US ton (50 tonne) capacity spread-axle, low deck trailer with an 18 inch (457 mm) deck height. Pictured, left to right, are Jerry Rothwell at Talbert, Casey Haney at A H Cormell & Son, and Michael Schenk of G A Peak Excavating



Scott Bragg, Bragg Crane Service president, left, taking delivery of a new 220 tonne capacity Tadano ATF 220G-5 all terrain crane from Yo Kakinuma, Tadano America president



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Crane shares slide

Late February and early March saw stock markets around the world generally hold onto the gains they made in the rally of 2013. Despite a blip earlier this year as the impacts of the end of quantitative easing in the USA began to be felt around the world, markets have rebounded and held onto their highs.

The most striking example of this is the Dow, which bounced back from the earlier slide to spend most of February and early March comfortably back above the 16,000-point mark. Similarly impressive has been the way the FTSE 100 has held onto its gains. Although it did not set a succession of record highs the way the Dow did last year, it has been close to the high tide mark of 6,930 points, which was set at the end of 1999.

But while these mainstream market indicators continued to look strong, the crane sector slipped over the first few weeks of the year. Between weeks 5 and 10, the *IC Share Index* lost another 1.54 % of its value, following a similar slide in the first five weeks of the year.

This further fall was despite Manitowoc and Terex enjoying gains in February and early March, thanks to full-year financial results that beat expectations. These strong performances, however, were not enough to offset weakness among some European and Asian manufacturers.

In fact most crane builders in Europe and Asia saw their share prices fall between weeks

5 and 10, with only Hitachi, XCMG and Yongmao seeing any gains. The result was a 1.54 % decline in the *IC Share Index*, with the small falls for relatively high capitalisation companies like Sany and Zoomlion doing the most damage.

It still remains the case that weakness among Chinese manufacturers is weighing on the whole industry. Share prices for major manufacturers like Liugong, Sany, XCMG and Zoomlion are of the order of 40 % to more than -50% lower than they were a year ago, and the falls they have seen in the first ten weeks of 2014 indicate that they are yet to bottom-out.

Clearly it will take a rally among Chinese manufacturers

to lift the *IC Share Index* out of its current low. It only remains on a par with its position a year ago thanks to strong performances elsewhere in the sector. However, the fall early this year among several Japanese manufacturers may suggest that the remarkable rally they have enjoyed over the last year thanks to the 'Abenomics' programme of stimulus and Yen depreciation may have run its course.

It will take a sustained recovery in the Chinese crane market to lift the sector's stock market valuation. When it comes, this will of course both lift domestic producers and international players, many of which are key players in various parts of the Chinese market. ■

The first few months of the year have seen weakness among some European and Asian crane manufacturers undermine sometimes robust growth elsewhere.
CHRIS SLEIGHT
reports

MARCH /IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
IC Share Index*		64.48	63.49	-0.99	-1.54	62.55	1.50
Legacy IC Share Index**		393.20	395.90	2.70	0.69	325.32	21.70
Dow Jones Industrial Average		15849	16453	604	3.81	14054	17.06
FTSE 100		6523	6714	190	2.91	6380	5.24
Nikkei 225		14915	15120	206	1.38	11606	30.27
Hitachi Construction Machinery	YEN	1997	2036	39	1.95	2085	-2.35
Konecranes	€	26.12	25.63	-0.49	-1.88	28.24	-9.24
Kobe Steel	YEN	172	142	-30	-17.44	126	12.70
Liugong	CNY	6.01	5.84	-0.17	-2.83	9.84	-40.65
Manitowoc	US\$	24.76	30.73	5.97	24.11	18.52	65.93
Palfinger	€	32.30	28.36	-3.95	-12.21	21.00	35.02
Sany Heavy Industry	CNY	5.94	5.53	-0.41	-6.90	11.78	-53.06
Tadano	YEN	1459	1389	-70	-4.80	907	53.14
Terex	US\$	39.81	44.25	4.44	11.15	32.81	34.87
XCMG	CNY	6.88	6.93	0.05	0.73	12.20	-43.20
Yongmao Holding	SGD	0.19	0.20	0.01	5.82	0.11	78.57
Zoomlion	CNY	5.05	5.03	-0.02	-0.40	9.36	-46.26

*IC Share Index, 1 Jan 2011 = 100

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

EXCHANGE RATES - US\$

CURRENCY	VALUE AT START	VALUE AT END	CHANGE	% CHANGE	VALUE 12 MTHS AGO	12 MTH % CHANGE
CNY	6.0607	6.1416	0.0809	1.33	6.23	-1.34
€	0.7376	0.7201	-0.0175	-2.37	0.7646	-5.82
Yen	102.51	103.22	0.71	0.69	92.65	11.41
UK£	0.6072	0.5988	-0.0084	-1.39	0.6591	-9.15

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There is a short fall of young people with engineering skills entering the industry. LAURA HATTON finds out how important apprenticeships are in helping fill this widening gap in the workforce



Attracting the younger generation

Trying to get younger people involved in the lifting industry is an increasingly difficult task. It has never been more important. The problem is that not enough young people are entering the industry and if this trend continues there will also be an acute shortage of crane operators and engineers.

The main concerns for young people taking up an apprenticeship is wages, what their salary will be once they have completed the apprenticeship and if there will be work once the course is complete. To overcome this companies and governments need to generate awareness of what the industry offers to the younger generation. A spokesperson from Terex explains, "In Germany apprenticeship schemes are deeply rooted and well established. Young people have options from going to university, taking on dual studies, or

applying for an apprenticeship. With dual studies, students spend half their time at university and half working in their chosen area where they get paid; apprenticeships such as these last three years."

Birmingham City University, based in the UK, is one example of an institution that is finding ways to engage with the younger generation. The university has held master classes to highlight career

options to the younger generation in high performance automotive engineering. Professor Adrian Cole, faculty director of innovation and enterprise at Birmingham City University's faculty of technology, engineering and the environment, was quoted saying, "Engaging with the younger generation and letting them know about the excitement of careers in this sector will mean we can sooner address the shortfall of youngsters taking up engineering training in the UK."

Attracting a generation

Studies are also helping highlight the possibilities that apprenticeships offer. A study from the Institute of the Motor Industry (IMI), for example, which was co-funded by the UK Commission for Employment and Skills (UKCES), looked at a cross-section of businesses from independents to franchises and

involved 30 apprentices. Commenting on the results, Steve Nash IMI CEO, said, "Businesses must overcome their doubts about employing young people and invest in the future if our industry is to succeed as a whole. By giving a young person opportunities to apply their skills they will ultimately become better and more productive technicians much earlier than commonly perceived."



UK-based engineering company Nylacast has already started this process of engaging with the local community and is providing apprenticeships. "We're helping to highlight to young students that you don't have to be a crane driver or operator to make an outstanding impact to the crane industry as a whole," Junaid Makda, Nylacast marketing manager, says.

One way that the company is achieving this is by working with local engineering students through a sponsorship programme with DMU Racing, a local racing team from De Montfort University, UK. The team are designing a racing car and plan to compete in the international iMechE Formula Student competition which takes place annually at Silverstone racetrack in the UK.

"Nylacast support the team with monetary sponsorship vital for race entry and mandatory safety equipment along with engineering advice, knowledge and experience as well as our engineering polymers for use on the car itself," Makda explains.

Nylacast's engineering apprenticeships last three years and once complete students gain a BTec diploma. The company also offers placements, ranging from two-weeks to a year, for students looking to gain



Nylacast students receive their advanced level apprenticeship in management awards

experience and knowledge. In addition, there are also leadership and management courses to team leaders and supervisors. "We are currently in the second cycle of this two year course in which students receive an advanced apprenticeship qualification in leadership and management upon completion," Makda explains, "Not all staff at Nylacast took the higher education route when young, some went straight into work and, therefore, this training programme allows them to receive qualifications they previously didn't have the chance to gain. This particular programme also works as a platform for gaining a degree, with the option to complete a one year top up course which results in a HND Business degree which can then be furthered to a Bachelor of Arts (BA) Honours Degree."

"Many of the original apprentices are now in full time employment across the business, from quality control through to maintenance and engineering," a company spokesperson adds.

Current programmes

Manufacturer Terex Cranes offers apprenticeships in welding, mechanics, mechatronics (electronics, hydraulics and mechanics), industrial mechanics (manufacturing processes) and building mechanics. The apprenticeships are based

Student Abdur Limalia, at Nylacast, when he was an engineering apprentice. He is now in full time employment as a quality control engineer



Nylacast DMU Racing Team

NEW FACILITIES

Nylacast has opened a training academy at its Thurmaston manufacturing facility near Leicester, UK. As well as being a base for current programmes, it will also allow Nylacast to offer refresher courses and internal training to new and current members of staff. Courses include a general introduction to engineering course, which will also be offered to younger students who are considering embarking on a career in engineering. The Nylacast Engineering Training Academy opened in February 2014. It has training rooms in which to provide both theory and practical knowledge through the use of real machines and specifically sourced interactive virtual reality simulators and software, a company spokesperson said.

in Germany and last three years. The programmes include mastering basic skills to improving skills. "For example, an apprentice will start out filing a piece of metal by hand with a file and then, once this is mastered, they will move on to using a computer numerically controlled (CNC) machine to increase complexity and develop their skills," a company spokesperson explains.

Liebherr-Werk Nenzing, headquartered in Austria, has also gained a good reputation for offering and encouraging apprentice training at its subsidiary factories in Sunderland and Killarney, UK and Ireland respectively. In addition, Liebherr-Werk Biberach, in Germany, also offers training. Two years ago it opened a new training centre for tower cranes. "About 150 trainees receive trade training here every year in a wide range of areas," a Liebherr-Werk Biberach spokesperson said. "These range from sales training to mechanical training and dual study courses."

"At Liebherr, occupational training is held in high regard and opens up many opportunities for young people," a spokesperson went on to explain. "At the Biberach site alone, Liebherr offers training and study courses for 17 different occupational profiles. In all, 142 young people are currently receiving trade training >

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An apprentice at Terex



The apprentice workshop at Terex

in industrial, technical or commercial areas and 23 students are attending study courses. Right from an early stage, future employees take part in various projects and become involved in the company processes."

At Liebherr-Werk Biberach the training programme for tower cranes includes several courses, from equipment training, technical training, driver training, electrical and electronic systems to mechanical systems. "Course contents include assembling and dismantling cranes, SPS, sensor technology, accident prevention regulations, climbing, personal protective equipment and fault finding (troubleshooting)," a company spokesperson says. "We have a large training centre in Biberach and at dealers and sales branches around the world so our customers, fitters and crane operators can be trained locally."

Basic training

The Liebherr-Werk Ehingen branch, also in Germany, offers training for electronics technicians in production engineering, vehicle painting, industrial mechanics, construction mechanics and mechatronics technicians. We offer basic training for new employees and fitters, including crane technology and vehicle and crane superstructure. Further training is for

engines, gearboxes, steering, braking systems, hydraulic and electronic crane controls and software. Practical welder training is carried out over several months.

"In Ehingen, we have a trainee workshop with conventional and CNC-controlled machine tools as well as training courses in hydraulics and electrical systems," a spokesperson said. "We also have a training centre for staff, fitter and customer training. This is also the site of our welding centre which was opened in July 2012. It has eleven welding booths, each equipped with an electric and an inert gas welding unit, a span table and modern exhaust technology."

Engine manufacturer Deutz, also in Germany, provides apprenticeship training

for technical and business skills in four programmes. To engage with the younger community, the company participates in action days such as Girls' Day, where girls are encouraged to choose technical and business-related education. Deutz also conducts complete job training or individual specialist courses.

