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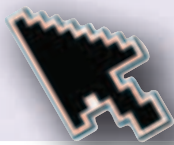
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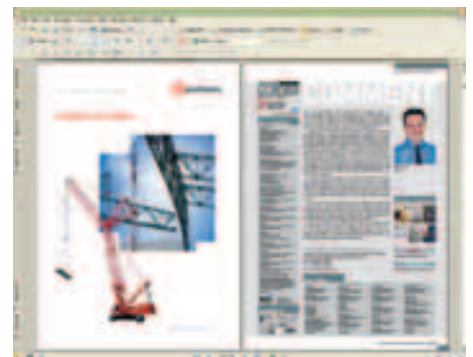
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INTERNATIONAL

SEPTEMBER 2009
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AND SPECIALIZED TRANSPORT

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Safe view

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INTERNATIONAL cranes AND SPECIALIZED TRANSPORT

Volume 17 ■ Number 12 ■ SEPTEMBER 2009



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



European partner: ESTA

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Printed by: Garnett Dickinson Print, UK

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

Published by



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KHL Group 2009
ISSN: 1747-700X

MEMBER OF



COMMENT

It might be expected that with most of the regular annual features in *IC* there will soon start to be a distinct difference in this year's situation from that in 2008. Our special feature this month on tower cranes could already be described as being ahead of this pattern. This crane type is most closely connected with the wider construction industry where the economic downturn hit harder earlier.

Contrary to the large all terrain and large crawler crane markets, in last September's tower crane feature it was already no longer a case of manufacturers using all possible means to produce the most cranes. Tower crane manufacturers were already seeking sales in niche markets. In this case it was power station construction, an application for large, high capacity specialized towers.

Since then, earlier this year, several new giant luffing jib towers were launched with power station, ultra high-rise and other large construction projects in mind. In this issue of *IC*, the theme of niche application tower cranes continues. The proliferation of large power stations is still a primary application but, also included are large, sometimes one-off units, for ultra high-rise, shipyards and even offshore applications.

It will be interesting to see how other types of crane and these large towers compete with each other on the larger projects that demand larger machines. For more on tower cranes see the special reports starting on page 15 and 23.

Talking of regular features, our annual TopLift contest to find the readers' favourite lifting job of the previous 12 months is being run for the 11th time. This is the eighth one that I have presided over. It is an original product that is one of the longest-running and best established in the industry. Choose your favourite lift of the year from our preview selection of 10 spectacular lifting projects and cast your vote to determine the winner.

TopLift has value as a bit of light relief but it also offers business benefits and marketing opportunities to all participants, not just the winners. See page 44 for the projects and an entry form.

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ON THE COVER



Contractor Benelmat, part of the Vinci Group, using a Yongmao STT403.18T flat top tower crane on the Northern Light project in Brussels. Capacity is 18 tonnes to 24.5 m radius and maximum jib is 80 m where capacity is 3 tonnes. For more on this project and others see the tower crane features starting on pages 15 and 23.

SUBSCRIPTIONS

International Cranes and Specialized Transport is a monthly publication with a worldwide circulation of more than 18,000. The annual airmail subscription rate for non-qualified readers is £140 (US\$250). Reduced rates are available to manufacturers, agents and distributors – details on request. Free subscriptions are given on a controlled circulation basis to readers who fully complete a Reader Registration Form and qualify under our terms of control. The Publisher reserves the right to refuse a free subscription to non-qualified readers. International Cranes and Specialized Transport is published on the 15th of each month.

All subscription correspondence should be directed to Hayley Coulson at the UK address. Please include the address label from a recent issue with all correspondence and allow three months for changes to be effective. KHL also publishes International Construction, Demolition & Recycling International, Construction Europe, International Rental News, Access International, American Cranes & Transport, American Lift & Handlers, International Construction China and International Construction Turkey. Call +44 1892 784088 for details.

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Every other year SC&RA gives members an opportunity to participate in a financial benchmark study that highlights the characteristics of top-performing companies. *Terry White* reports



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NEWS HIGHLIGHTS

■ In celebration of its 40th anniversary, Imperial Crane Services in the USA hosts an open house on 11 September in Bridgeview, Illinois. The event includes a Sany crawler crane demonstration. Imperial was started in 1969 with one crane, owned and operated by the late John Bohne.

Sons B.J., Lance and Jonathan Bohne now run Imperial. Long term partnerships with CITGO Petroleum and BP Products North America have helped Imperial build and diversify its fleet of more than 220 cranes.

"Our commitment to safety and service has been the key to Imperial's success," said B.J. Bohne. "On behalf of Imperial Crane and the Bohne family I would like to thank the industry for your years of loyal support."

■ Terex has agreed to pay a US\$ 8 million fine to the US Securities and Exchange Commission (SEC) relating to several cases of accounting fraud between 2000 and 2004, writes Chris Sleight.

The fine follows investigations by the SEC into transactions between Terex and United Rentals that took place between 2000 and 2001, as well as a transaction in 2001 between a company Terex subsequently acquired and United Rentals. It also relates to the company's restatement of its 2000 to 2004 accounts. The fine was booked in Terex's accounts for the second quarter of this year.

■ New from IC publisher KHL is the Information Store, a web-based "one-stop shop" for data and analysis of the global construction sector. Content includes a library of top lists, market reports, directories and financial analyses. To mark the launch a special 10% discount applies on many products during August. Information Store is at: www.khl.com/information-store

Record profits at Tiong Woon

Tiong Woon has announced record profits for its 2008 financial year, amounting to a 51% increase over the previous financial period.

The Singapore-based heavy lift services company reported a net profit after tax and minority interest of SG\$42.3 million (US\$29.4 million) for the financial year ending 30 June 2009. The Group also turned in its highest turnover of SG\$202.3 million (\$140.6 million), up 28% from SG\$157.8 million (\$109.7 million) the previous year. This was mainly thanks to bigger contributions from its heavy lift and haulage, and fabrication and engineering segments.

"It has not been an easy year and market conditions were fairly challenging. But our team at Tiong Woon persevered and worked hard, and it is heartening that our efforts have not been in vain," said Ang Kah Hong, Tiong Woon Corporation Holding Ltd (TWC) group chairman and managing director.

Heavy lift and haulage contributed the most turnover, amounting to SG\$130.6 million (\$90.8 million), a 32% increase. "This was due mostly to the increase in integrated projects undertaken by the group in the Asia Pacific region," said the company.

Turnover from the trading segment dropped by 30% to SG\$13.8 million (\$9.6 million), as the group sold fewer cranes compared to the 2008 financial year. However, the heavy lift and haulage segment made

the largest contribution to profit before tax of S\$52.2 million (\$36.3 million) for the financial year, up S\$22.8 million (\$15.9 million), or 78% year-on-year.

As Tiong Woon is one of a