Apprenticeship placements are also being encouraged by associations, for example, the Construction Plant-hire Association (CPA). During 2013 the association undertook a pilot scheme to support CPA members to take on apprentice mechanics. Crawler crane specialist sales and rental company NRC Plant and Aerial Platforms, both based in the UK, are receiving support from the CPA to take on three apprentice mechanics, some of whom are also attending college and doing NVQs.

WINNING AWARDS

Raising the profile for the engineering trade is helped by awards and national recognition. The results of the Deutz exam candidates have regularly been above the IHK (Chambers of Commerce and Industry) average and in 2013, a Deutz apprentice was named the best production mechanic of Cologne, Germany. In recognition of its performance and its commitment to the dual training system, the Deutz training centre was distinguished with a certificate by the Chamber of Commerce and Industry of Lippe in Detmold, Germany. Frank Opitz, head of apprenticeship, said, "We are delighted about this distinction by the Chamber of Commerce and Industry of Lippe in Detmold and are proud that with it our training performance at Deutz is being recognised."

In the UK, a special honour was given to Liebherr Sunderland Works, winning a top award at the regional final of the National Apprenticeship Awards 2013. The firm won in the category Medium Employer of the Year. At the national finals the company was one of the three shortlisted companies in its category, receiving the National Highly Commended Medium Employer of the Year 2013 award. Ralph Sälzer, managing director of Liebherr Sunderland Works, said, "This award is a fantastic achievement and testament to the 27 local apprentices we employ across a variety of engineering disciplines."

In Germany, welders from Terex won competitions at the Schweißen und Schneiden (Welding and Cutting) exhibition, which took place in September 2013 in Essen, Germany. The programme included categories such as the Jugend schweiß (Young People Weld) competition and the international WeldCup. During the competitions contestants were required to take part in activities such as metal active gas (MAG) welding, tungsten inert gas (TIG) welding, stick welding and gas welding. In total, six members of Terex Cranes took part in the competition.

Julia Cremer, a steel construction mechanic at Terex and one of only two women who took part, was awarded second place in the MAG welding discipline. Hans-Peter Lutz, also from Terex, was awarded second place in the WeldCup for the MAG welding discipline. Following his win, Hans-Peter Lutz has been entered into the international 2014 ARC Cup competition in Beijing, China.



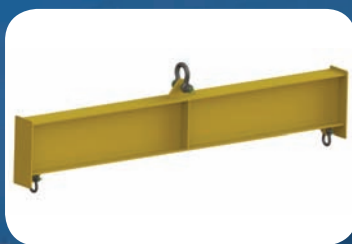
An apprentice from Terex welding

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Boom Length	42.8ft ~ 200.1ft
Jib Length	33.8ft / 59.1ft
Max. Counter Weight	64,600lbs

GR-1450EX

145t x 2.5m
Boom: 61.3m / Boom + Jib: 78.3m
Boom: 56.0m / Boom + Jib: 64.9m
13.1m ~ 61.0m
10.3m / 18.0m
29.3 ton

Specification for Carrier

Engine Model	Mitsubishi 6M60
Max. Output	200kW(267PS)/2,600min ⁻¹
Overall Length	Approx. 16,190mm
Overall Carrier Length	Approx. 10,155mm
Overall Width	Approx. 3,315mm
Overall Height	Approx. 3,785mm

Training and certification play a key role in improving safety and awareness, and re-training and re-assessment is vital in maintaining standards on work sites. LAURA HATTON finds out what training courses are on offer



Jim Headley, Crane Institute of America, leads a training class

Refreshing skills

To help avoid accidents, trade contractors are increasingly requiring operators to have completed an accredited training course and achieved certification before carrying out lifting work on site. Contractors increasingly refuse to allow operators on site if they do not carry the relevant accreditation, Kerry Edwards, public relations manager at GGR Group and Unic Cranes Europe, says.

"There is a common misconception that because compact plant like mini spider cranes are smaller it means that there is less risk involved when operating them," Edwards adds, "But as with any piece of construction equipment, when used incorrectly by inexperienced operators they can be dangerous."

The importance of operator training has been expressed in a range of studies carried out by institutions, as Jim Headley, Crane Institute of America president and director, explains, "According to OSHA research

and Province of Ontario studies, 80 % fewer crane-related deaths and 50 % fewer accidents occur with certified crane operators."

Despite the understanding of how effective and vital operator training is, the standard of the training delivered varies from country to country, with each also having different requirements and regulations regarding certification, points out Frank Schröder, director of commercial and product support strategy at Terex in Germany.

John Alexander, responsible for global integrated technical communications at Manitowoc, adds, "I believe that operator certification and licensing needs to be specific to the crane the operator is using, not just a generic tonnage capacity."

"Cranes incorporate more technology than ever so it's now more important than ever to validate your skills on the crane you will be using. Today's control systems are very different compared to 20 years ago."

Training services

One way to improve safety on site is to improve people's behaviour and attitude. This idea was expressed by Klaus Meissner, Terex director of product integrity and Søren Jansen, ESTA director, in their presentation *Root causes of mobile crane accidents and how to reduce them* at the 2013 World Crane and Transport Summit (www.khl-group.com/events/wcts)

Klaus Meissner, says, "Skilled and trained crane operators are key to jobsite safety. Terex Cranes offers basic to advanced training services from operator to technician and certifies the operators that take part in training, however, it does not issue operator licences. We also offer operator coaching at real jobsites."

Frank Schröder, adds, "For practice we tend to favour real crane experience in a simulated environment. A typical example can be of a participant having to manoeuvre a load through a course relying on the



An operator is trained and tested on a GGR course



Operators take part in practical examiner training at the Crane Institute of America



A trainee taking part in pick and carry crane a66 endorsement B training

instructions from the signalman. If we see that a simulator could aid or improve the training for a special application, we use simulators.”

Another provider of training is the Association of Lorry Loader Manufacturers and Importers (ALLMI) in the UK. ALLMI offers training accreditation for lorry loader cranes, including lorry loader operator, slinger, signaller and crane supervisor. The operator course covers legislation, pre-operational checks, maintenance instruction, lifting equipment and attachments. Training covers the deployment of stabiliser legs, use of controls, preparing the loader crane, operating and stowing. The final stage of the course includes a theory and practical assessment, plus final administration and candidate feedback. For the operator course training cards are categorised to reflect items such as the size of lorry loader, attachment type and control system. The training can take place either at the training providers’ premises or the customers’, as long as the facilities comply with ALLMI’s terms and conditions of training in accordance with *BS7121 Code of Practice for the Safe Use of Cranes: Part 4:2010*.

The Crane Institute of America offers training courses for crane operators and inspectors so people can be trained to use the equipment. This is followed by certification, which means the operators are certified to use the machines on site. “Crane Institute of America is an authorised written and practical examiner for Crane Institute Certification (CIC), which offers NCCA and OSHA-recognised certifications for crane operators, riggers, and signalpersons,” Headley says, “In the three day mobile crane operator course, topics covered include OSHA and ASME crane standards, causes and results of crane accidents, components and terminology, interpreting load charts, pre-operational inspection, crane setup, safe operating practices, hand and voice signals, hoisting personnel and basic rigging. Our advanced rigger course covers inspecting and using load and snatch blocks, chain hoists,

INSIDE SIMULATORS

As was first seen in the operator training feature on page 45 in the August 2013 issue of *IC*, simulators are becoming a popular addition to training facilities around the world. Crane manufacturer Kobelco, for example, is building a G Series service training simulator. According to the manufacturer, the simulator will be used to train service personnel from dealers to crane owners. They have been designed for customers’ yards and onsite training facilities. The G-Series simulator was on display at ConExpo show 2014 alongside the CK-III simulator.



Liebherr also launched its range of maritime crane simulators to help increase port safety and productivity through training in a virtual maritime environment. The range of simulated cranes includes ship to shore, rubber tyred gantry, mobile harbour and offshore cranes.

The simulators have a driver’s cabin, control panel and a motion platform for realistic crane movement. It also has full high definition flat screen monitors and surround-sound speakers.

The most recent Liebherr simulator (LiSIM) is for deep foundation and lifting applications and was launched at ConExpo 2014 in Las Vegas, USA. It includes simulation of an LR 1300 crawler crane. A construction site has been virtually created with adjacent buildings, roads and fences as well as obstacles such as uneven ground, I-beams and rocks.

determining load weight, drifting and turning loads and multi-crane lifts.” The training programmes are conducted at Crane Institute’s facility near Orlando, USA. Here three different types of mobile cranes, an overhead gantry crane and a crane simulator are available.

Training facilities

Manitowoc also offers operator training. “In the US our operator training is primarily introductory training, focusing on LMI setup and crane controls. In France for our tower crane products, we issue operator licenses and certifications that are nationally recognised. Other than in France they are primarily beginner courses and not focused on lifting,” John Alexander says. The technical certification involves tests using different cranes and simulators. It is valid for three years.

GGR Group offers Construction Plant Competency Scheme (CPCS) A66 accredited courses in Endorsements A, B, C and D for compact cranes, including Unic mini spider cranes, pick and carry cranes and mini telescopic crawler cranes.

“The CPCS A66 course involves classroom and practical training, which covers theory, principles of lift, safety and operator responsibilities. The

hands-on training covers pre-use checks and preparation for work, travelling, manoeuvring, lifting and placing loads and configuration for lifting duties.

“Once the operator has passed the A66 training course they receive a CPCS A66 competency ID card and GGR certification,” Edwards adds, “Courses are run in Manchester and Buckinghamshire, UK, where learners practice manoeuvring the crane and negotiating obstacles. Before learners can take part they must have passed a Construction Skills CPCS Health and Safety touch screen test within the last two years.”

At Liebherr in the UK a range of courses for operators is offered, as is product training for sales and after sales. “We recently delivered training to Ainscough for the new LTM 1750-9.1,” David Croft, Liebherr GB marketing and public relations manager, says.

In addition to the product training Liebherr UK also offers CPCS accredited courses for crawler crane, slinger and signaller, wheeled mobile, appointed person and crane supervisor. “A wind training module is also included in all our courses,” Croft adds. The centre in Biggleswade has a training area and candidates can work with an LTM 1030/1 mobile crane. ■



Inside one of Manitowoc’s classrooms



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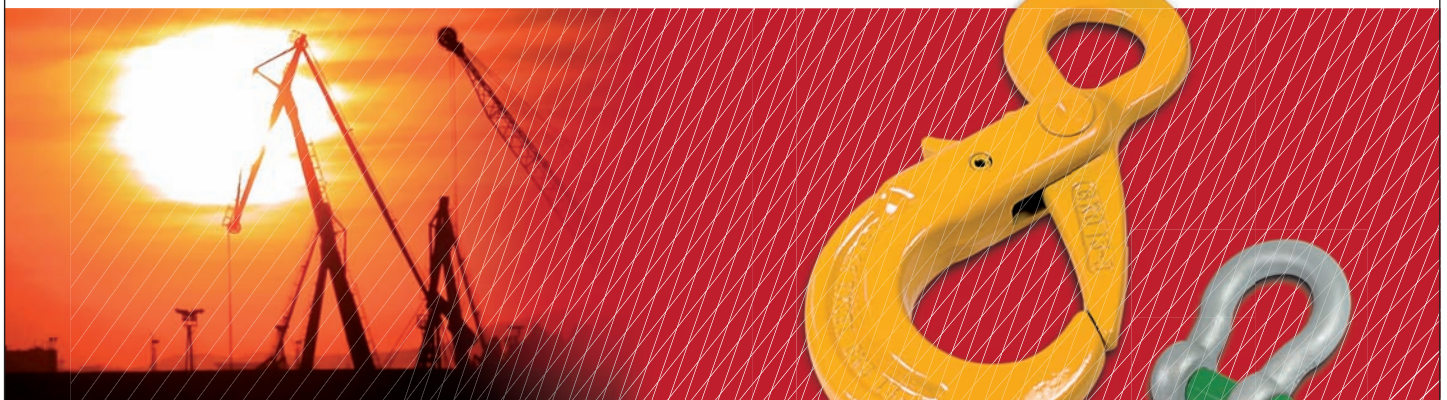
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The tight working conditions on the lock meant that all three cranes were required to lift each section of the gate together

Crane rental company Sogecofa (part of the Mediaco Group), based in Nantes, France, used three Terex all terrain cranes to service the Kembs lock on the Grand Canal of Alsace. *IC* reports

On a grand scale



The Kembs lock on the Grand Canal of Alsace is part of the hydro-electric power station of Kembs, operated by Electricité de France (EDF). It is the largest of eight power plants along the Grand Canal of Alsace. The lock

allows for commercial river shipping to pass from the North Sea to the Port of Basel in Switzerland.

When cranes were needed for a maintenance project on the lock, specialist crane provider Sogecofa supplied a Terex

AC 350, an AC 500-2 and an AC 700. Along with servicing the lock, Sogecofa were also required to replace the 500 tonne gate, which measured 26 metres wide and 18 m high.

Working together

The gate sections were transported to the lock by boat as the western chamber had to be filled with 60,000 cubic metres of water, a spokesperson said.

To carry out the installation of the gate the 700 tonne capacity AC 700 and the 350 tonne capacity AC 350 were positioned on the lock wall. Due to the restricted space inside the chamber, the AC 700 lowered the AC 500-2 inside the lock. A result of this meant the team had no more than 200 mm of room to manoeuvre the pieces into position.

The tight working conditions meant

Service work begins on the Kembs lock on the Grand Canal of Alsace, France



that each section of gate was lifted by all three cranes together and brought to a closer radius for the AC 500-2. The sections were then rotated ready for placement. Once in position the AC 500-2 lifted the sections of gate onto the gate rails. For the lifts the AC 500-2 was fitted with 160 tonnes of counterweight, two 80 tonne slings and a 9.50 m spreader bar.

Keeping contact

Due to the position of the AC 700 and AC 350, the operators had no direct view of the gate sections so they received instructions from Yann Exel, head of manoeuvres for Sogecofa and an observer.

Commenting on the project, Yann Exel said, "The most difficult thing was to synchronise the three cranes. As I was involved in the planning of the



The AC 700 lowers the AC 500-2 inside the lock



lift operations, I followed strictly all the planned phases of the operation. I maintained constant contact with the crane operators, but I was the one who had to make the final decisions."

Rémy Verdaine, supervisor of the assembly team, said, "Sogecofa is one of our longstanding partners. Here in the Alsace region they are a well-established firm and have done previous jobs for EDF. Sogecofa worked out a very efficient method of lifting and assembly that helped expedite the whole process."

As soon as each section was brought to a closer radius to the AC 500-2, the sections could be rotated ready for placement

Serge Dietrich, who is responsible for the sales department at Sogecofa, said, "This was not just a simple lifting operation. We had to deliver results, so we put together a very experienced team. Each one knew the complexity involved in this operation, each being aware of the tasks they had at each step of the way. The Terex all terrain cranes were perfect for the job because of their compact dimensions. We even had to place a 500 tonne crane inside the lock. As this job was on such a tight deadline, Terex also sent us a technician who knew cranes inside and out."

It took ten days to assemble the new gate.



The AC 500-2 lifts the sections into place. Due to the space on the lock there was only 200 mm of room to manoeuvre the pieces into position



The Terex AC 500-2 is ready to be lifted inside the lock

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Van der Vlist in aircraft transport

Transport company Van der Vlist helped transport a Fokker F27 display aircraft from Hoofddorp to Soesterberg in the Netherlands.

The Fokker F27 is 23.1 metres long, stands 3.6 m tall and is 8.3 m wide and weighs 10 tonnes. Van der Vlist collected the F27 from a hangar in Hoofddorp and loaded it onto an 8-axle semi extendable trailer using a four point lifting system and one forklift. Once in the air the trailer was reversed underneath the aircraft.

Once lowered onto the cradle, the aircraft was

transported 70 km by road to the National Military Museum in Soesterberg. The convoy consisted of the truck and aircraft, an escort vehicle, a vehicle carrying the lifting gear, and another truck carrying parts. Due to requirements in the transport permits, the convoy could not begin the journey until after rush-hour.

On arrival at the National Military Museum, the aircraft was unloaded from the trailer. It is now awaiting renovation by

The Fokker F27 display aircraft ready for transport

students so it can be part of the museum's collection, a company spokesperson said.

Permit conditions meant that the load had to be transported by night



MAXTRANS MOVES 400 TONNES WITH FAYMONVILLE

Belgium-based specialist company Maxtrans transported a liquid gas tank weighing 400 tonnes using S-Module axle lines from Faymonville.

Maxtrans transported the gas tank from the finishing hall at Ellimetal to a nearside quay on the Albert Canal, where it was to be shipped to Antwerp.

The tank weighed 400 tonnes and measured 74 metres long and had a diameter of 8.4 m. To carry out the task an 8 x 4 tractor unit was connected to the trailer via a gooseneck.

Challenges during the project, which included narrow bends on exit roads, were overcome by using two turntables with self-steering devices for moving long loads.



ROGERS LAUNCHES COBRANECK

Trailer manufacturer Rogers in the USA has launched a new multi-ride height detachable gooseneck.

The CobraNeck detachable gooseneck is an optional neck that has been designed to make unhooking and delivering safer, faster and more convenient for today's drivers, the manufacturer said. Additional features include increased ground clearance.

The CobraNeck is available on all Rogers 55 ton (49 tonne) and larger detachable gooseneck trailers.

In addition, Rogers has also launched the Universal Neck Support, which is standard on all CobraNeck models.

The new CobraNeck detachable gooseneck



Transformers from South Korea to Iraq

Two divisions from Seven Seas Shipping, based in Jordan and Iraq, transported five transformers from South Korea to Iraq.

The transformers weighed 233 tonnes each. With additional cargo and accessories, the total weight of the transport was 1,899 tonnes,

a spokesperson said.

The transformers were loaded onto the vessel *Hyundai Antwerp* at Masan Port in South Korea and shipped to the Um Qasr Port in Iraq. On arrival the cargo was loaded onto specialized transport trailers ready for a 175 km journey to the Shat Basra gas power plant in Basra, Iraq.

In total, five low loaders and 75 trailers were used to move the transformers and accessories. During the journey the team had to endure poor weather conditions, including heavy rain. Once at the plant,

the transformers were unloaded using hydraulic jacks and positioned onto steel stands, a company spokesperson said.

It took three months to deliver all the cargo to the power plant.



Five low loaders and 75 trailers were used for the move

The steel tower sections of the Enercon E-44 turbines were 17 metres long and weighed 31 tonnes

Delta Maritime took on the task of transporting wind turbine components from Spain for a wind farm in Greece



Turbines by road and sea with Delta Maritime

Hheavy lift and transportation service provider Delta Maritime, based in Greece, carried out the transportation of several wind turbines



from Spain to Agios Kyrikos, in Greece.

For the project three sets of wind turbines were transported by vessel from Spain to Ikaria main port, Agios Kyrikos. To move all the components, associated equipment and accessories, Delta Maritime used 4.3 x 6 metre containers.

The cargo consisted of rotor blades for the 900 kW Enercon model E-44 turbine, measuring 21.5 m long, and steel tower sections for the same turbines, each weighing 31 tonnes and measuring 17 m long with diameters of 1.81 m and 2.41 m.

Steep hills with a rockface on one side and a precipitous drop on the other were just two of the challenges for the specialized transport contactors in Greece



The blades of the Enercon E-44 wind turbine are 21.5 metres long



In addition, the company transported the nacelles, which weighed 24.3 tonnes each and were 4.4 m wide and, also, generators that were 4.1 x 4.1 x 3.1 m.

Challenges during the project included road conditions in Ikaria. As a result, once the cargo had arrived at Agios Kyrikos port, Delta Maritime chartered a small roll-on roll-off (ro-ro) vessel to transport the equipment and cargo to a smaller port entry nearby. On arrival it was transported to the site of the wind farm.

Delta Maritime used local services in Ikaria to help with the transportation of the cargo, including the installation of the turbines once on site, a company spokesperson added.

Offloading the 1.81 and 2.41 metre diameter steel tower sections from the vessel in the Agios Kyrikos port, Greece



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55T Used Tadano GR 550EX



80T Used Grove RT 890E



130T Used XCMG QAY130



150T Used IHI CCH 1500



150T Used Terex Demag AC 335



160T Used Liebherr LTM 1160



160T Used Kato NK 1600-V



200T Used IHI CCH 2000



250T Used Terex Demag CC 1100



250T Used Terex Demag CC 1400



280T Used IHI CCH 2800



300T Used Terex Demag CC 1800



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Bolsters or turntables

The topic this month in our regular how-to series is an explanation of bolsters or turntables and ways to implement them for transporting long loads.

MARCO VAN DAAL reports

ABOUT THE AUTHOR



Marco van Daal has been in the heavy lift and transport industry since 1993. He started at Mammoet Transport from the Netherlands and later with Fagioli PSC from Italy, both esteemed

companies and leading authorities in the industry. His 20-year plus experience extends to five continents and more than 55 countries. It resulted in a book *The Art of Heavy Transport*, available at: www.khl.com/books/the-art-of-heavy-transport/

Van Daal has a real passion for sharing knowledge and experience – the primary reason for the seminars that he frequently holds around the world. He lives in Aruba, in the Dutch Caribbean.

A bolster or turntable is a device, or rather a set of devices, that allows long loads to be transported on two transporters, with a relatively short length, instead of one single transporter with a length (almost) equal to the load. Such a transport is also referred to as a dolly transport. The turntables or bolsters allow the transporters to pivot underneath the load to negotiate turns and corners and, to a certain extent, deal with super elevation and articulation as well as inclines and declines.

A turntable (this is the name that will be used in the remainder of this article) consists of two parts. There is a lower part secured to the transporter. This is called the Lower Fixed Part (LFP). The movable or rotating upper part that is secured to the load, is called the Upper Rotating Part (URP). The URP rotates about the centre of the whole assembly. The two parts are held in place by a pin or a ball bearing. The contact area between the URP and the LFP is lubricated with grease or oil to allow the rotating motion with minimal friction.



FIGURE 1

Turntable design

There are three basic turntable designs. The simplest consists of two steel plates with a pin in the centre. No articulation in either direction is possible (except the amount allowed, by crushing, of the plywood between the saddle and plate). This is the A-type turntable.

The B-type is a turntable with sliding shoes and a centre pin. Articulation in the longitudinal direction of the load is in the shoes. It allows the URP of the turntable to pivot.

Turntables with sliding shoes and a (load carrying) ball bearing are of the C-type. On these types of turntable it is sometimes possible to remove the sliding shoes (on one of the turntables) and have the load suspended solely on the ball bearing.

In FIGURE 1 the LFP and the URP of the A-type turntable can be easily recognised. The lower chains hold the LFP secured to the transporter and the long chains, together with the welded steel clips, secure the URP to the load.

FIGURE 2 illustrates the difference between type A and type B turntables. The pivoting sliding shoes and the rotating pin are visible between the LFP and the URP. Even though it appears that the centre pin may carry some load, this is not the case. The URP pivots on the centre pin which is allowed a free vertical movement (to a certain extent) in the hole of the LFP.

The turntable in FIGURE 3 is a C-type. In the centre of the turntable the ball bearing can be indicated. This ball bearing allows

FIGURE 2



FIGURE 3





FIGURE 4

articulation in all directions. It makes the C-type the most versatile of turntables.

There is, however, unpredictability in the C-type turntable, for the one that has both shoes in contact with the sliding ring. The loads on the shoes and the centre ball bearing are statically undetermined and loads can shift (about the ball bearing) quickly from one shoe to another shoe. This can be nerve-wrecking to a less experienced operator. The centre pin of the B-type turntable is not load bearing and, therefore, does not have this problem.

There is a common disadvantage of the B-type and C-type turntables. During a transport both operators, of the front and rear transporters, are aiming to maintain their transporter level. They are trying to keep their pressures equalised and could herewith be 'fighting' the other operator on uneven roads or under ground. Such transports should be carried out by operators that know each other in terms of how they will act and react.

C-type turntables, since the ball bearing is load carrying, can have the sliding shoes removed from one of the turntables. This eliminates the 'fighting each other' scenario as the transporter, where the sliding shoes are removed, can now freely articulate underneath the load. A transporter that does not have the sliding shoes removed, is that way to maintain the level of the load. **FIGURE 4** shows a transport where the sliding shoes have been removed from the rear turntable.

About using turntables

Although turntables are available in various models they all follow one of the above design concepts.

When using two turntables, both with



FIGURE 5

two shoes in contact with the sliding ring, you have effectively created a 4-point suspension scenario. As known, a 4-point suspension is prone to overloading on one point. The same applies to turntables.

To avoid this overloading a 3-point suspension turntable was invented. This consisted of one turntable with two shoes in contact with the sliding ring and one turntable with just the centre ball bearing. In practice, however, this 3-point suspension method is not being used as much as the 4-point suspension method.

When using the 4-point suspension method (sliding shoes on both turntables in place), it is common to use turntables that have an overcapacity and that overloading is not, or less of, a concern during the execution of the transport. The hydraulic pressures of both transporters have to be continuously monitored and the operators should have contact with each other. As a dolly transport is normally carried out with low velocity, there is ample time for corrections.

Another aspect of attention is the loading impact of the turntable on the transporter. By definition, the turntable

is imposing a point load (a concentrated load) onto the transporter deck and this needs to be within the capacity of the transporter. In case the point load is too concentrated, load spreaders can be used to lengthen the loading area.

FIGURE 5 shows a turntable on a double set of load spreaders, in this case the transporter was subject to a concentrated point load that was beyond the capacity of the transporter. **FIGURE 6** is the transport where the turntables from Figure 3 and Figure 5 are used. The front transporter required additional load spreading that can be seen on Figure 6. Between the 3rd and 4th axle the load spreading starts and between the 9th and 10th axle it stops. The rear transporter did not require any load spreading as this transporter has a higher bending moment.

Next month's article will be about dolly transport execution and what to look for to avoid things going wrong. ■

NOTE: Every effort is made to ensure the accuracy of the contents of these articles. If you find any mistakes, a brief notification and explanation would be appreciated.

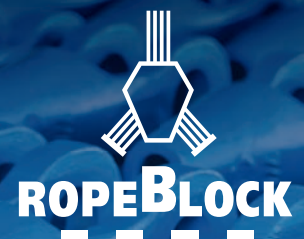
FIGURE 6



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With improved technology and increased internet access, industrial auctions are increasing in popularity.

LAURA HATTON
investigates



The secret to selling

In 2008 the National Auctioneers Association in the USA, reported that industrial equipment auctions were one of the fastest growing sectors in the auction industry. The latest data from equipment auction companies reflects this and it seems that technology and the accessibility of the internet is the main driving force behind this. Jeroen Rijk, Ritchie Bros, vice president Europe explains, "Technology is now in every part of our lives. The majority of people today are bidding through the internet. We have seen an increase in the volume of what we sell online. Comparing 2012 with 2013, we've seen a 22 % growth

in online buyers in all equipment categories and a 33 % increase for online buyers (cranes). Last year we sold €1.3 billion [US\$ 1.4 billion] of equipment to online bidders, a 12 % increase compared to 2012."

David Tobón, IronPlanet director of crane operations, adds, "People are increasingly turning to the internet to purchase and sell goods. It is convenient and cuts costs and people are no longer limited to only being able to travel to a physical auction." IronPlanet claims more than one million registered users.

Confidence booster

Due to the almost infinite amount of space the internet provides, sellers are not limited to the amount of information they can provide when putting a crane or transport item up for auction. This is a positive trend that is having better results, as Rijk points out, "We encourage customers to provide manuals and information on maintenance history. These detailed inspection reports allow people to see what has been recently done on the crane and helps increase the confidence of the potential buyer."

Jeroen Rijk, Ritchie Bros vice president Europe

"When the units come into our facility, we inspect it ourselves," Rijk adds, "Any information that might have been forgotten, such as jib length or jib extensions, whether it has a superlift, extra counterweight, hook blocks, etc, we will add to the report as this can have a big impact on the final selling price. Although you can show a lot of information with pictures, such as the state of the tyres, some information is more difficult to show by a picture, so you have to make sure that it is well described."

Selling processes follow a similar path at IronPlanet and the auctioneer aims to provide detailed information to build trust with and between buyers and sellers. "For every crane we provide location, serial number, hours and features," a company spokesperson explains. "Our guaranteed inspection reports offer numerous photos and detail on each part of the machine, from overall appearance to oil samples."

"For instance, bidders can see how many hours the machine has, note tonne capacity, view oil samples and more. The reports are backed by our IronClad Assurance buyer protection programme, which ensures that the reports are a true representation of the condition of the equipment. For crane buyers, our inspection report gives them confidence to buy online. For sellers, confident buyers bring better prices for the cranes."

Other ways that auctioneers help out buyers and sellers is by offering transport services. Auctioneer Hunyday, for example, helps buyers and sellers after the bidding process by offering transportation services and advice. IronPlanet also offers transport services using its transportation partners. "Successful buyers can request to receive a free transportation quote from these partners during checkout," a spokesperson



SPECIALIZED TRAILERS AND HAULAGE HIGHLIGHTS 2013

In September 2013 Ritchie Bros held a transport equipment auction for the heavy haulage sector. Here low loaders, 4-, 5-, 6-, 8-axle modules and heavy tractors were sold. Highlights were as follows:

- 2008 Drake 8 row of 8 hydraulic widening steerable M Module sold in Australia for AUS\$ 550,000 (US\$ 495,715)
- 2008 Goldhofer STHP/XLE 8 137 ton 3+5-AXLE extendable lowboy sold in the Netherlands for EUR€ 242,500 (US\$ 333,243)
- 2013 Gerrys KLH403, a US 70 ton (63 tonne) 10-axle combination lowboy sold in Canada for CAN\$ 295,000 (US\$ 266,221)
- 2013 Etnyre RTN85TD3-R4/5/6, 85 ton (77 tonne) capacity 13-axle 3+3+3 combination lowboy sold for CAN\$ 297,500 (US\$ 268,477)

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Ritchie Bros selling the AC 700 in Spain

adds, "We also offer a shipping estimator to calculate the shipping cost between buyer and seller. We can also connect buyers with financing partners, should they need to finance their new purchase."

Auction numbers

As a result of the increasing popularity of auctions, auctioneers are starting to hold extra auctions on a weekly basis. IronPlanet, for example, hosts an auction every Thursday and has recently started holding multi-day auctions. The first of these two-day auctions was held on 26 and 27 February 2014.

Hunyady Auction Company has several auctions coming up, including an auction for crane rental company Essex Rental, based in North America. The lot includes two 300 ton (270 tonne) capacity Manitowoc 2250 Series III, two 275 ton (249 tonne) capacity Manitowoc 999 Series III, a 115 tonne capacity (104 tonne) Liebherr HS855SX, ten 230 ton (208 tonne) capacity Manitowoc 4100W Series II and a 100 (90 tonne) capacity Manitowoc 3900B crawlers. Bidding ended on 18 March 2014 at 17.00 Eastern Standard Time.

Ron Schad, Essex president and CEO, said, "In an effort to accelerate the sale of currently underutilised cranes, we have engaged Hunyady Auction Company to manage the sale of certain of our crawler cranes in a sealed bid auction. The assets being offered represent approximately

6 per cent of our crawler crane fleet. Over 80 per cent of the crawler cranes that will be listed for sale are traditional cranes."

Ritchie Bros has also seen an increase in the number of auctions it has held. In 2012 the auction company held 221 industrial auctions, with 389,000 bidders and sold 287,000 lots. In 2013 the company saw an increase in figures and held 245 auctions, with 425,000 bidders and sold 301,000 lots. In 2013 the company also sold its largest crane, a 700 tonne capacity Terex AC 700 wheeled mobile for \$ 3.26 million. Despite the online engagement during the bidding, the winning bidder was someone on site at the auction.

Current trends

Auctioneers tend to see patterns in what sells well and what does not. "Every buyer wants to save money and buying used equipment in good condition is a great way to get the right machine at a lower cost," Tobón explains, "So demand for used but well-maintained equipment is typically steady because many buyers can't afford to buy new."

Equipment age is one factor that influences sales, as Rijk points out, "The older cranes up to 1985 to 2000 sell to buyers coming from countries such as East Africa, as bidders are not looking for very modern cranes that have a lot of electronics. Successful buyers of 2006 up to 2012 models are generally from countries where emission standards are strict. Buyers of older cranes are coming from countries where there aren't too many emission laws."



The 2008 AC700 that was sold Spain

TOP FIVE HIGHEST VALUE CRANES SOLD IN 2013

- Terex AC 700, a 700 tonne capacity wheeled mobile for \$ 3.26 million
- Grove GMK7450, a 450 tonne capacity wheeled mobile for \$ 2.06 million
- Demag AC 350-6, a 350 tonne capacity wheeled mobile for \$ 1.48 million
- Kobelco CK2500, a 250 tonne capacity crawler crane for \$ 1.22 million
- Liebherr LTM 1400-7.1, a 400 tonne capacity wheeled mobile for \$ 1.2 million

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In conference



International Cranes and Transport Turkey is a must-attend one-day conference and networking reception in Istanbul on 8 May. IC presents a preview of what's on the agenda



The Marriott Asia Hotel in Istanbul, Turkey



Cranes and Project Transport Turkey is a sister title to IC for Turkey and the surrounding region

As this issue went to press in late February, updates were being added thick and fast to the programme for this year's International Cranes and Transport Turkey conference. CATT 2014 is a full day conference and evening networking event being held in Istanbul on 8 May 2014. It serves the interests of the industry in Turkey and the surrounding region of North Africa, the Middle East, South Eastern Europe and the so-called 'stan countries. First held in 2012, this second CATT will be held at the Marriott Asia Hotel.

CATT has a unique audience of senior executives and leading professionals from the crane and heavy lift sector and includes the buoyant energy sector. Be involved at the cutting edge of industry development by attending, sponsoring, speaking at or otherwise contributing to this event. The conference will be supported and sponsored by leading crane and specialized transport equipment manufacturers as well as the suppliers of equipment and services to the industry. It follows the very successful crane and transport events held previously in Amsterdam, Netherlands; Istanbul, Turkey; São Paulo, Brazil; and Shanghai, China.

Starting off

As the bridge between Europe and Asia, Turkey's geographical location makes it a natural choice for such an event. It offers a unique gateway to Asia with close economic ties to the Middle East, North Africa and South Eastern Europe. Remarkable and steady growth in the Turkish economy over the last eight years has encouraged experts and international financial institutions to make confident forecasts about the economic future.

Investment is promised in infrastructure and energy sector development in the country and the surrounding region. With the consequential boost in demand for cranes and specialized transport equipment, skills and services, there is an increasing need for experienced operators and higher standards of safety in the region. Equipment operators, contractors and others need to ensure that they are working to world class standards of best practice using the best equipment.



Nabil Al Zahlawi, NFT Cranes managing partner

The conference will begin with a short welcome speech from Alex Dahm, *International Cranes and Specialized*

Transport magazine editor, international editor *Cranes & Project Transport Turkey*, *American Cranes & Transport*. This will be followed by opening remarks from the chairperson M. Kazim Apa.

The presentations begin with keynote speaker **NABIL AL ZAHLAWI**, NFT Cranes managing partner, pictured above, who will talk about, among other topics, the ongoing project to construct a new Bosphorus bridge crossing between the west and east sides of Istanbul, and the challenges of doing business in the region.

Speakers in the specialized transport sector include Hüseyin Hüsnü İlgin, general directorate of highways, Department of Traffic Safety, transportation safety section chief. He will speak about the highway regulations regarding project transportation in Turkey. The view on this from the private sector will also be presented by Sadık Durmuş, owner of Çaba Ağır Taşımacılık specialized transport company.



Dr Oliver Fries, WireCo WorldGroup, vice president of global R&D, innovation and technology,

Topics on safety and best practice will follow with a presentation from **DR OLIVER FRIES**, WireCo WorldGroup, vice president of global R&D, innovation and technology, based in Germany. Fries will talk about the importance of looking after your crane's wire rope.

After lunch, **ANDREAS KÖHLER**, Köhler Kran-Service chief executive officer will talk about the importance of maintaining the highest standards in crane repair and refurbishment. Counterfeit parts,



Andreas Köhler,
Köhler Kran-Service
chief executive officer

especially for wheeled mobile cranes, is another topic on his agenda. Köhler is nominated as a crane expert by the German health

and safety authority and part of his job is to inspect cranes after accidents.

On a similar theme, talking about the risks and dangers of counterfeit parts is **DAVID SEMPLE**, Manitowoc vice president sales, Middle East and Africa.



David Semple,
Manitowoc vice
president sales for
the Middle East
and Africa

Simple joined the crane industry in 1998 after a first work experience in Syria. Until 2005 he was managing the sales of Potain cranes over the Middle-East region, successively based in France, Lebanon, and the United Arab Emirates. After the integration of Potain and Grove in the Manitowoc Group in the early 2000s, Semple was tasked in 2005 with establishing and managing the group's regional offices in Dubai's Jebel Ali Free Zone, supporting all Manitowoc dealers in more than 20 countries in the Middle-East. In his presentation Semple will talk

about the dangers of counterfeit crane parts, for example, lattice sections, which can be severely flawed and cause death and serious injury.

Talking on site

Projects and case studies are on the agenda next. First up is **MARCO VAN DAAL**, Owner, The Works International, who will explain a practical approach to developing best practice techniques for safe lifting and transport project work on site.

Van Daal has been in the heavy lift and transport industry since 1993. He started at Netherlands-headquartered Mammoet and later was at Fagioli PSC from Italy. He is a contributing member on the P30 committee with the American Society of Mechanical Engineers (ASME). He is a great believer in sharing knowledge and experience. As founder and owner of The



Marco van Daal,
Owner, The Works
International

Works international he offers heavy transport and lift seminars all over the



Jan Peters, Anatolia Logistics owner, will explain the processes and challenges on one of his company's recent transport projects

world, both in a classroom environment as well as hands-on.

Following this will be a presentation from **JAN PETERS**, Anatolia Logistics owner, who will explain the processes and challenges on one of his company's recent project transports.

Jan Thies Peters established his own company, Anatolia Logistics, in 2003. He has been responsible for some remarkable project transport in terms of both size and weight in northern Africa, the Middle East, CIS, Central Asia and Europe.

Also on this year's agenda will be a presentation from **ENGİN KUZUCU**, general manager of Hareket Heavy Lifting and Project Transportation Co. Kuzucu has also worked as general manager of STFA Maritime Industry and Trading Co before he joined STFA Maritime

where he was responsible for the logistic supplies of jobsites in the Middle East.

Serkan Aslan of Sarilar will speak on transport issues surrounding traffic control issues, permitting and related transport projects.

Other speakers on the agenda, plus the full CATT programme and further details plus information on other KHL events, are regularly updated at the web site: www.khl.com/events



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general manager
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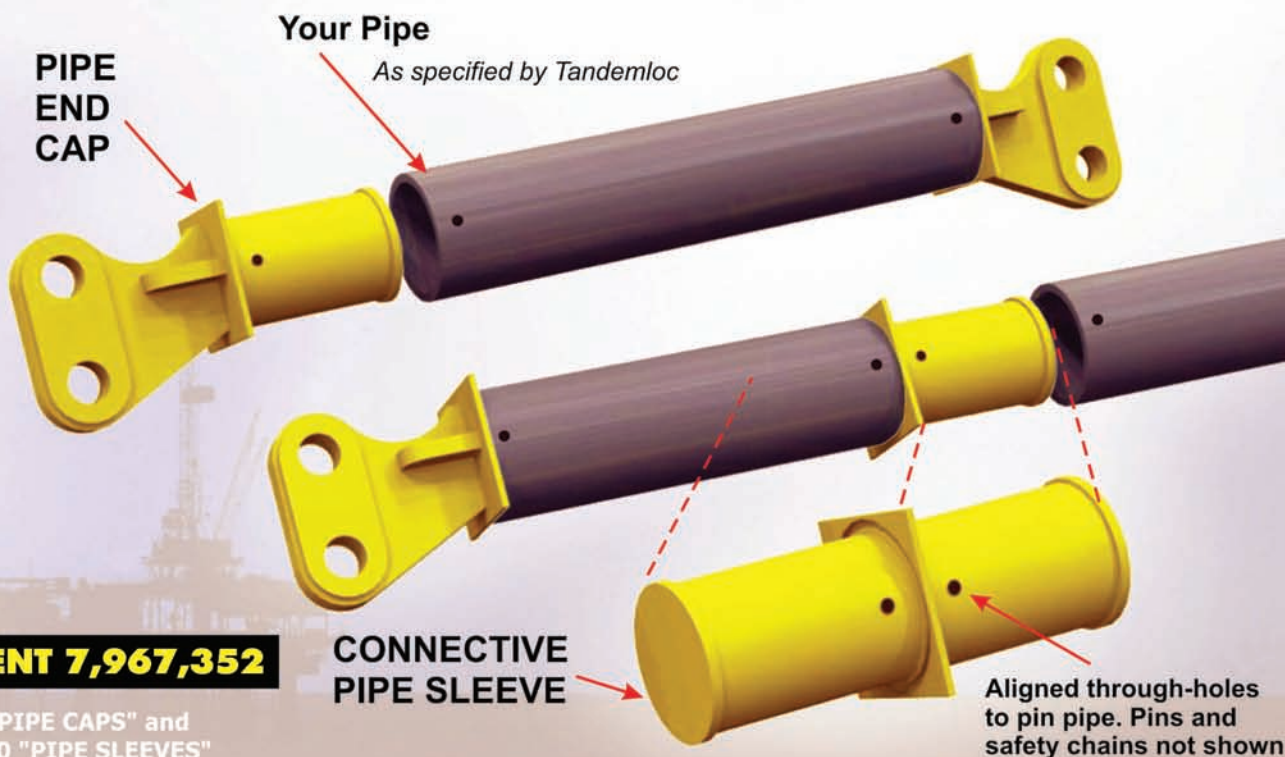


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The new Spartan tower crane, built in India, was launched at the Excon show in 2013

A roundup of product news and other updates on the Indian market where crane manufacturers and distributors alike have been talking more confidently about business improving in the country. PARTHA PRATIM BASISTHA reports

Signs of improvement



A dozen or more major crane companies were present at the seventh Excon, a construction equipment show held in late 2013 in Bangalore, in the South Indian state of Karnataka. Organised by Confederation of Indian Industry, the show boasted 715 exhibitors. It included international presence from Germany, Sweden, Italy, Japan, South Korea and China.

Crane companies exhibiting at Excon

reported improved demand for cranes from commercial and residential real estate, industrial and core infrastructure projects. Crane manufacturers and distributors in India have been facing a shortage of orders in the last two years. Reasons include tardy environmental and regulatory clearances, and extended project closures in the power sector due to delayed fuel supply agreements. Retrograded demand from commercial and residential real estate was due to hardening of borrowing interest rates by India's Central Reserve Bank in a bid to curb inflation.

A further dampener on demand has been the growing agitation by local farming communities under pressure to part with their land for real estate projects. It has been drawing attention in the law courts, where verdicts in favour of farming groups have been given in a large number of cases.

India's Union government has resolved to fast track pending infrastructure projects, involving an investment of INR 1, 51,000 crores (US\$ 24.67 billion). New infrastructure projects have also been announced, further contributing to a renewed vigour among crane companies in India.

Fleet expansions

Indian crane rental heavy weight, Apollo Cranes, ordered two units each of Sany STC 750, 75 tonne capacity four axle



truck cranes, STC 500, 50 tonne capacity truck cranes and 100 tonne capacity Sany SCC1000C lattice boom crawler cranes at Excon from the Chinese manufacturer. The cranes will be delivered to Apollo by Sany Heavy Industries India through 2014. Arun Mahajan, Apollo Cranes director, said, "Competitive rates offered by Sany, efficient service track record and timely parts availability made us clinch the deal." The new cranes are likely to be used at upcoming mega crude oil refinery, metro rail and cement plant projects in North India. Sany showed its HTC 750 hybrid truck crane, SRSC45H reach stackers and SDCY90K8H empty container handlers at Excon.

Orders for twenty units of the 100 tonne capacity Kobelco CKL 1000 crawler crane from Reliance Industries for its mega refinery expansion project at Jamnagar in Western India were reported by Kobelco India. Two units have been delivered and the remainder were being supplied through to March 2014. Kobelco is also in talks for delivering an additional 250 tonne capacity CKL 2600 crawler crane to Reliance, also for the refinery expansion project. Kobelco India has delivered two CKL 1000 crawlers to S B Protech, civil contractor for Delhi Metro Rail's third phase expansion. The company is looking forward towards upcoming metro and fertiliser projects in India for marketing its cranes.

Speaking at Excon, Nilesh Bhorkar, Kobelco India national manager for sales and marketing, said, "To ensure that we are able to expand and retain our presence in the growing but stiffly competitive Indian market, we will continue to emphasise a move towards indigenisation of our

cranes. At present, our Japanese team is working towards increased local vendor development." Car body, crawler frames, hydraulic cylinders and counterweight is locally sourced by Kobelco India. Kobelco manufactures 100, 150 and 250 tonne capacity lattice boom crawler cranes in India at its plant at Sri city, near Chennai in the south of the country.

Indigenisation, joint venture tie ups and technology collaborations is high on agenda with good numbers of Indian crane manufacturing companies to make products competitive, both cost- and technology-wise and also to counter exchange rate fluctuations. Indian industrial crane manufacturing major, Electromech Material Handling Systems, has entered into a joint venture with Chinese manufacturer Zoomlion. Under the agreement Electromech will produce popular models of 5 and 6 tonne capacity flat top tower cranes at its plant in Pune in Western India. Under the joint venture, it will offer hammer head cranes from 4 to 240 tonnes, flat top cranes from 4 to 50 tonnes and 12 to 63 tonne luffing jib tower cranes for the Indian construction market. Electromech displayed 5 tonne Zoomlion-Electromech tower crane at Excon.

In the towers

Indian tower and port crane manufacturing company, Anupam Industries informed has new self erecting tower cranes at the show. S.K. Malve, Anupam Industries director, said, "Our new A 213 self erecting tower crane, will be marketed to low cost

housing projects." The crane has a capacity of 1.5 tonnes at 14 metres working radius and 750 kg at 24 metres." Anupam also manufactures 5 and 6 tonne hammer head tower cranes under tie up with Alfa from Italy. In addition, Malve said, "We have recently entered into a distribution agreement with Jaso Cranes for marketing its 16 tonne electric luffing cranes for the Indian market."

Anupam has a technological alliance with Mitsubishi for manufacturing ship to shore (STS) container handling cranes. It has delivered one 40 tonne crane to (JNPT) Navasheva International Container Transshipment Terminal, India's prime container port in Mumbai. It has booked an order for another new STS crane. Anupam, which sold 40 tower cranes in 2012-13, has a sales target of 80 units in 2013-14.

Liebherr India displayed its new flat top tower cranes for the Indian market at Excon 2013. Assembled at Liebherr's Pune plant, the ECB 85 can lift 5 tonnes at 15.2 m working radius on four falls of rope. A minimum of 1.3 tonnes can be lifted at tip load of 50 m jib length. The crane has a free standing height of 45 m and first anchorage at 56 m. Liebherr has sold units to Godrej and L&T for housing projects.

Indian tower crane manufacturer Spartan India displayed its new 6 tonne flat top model at the show. Manufactured at Spartan's state-of-the-art plant at Atgaon near Pune, in western India, the cranes were earlier manufactured at Spartan's plant in China. Vikram Mehta, Spartan India managing director, said, "The cranes can



Electromech-Zoomlion tower crane in India



Liebherr flat top tower crane models designed to meet the requirements of the Indian market

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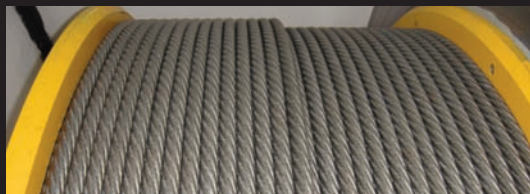
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be erected and dismantled faster. Besides, it is better off on safety as it is well equipped with gearboxes from Nord and Bonfiglioli." There are more than 400 units of Spartan cranes working in India, Mehta said.

Rising value

Buoyed by growing opportunities in the commercial and residential real estate sectors in India, a number of construction equipment manufacturers and dealers have ventured into the tower crane sector. The value of private equity transactions in India's real estate sector during the first nine months of 2013 was up 26 %, at INR 4,716 crores (\$ 770.3 million), as compared to INR 3,750 crores (\$ 612.5 million) in the first nine months of last year.

"We foresee growing business opportunities from real estate sector," said, AD Bhosale, Universal Construction Machinery & Equipment vice president, material handling. The Indian concrete equipment manufacturing conglomerate has entered into a technological tie up with Uster for distributing and servicing its tower cranes in India. "Initially we will be marketing 5 tonne Chinese manufactured European cranes in India. In the next two years the cranes will be fully manufactured at our Shivare plant near Pune," Bhosale explained. Universal will be looking to promote 5 to 30 tonne capacity electric luffing tower cranes from Uster in the near future.

Everest Engineering Equipment India mentioned about its exclusive marketing tie

JCB's Liftall pick and carry cranes



up with Finehope of China for marketing its 32 to 150 tonne electric luffing tower cranes in India. Everest has also entered into a marketing tie-up with Chinese manufacturers SYM, for 10 to 50 tonne saddle jib and luffing jib tower cranes, and GJJ for distributing its tower cranes and mast climbers in India. P.V. Ramdev, Everest Engineering managing director, said, "The high capacity electric luffing cranes, are most suitable in projects having space paucity is being used at cement plant, power projects, and precast buildings in India." Everest has so far sold 100 tonne tower cranes to Wardha Power, 63 and 75 tonners to Essar Projects and four units of 75 tonne capacity tower cranes to Sterlite for erection of its captive power plants. The company has so far sold 22 units of Fine Hope's tower cranes in India. Everest has also booked orders for four 10 tonne capacity tower cranes from Lodha Group. Ramdev said, "As a part of providing special solutions, we will be supplying 42 GJJ tower cranes with capacities between 6, 8 and 10 tonnes, to contractors BG Shirke for Delhi Development Authority housing project involving clusters of 1,000 buildings. The cranes for the project will be rail mounted. We are making certain modifications in the mechanisms and electrical components of the cranes, so as to make them suitable for Indian operations."

Indian mobile crane manufacturer Tractors India Limited (TIL) has unveiled the Pixef 215, a new 15 tonne capacity hydraulic mobile pick and carry crane. Somnath Bhattacharjee, TIL president for material handling solutions in the equipment and project solutions business, said, "Our new multi-utility slew crane comes with an advanced design over conventional pick and carry cranes available in India, built on tractor chassis, which present serious risk to stability during load handling as well as exposing the operators to risk due to a dearth of safety devices and controls."

The Pixef 215 has a three section telescopic boom that extends from 6 to

13 m. It is rated to lift 15 tonnes at a 2.5 m radius, 10 tonnes at 3.0 m radius on a boom length of 6.0 m. With the boom extended to 13 m it can lift 1.1 tonnes at a 12 m working radius. The crane has two front outriggers, forming a six square metre base to carry 4 tonnes of load. Pixef is powered by a water cooled turbocharged 4 cylinder diesel engine with a rated power output of 101 hp at 2,200 min⁻¹. Bhattacharjee said, "The reason to enter the pick and carry segment is because it is growing at 15 to 20 per cent." The market volume of pick and carry cranes in India is estimated to be around 14,000 units a year.

TIL, one of India's oldest crane makers, also manufactures, under licence from Grove (Manitowoc), rough terrain and truck cranes of 20, 30, 40, 55 and 75 tonnes capacity. It also distributes Grove wheeled mobile all terrain cranes above 100 tonnes capacity and Manitowoc crawler cranes in India. TIL has its manufacturing facilities at Kolkata and at a newly commissioned plant at Kharagpur in West Bengal, eastern India.

TIL also has a technical collaboration with Hyster of the USA for manufacturing reach stackers, Paceco Corp of US (part of Mitsui Engineering and Shipbuilding Japan) and with Famak of Poland for manufacturing port cranes.

An indigenously manufactured, three section truck mounted, stiff boom telescopic crane was exhibited by Indian crane manufacturer Chowgule and Company. The truck cranes come in three models, CR-83, CR-123 and CR-173. CR-83 and CR-123 can lift 3 tonnes at 2.7 m and 4 m radius, respectively. The CR-173 lifts 4.2 tonnes at 5 m radius and 1.3 tonnes at 9.9 m working radius. The cranes are mounted on standard Indian Leyland and Tata trucks chassis. The truck and tractor cranes were earlier manufactured by Chowgule under technical collaboration with Furukawa of Japan.

Enhanced local manufacturing by crane companies in India is making business grow for component manufacturers. Mahendra Manohara, Wipro India senior sales engineer, said, "Demand for hydraulic cylinders from crane companies both domestic and foreign in India has been growing." The Indian hydraulic cylinder manufacturer is a major supplier to, among others, Kobelco India, Escorts Construction Equipment and JCB.

Business is also increasing for Mahindra Heavy Engines, a wholly-owned subsidiary of Indian passenger and commercial vehicle manufacturer Mahindra Group. Senior company officials reported increasing demand of 230 hp Mahindra engines from Indian crane manufacturer ACE for its 70 tonne capacity crawler cranes.

The 15 tonne capacity Pixef 215 is a new pick and carry crane built by Tractors India Limited. TIL is one of the oldest crane manufacturers in India. It manufactures mobile cranes under licence from Manitowoc and distributes Manitowoc crawler cranes in India





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COMMENT

Joel M Dandrea

Access and ownership



There's a growing conversation in corporate business highlighting the benefits of strategic partnering: one company's willingness and ability to successfully cultivate a mutually beneficial alliance with another company. There's no shortage of analysis and commentary on the topic, nor will there ever be a shortage of business leaders looking for ways to bolster their operational capacity and better market their products and services. Strategic partnering is an avenue, though not always a solution. Consideration should be given to factors that make it perfect for some companies, but not so much for others.

Though it seems that corporate success in the modern world practically requires some type of business relationship between allied, or even competing, companies, a strategic partnership isn't a guarantee of increased profits and efficiency. Market experts say that more than 20,000 companies attempt some type of alliance every year (with that number growing annually), but statistics reveal that more than 70 % of such relationships fizzle out in time, with fewer than 10 % ever realising their potential. So what are some of the mistakes made when fostering a strategic partnership and how can the proper execution of shared strengths lead to joint success?

A key area of focus for a company seeking to partner with another should be assets. What does one enterprise possess, or do extremely well, that another enterprise would rather not have to develop internally or expand upon? Such assets typically surround access to innovative products, vital relationships, or even elusive resources. These assets should reinforce company-wide targets, even corporate philosophies, and never serve to supplement departmental, or even individual, projects and objectives. The word "strategy" in this instance represents a much loftier set of expectations, and an umbrella of opportunity for both enterprises – beneath which resides the separate day-to-day operations. In

addition, alliance building should be considered a long-term pursuit – with sustainable principles and strategies firmly in place and not a short-term fix to an immediate need.

In his book *Strategic Partnering: Remove Chance and Deliver Consistent Success*, Luc Bardin, BP executive, explains that partnering is ultimately about value. He emphasises how strategic relationships create a "transformational value" across the full extent of their portfolios. "The six most frequent and important sources of value that we see are advanced technologies, integrated supply chains, large-scale geographic expansion, the enhancement and enablement of operating licences, joint solution offerings, and the introduction of new business models."

Bardin goes on to explain how capturing this transformational value can be hard work, and requires a willingness to commit for the long haul and accept change. And, of course, there is risk, which involves trust. Bardin points out that sharing proprietary information for mutual gain is a slippery slope at times and should be handled with great consideration for the parties involved and for the risk-reward dynamics at play within the endeavour.

Ultimately, partnering companies have to see the true need for the alliance and actually want to make the necessary adjustments required to sustain it. If and when done correctly, Bardin explains that successfully partnered companies realise the benefits of the relationship in almost every facet of their operation. "Those companies that have chosen to restructure their value chains into networks of strategic relationships are outperforming monolithic firms at every level of operating and financial performance, from operational metrics, to free cash flow, to stock market valuations. This is because the networked firms can concentrate on what they do uniquely well, optimise the use of capital, and quickly adapt to market changes.

We hear it everywhere: Business is increasingly about access rather than ownership." ■



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Pulling together

Becoming an industry leader is a long process and achieving it is no accident. A company earns its stripes in this business the old-fashioned way, through sweat equity, reliability and innovation. SC&RA has always been extremely proud of its member success stories, and believes that telling the stories of its renowned members only strengthens membership alliance and the value of shared experience. The subject of this membership profile is International Industrial Contracting Corporation (IICC), based in Sterling Heights, Michigan, USA.

IICC was founded in 1961 as a specialized machinery moving contractor. It has since developed into an internationally known equipment installation contractor with general contracting and construction management capabilities. The focus is on the installation and relocation of body shop equipment, stamping and forging presses, welding automation equipment, machining transfer lines, plastic injection moulding machines, filtration systems, automotive paint systems and material handling conveyance systems. In addition, IICC has experience performing entire plant installation and relocations throughout the United States, Canada and Mexico.

Although the automotive industry has been the primary focus of business since the company's inception, their expertise

covers all types of manufacturing, from food processing facilities to steel plants.

IICC moved to its new world headquarters in Sterling Heights in 1986, which marked a significant year in the evolution of the company. It has grown into a US\$150 million a year full service operation with offices in Michigan, Tennessee and Ohio in the USA, and in Monterrey, Mexico.

Randall Goddard, vice president and Kenneth Goddard, vice president, Mexican operations talked to IC about the business. The two executives revealed what fuels the process behind IICC's continued rise to the top, and how the company's core system of values keeps it climbing skyward.

AT WHAT POINT DID YOU BOTH JOIN INTERNATIONAL INDUSTRIAL CONTRACTING CORPORATION (IICC)?

KEN: I joined IICC in 2007. We both have 40-plus years in the business and we worked for competitor companies for most of that time. The circle of specialized machinery movers is fairly small. At times we all worked together, shoulder to shoulder, on different projects in plants across North America.

RANDY: I joined in 2012. As IICC gained more and more market share, it was a natural choice to join the team here. We all speak the same language.



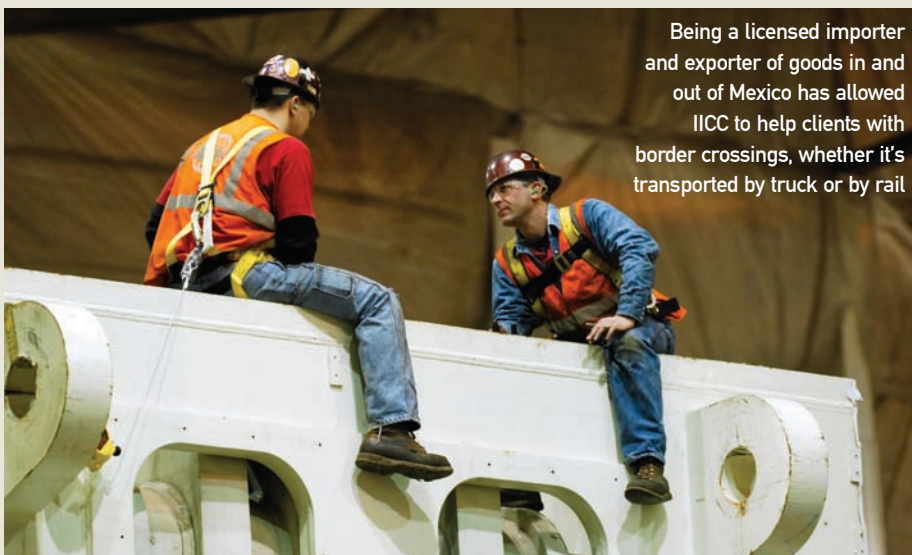
WHAT TYPE OF CHALLENGES DO YOU FIND YOURSELF ADDRESSING FROM BOTH A DAY-TO-DAY ANGLE, AS WELL AS BIG-PICTURE?

KEN: Every project has its own unique set of circumstances, so the challenges are varied and generally extreme. The machinery we install continues to get more sophisticated and heavier. The schedules get tighter and, since production pays for everything, the windows continue to get smaller.

RANDY: And the logistics of multiple geographical locations makes things even more challenging. Day to day it's about managing people and resources, and having them where they need to be, when they need to be there. From a big picture point of view, it's all about maintaining a safe and diverse work environment that enables us to concentrate on the needs of our clients and continue to grow and adapt with them.

IS IICC A FAMILY BUSINESS? CAN YOU ELABORATE ON ITS MICHIGAN ROOTS?

KEN: IICC is a family business in its third generation. Founded by Donald Jardine in 1961, it has passed down to his son, Douglas Jardine, and now grandson, Brian Jardine. In the late 1950s, automotive plants began springing up all over the Motor City (Detroit, Michigan), thus creating a greater need for specialized machinery installation companies. Donald Jardine, having been in the business for some time, saw this as an opportunity to fill that niche. The company eventually evolved into an international services company by staying in lock step with The Big Three (General Motors, Ford and Chrysler) as they restructured into global manufacturers.



Being a licensed importer and exporter of goods in and out of Mexico has allowed IICC to help clients with border crossings, whether it's transported by truck or by rail

SC&RA MEMBER PROFILE

IICC has adopted the "under budget, ahead of schedule" mantra, and has experienced steady growth from its willingness to face challenges head on, and look for ways to safely serve clients better

A MILESTONE YEAR FOR THE COMPANY, 1986 SEEMED TO MARK AN EVOLUTION FOR IICC.

RANDY: Indeed, 1986 was significant in that we moved to our new headquarters in Sterling Heights. With the larger facility, we were able to start building an equipment fleet that, today, is one of the largest in the industry – with close to 600 pieces of equipment. As our capabilities grew, so did our relationship with The Big Three, as well as the Tier 1 manufacturers that supply them. Gradually, our services were required in a larger geographical area – first in the plants outside the Detroit Metro area, then out of state and eventually all across North America. The Big Three needed qualified suppliers for the services we supplied. We got very good at working far from home, and developed resources accordingly.

DESCRIBE SOME OF THE CHALLENGES THAT YOUR COMPANY MIGHT EXPERIENCE THAT MAY SEEM EXCLUSIVE TO YOUR NICHE AND EXPERTISE – AND DO YOU HAVE ANY RECENT JOBS THAT YOU ARE PARTICULARLY PROUD OF?

KEN: Recently, we have seen a lot of press work due to the plant closures and consolidations that have affected all automotive operations. The work is extremely challenging, as it involves the moving and lifting of hundreds of tons within the confines of the plant walls. This work requires the installer to dismantle some of the largest machine tools in the business, transport them to another facility

and reinstall back to a production-ready state. We recently moved two large presses that consisted of nine million pounds of press equipment from a plant in Ohio to a plant outside Mexico City. We managed the project from cradle to grave, including the transportation logistics of shipping 200 ton pieces via specialized transport and rail, across international borders.

YOU HAVE BOTH LIKELY COLLECTED YOUR FAIR SHARE OF WISDOM AND INSIGHT OVER THE COURSE OF YOUR CAREERS. WHAT WOULD BE SOME ADVICE YOU MIGHT GIVE TO FELLOW SC&RA MEMBERS, AND READERS OVERALL?

RANDY: Focus on safety! The industry has taken on a fast-paced approach, where schedule tends to rule the projects. While client satisfaction is what we all strive for, we have to first consider how we can achieve that goal in the safest manner possible.

KEN: Safety is a mindset, and the company has to have a safety culture driven by that mindset, from the top down. It seems like a cliché these days, but if safety isn't driven by upper management, that safety culture is doomed to fail. Every person, on every



With a modern world headquarters in Sterling Heights, Michigan, USA, IICC is able to service clients around the world. The full-service company has grown into a US\$ 150 million a year operation

project, has to be like-minded in this approach. If you set the example by being a safety resource, chances are others will follow.

WHAT DOES IT MEAN FOR A COMPANY LIKE IICC TO BELONG TO SC&RA?

RANDY: With an SC&RA membership, we find ourselves surrounded by extremely intelligent people when amongst this group, and we've been able to network and build relationships all over the world as a result. Relationships within the association are easily gained since we all speak the same language, whether it's on the rigging side or the transportation side.

KEN: It allows us to further serve our clients' needs by being able to call another member in any given state, or country for that matter, and provide a low-cost alternative for a project – a luxury that would not be available without an SC&RA membership. In addition, the chance to share experiences with other members is part of the growth process that every person, at every company, should benefit from. The annual conferences and workshops offer us many tools to get better at what we do, and IICC strongly promotes the opportunity to be a member of SC&RA.

IICC has one of the largest fleets in the industry with close to 600 pieces of equipment



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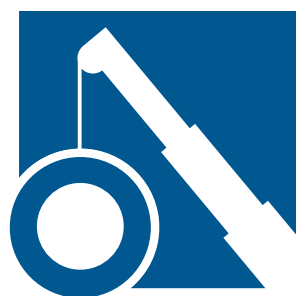
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UNIFLEX FROM
UNIQUE SYSTEM

Unique System LLC, part of Unique Maritime Group, showed UniFlex Air Lift Bags range at the Underwater Intervention 2014, at the Morial Convention Center, New Orleans, USA, in February.

The UniFlex range covers a number of sizes of air lift bags for the offshore industry, including 500 kg, 1, 2, 3 and 5 tonne versions. They are fitted with an inverter line attachment point. The air lift bags have a five times working load limit safety feature and have been tested using water filled drop test, the manufacturer said. Certificates are available.

During the exhibition Unique System also showed water-filled ballast bags, mono buoyancy units and hydrographic survey gear.

■ For more information see: www.uniquegroup.com



A UniFlex air lift bag

New products in Autec Dynamic series



Remote control equipment manufacturer Autec, based in northern Italy, has added to its Dynamic radio control series.

Designed for mobile hydraulic machinery, the additions include the ARX receiver and the SOS system. The receiver is designed for mid-size to small applications. It has two safety outputs for stop or unintended movement from standstill (UMFS) function and can be connected to machine controls, for example, the horn or engine.

The Supervised Operator System (SOS) is designed to safely operate EWP's in dangerous conditions, such as operating close to live electrical power lines. "The system works by allowing a supervisor to intervene, if for example an operator is in trouble, by means of a second transmitting unit that can take control of the

machine, disable the operator's unit and bring the operator and the machine to safe conditions," the manufacturer said.

The new products were launched at the ConExpo

The Supervised Operator System (SOS) consists of a supervisor transmitting unit, an operator transmitting unit and ADD unit

Exhibition 2014 in Las Vegas, Nevada, USA in March 2014.

■ For more information see: www.autecsafety.com

FAIRBANKS SCALES SHOWN AT CONEXPO

Manufacturer of weighing equipment, Fairbanks Scales, has launched a number of new industrial scales. The scales were launched at the ConExpo show in Las Vegas, USA.

New to the range was the Talon HVX series portable vehicle scale. The scales have been designed with multiple 3 and 3.5 metre structural steel I-beams. These supports produce a rigid and durable portable weighbridge, the manufacturer said.

Also launched was the FB2550 Driver Assist Terminal, a system that is designed to speed up the vehicle-weighing process. Fairbanks also exhibited its 1605T series remote display, a wireless traffic control and display device.

■ For more information see: www.fairbanks.com

The Talon HVX Series Portable Vehicle Scale



J D Neuhaus re-launches Profi air-operated hoists



German hoist manufacturer J D Neuhaus, has launched new products for its Profi range of air operated hoists.

New to additions to the range are the Profi 75 TI and Profi 100 TI, which have a safe working load of 75 and 100 tonnes, respectively. Compared to previous models, the Profi 75 TI is 750 kg lighter and the Profi 100 TI

The re-designed J D Neuhaus Profi 100 TI hoist is lighter and smaller than its predecessor

is 640 kg lighter. The hoists have been fitted with new air motor units that provide 9 kW power when set up with the standard configuration of a 6 bar air pressure supply, the manufacturer said.

The overall air consumption has been reduced in these designs compared to previous models, a spokesperson said. At full nominal lift capacities

(75 or 100 tonnes) the compressed air consumed is 7.6 cubic metres per minute. Lifting speeds have also been increased at full load from 0.45 to 0.53 metres per minute when using the Profi 75 TI).

The new hoists are designed according to ISO 4301 and FEM 9.5 II standards.

■ For further information see: www.jdngroup.com



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www.bauma-china.com



This Picture of the Month was sent in by David Pollock, an IC reader and a photographer in Scotland, UK. The picture shows a load out of a section of a steel base structure for an offshore wind turbine. The transport company involved was West of Scotland Heavy Haulage. A second section of the turbine base was later loaded onto a barge and transported to an offshore wind farm near Methil, Fife, on the east coast of Scotland. The total weight of sections moved was around 500 tonnes.

Picture of the month

PEOPLE NEWS



■ Cargotec has appointed MIKAEL LAINE as senior vice president, strategy, from 7 April 2014.

Laine will report to Mika Vehviläinen, Cargotec president and CEO. Prior to his new role, Laine was president and CEO of industrial and wind gear manufacturer Moventas Group.

Commenting on his appointment Laine said, "My international working experience and versatile career offer possibilities to introduce new ideas to the development of Cargotec's operations. I look forward to start working in Cargotec."



■ Oil and gas service provider Sparrows has announced that current chief executive,

DOUG SEDGE has decided to stand down. Sedge, who has been with the company for four and half years, said, "Now that we are in a very healthy position, it is time for me to step aside and allow someone with new ideas and energy to take

the business to the next stage. I would like to thank all the staff at Sparrows, our customers and our suppliers for their loyalty and support during my tenure. I have every confidence in the future development of the business and am pleased to continue my involvement on the board."

Following the announcement, STEWART MITCHELL has been appointed as chief executive of the global offshore and mechanical handling group. Prior to his role, Stewart was senior executive with oil and gas engineering company McDermott International.



■ Tadano Oceania, manufacturer Tadano's distributor in Australia, has appointed ROGER CROSS as Western

Australia and Southern Australia sales manager. Cross has more than 26 years experience in the mining and construction industry. In his new role he will be based at the Tadano office in Maddington, Perth, Australia.

Cross said, "This is the ideal time to make the change to Tadano. Market conditions have changed markedly through 2013

and we now face challenging times, but not without opportunities."

Peter Shelton, Tadano Oceania general manager, said, "Roger is a strong addition to our Tadano team. He brings unparalleled knowledge and experience that will be of significant benefit to our customers."



■ Siemens Financial Services (SFS) has appointed GUNNAR SKAGERLIND as sales leader in the

Nordic region, covering Sweden, Finland, Norway and Denmark. In his new role Skagerlind will be responsible for establishing partnerships with equipment vendors and original equipment manufacturers in industry, construction and transport. Skagerlind was formerly Nordic sales manager at Société Générale and he has worked for GE Capital Equipment Finance.

Skagerlind said, "This is an exciting market with strong growth potential for finance as demand for specialized industrial equipment is rising in both domestic and foreign markets."

■ 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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Liebherr LR1750, 800 ton, '14, SWSL, 84m + 84m	Call
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Terex TC 60L, 2007

50 t



Demag AC 50-1, 2007

50 t



Tadano Faun ATF 50-3,
1999

40 t



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Liebherr LTM 1030-2.1,
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30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
35 t Terex AC 35	2006	4x4x4	30,40m + 15,00m
35 t Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
40 t Demag AC 40-1 City	2001	6x4x6	31,20m + 13,00m
40 t Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
55 t Grove GMK 3055	2006	6x6x6	43,00m + 15,00m + 2,00 m
70 t Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
70 t Liebherr LTM 1070/1	1997	8x6x8	40,00m + 16,00m
80 t Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
100 t Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
110 t Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
120 t Liebherr LTM 1120/1	2000	10x8x10	56,00m + 28,00m + 3,00m
130 t Liebherr LTM 1130-5.1	2007	10x8x10	60,00m + 19,00m
200 t Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
300 t Liebherr LTM 1300/1	2000	12x8x12	60,00m + 49,00m
400 t Liebherr LTM 1400-7.1	2004	14x8x14	60,00m + 56,00m + 84,00m

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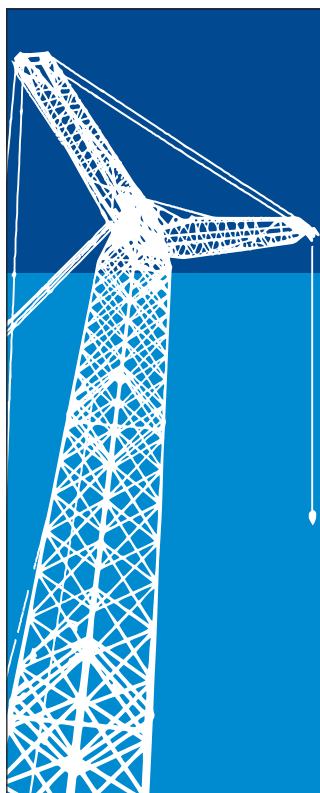
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38,1 + 16 m, 8x6x8, MERCEDES engine
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300 t	Liebherr	LTM 1300/1	2001	12 x 8 x 10	60 / 42	direct
250 t	Demag	AC 665 SL	1996	12 x 8 x 8	58 / 22 / 65	direct
200 t	Grove	GMK 5200	2002	10 x 8 x 10	60 / 36	direct
160 t	Liebherr	LTM 1160/2	1997	10 x 6 x 10	60 / 36	direct
160 t	Krupp	KMK 5160	1995	10 x 8 x 10	49 / 18	direct
160 t	Liebherr	LTM 1160	1988	12 x 8 x 8	45 / 56	direct
130 t	Liebherr	LTM 1130-5.1	2007	10 x 8 x 10	60 / 19	April
120 t	Liebherr	LTM 1120/1	2000	10 x 8 x 10	56 / 28+3	direct
120 t	Liebherr	LTM 1120/1	1999	10 x 6 x 10	56 / 28	direct
110 t	Faun	ATF 110 G-5	2008	10 x 6 x 8	52 / 16,2	direct
100 t	Grove	GMK 5100	2002	10 x 8 x 10	51 / 18	direct
80 t	Faun	ATF 80-4	2005	8 x 6 x 8	48 / 16	direct
80 t	Demag	AC 80/2	2003	8 x 8 x 8	50 / 17	direct
70 t	Liebherr	LTM 1070/1	1997	8 x 8 x 8	40 / 16	direct
70 t	Liebherr	LTM 1070/1	1997	8 x 6 x 8	40 / 16	direct
70 t	Krupp	KMK 4070	1995	8 x 6 x 8	38 / 16	direct
60 t	Liebherr	LTM 1060/2	2001	8 x 6 x 8	42 / 17	direct
60 t	Krupp	KMK 4060	1990	8 x 8 x 8	35 / 16	direct
60 t	Grove	AT 865	1990	6 x 6 x 6	35 / 18,5	direct
60 t	Liebherr	LTM 1060	1983	8 x 8 x 8	35 / 18	direct
55 t	Grove	GMK 3055	2006	6 x 6 x 6	43 / 15	direct
55 t	Liebherr	LTC 1055-3.1 (2x)	2005	6 x 6 x 6	36 / 7,8	direct
55 t	Krupp	KMK 4055	1989	8 x 6 x 8	35,1 / 16	direct
50 t	Grove	GMK 3050	2003	6 x 6 x 6	38 / 15	direct
50 t	Grove	GMK 3050	1998	6 x 6 x 6	38 / 9	direct
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40 t	Faun	RTF 40-3	1993	6 x 6 x 6	30 / 14,5	direct
40 t	Liebherr	LTM 1040-3	1991	6 x 4 x 6	30 / 8	direct
35 t	Terex-Demag	AC 35	2006	4 x 4 x 4	30,4 / 15	direct
35 t	Grove	GMK 2035	2000	4 x 4 x 4	29 / 15	direct
35 t	Grove	GMK 2035	1998	4 x 4 x 4	29 / 15	direct
35 t	Liebherr	LTM 1035-2	1988	4 x 4 x 4	26 / 8	direct
35 t	Liebherr	LTM 1030/2	2003	4 x 4 x 4	30 / 15	direct
35 t	Liebherr	LTM 1030/2	2002	4 x 4 x 4	30 / 15	direct
35 t	Liebherr	LTM 1030/2	2001	4 x 4 x 4	30 / 15	direct
30 t	PPM	ATT 335	1997	4 x 4 x 4	27,4 / 15	direct
30 t	Luna	AT 30/27	1989	4 x 4 x 4	27 / 7	direct
30 t	Luna	AT 30/27	1989	4 x 4 x 4	27	direct
25 t	Demag	AC 25/75	1998	4 x 4 x 4	25 / 13+1,5	direct

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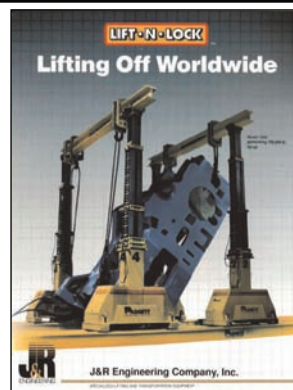
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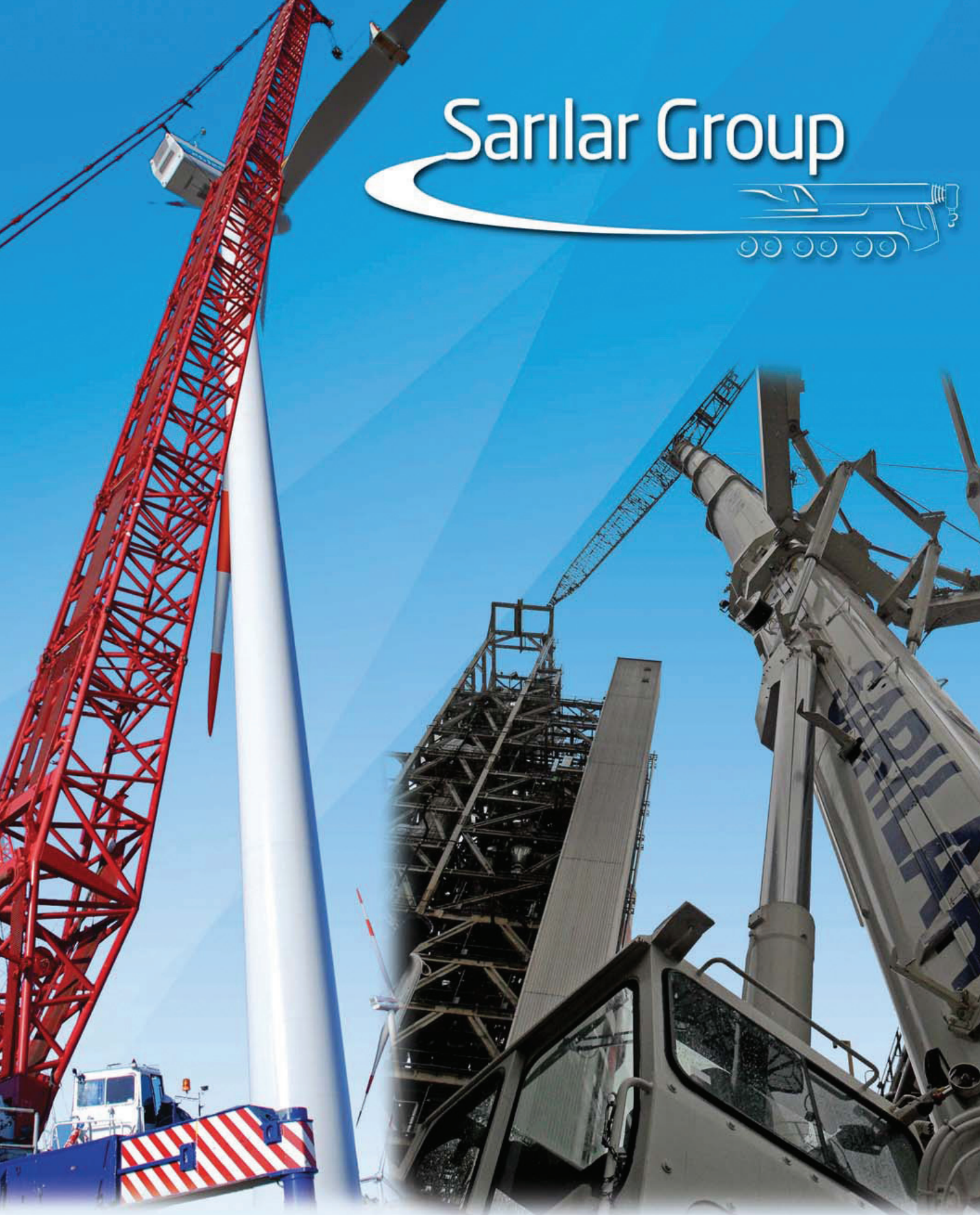
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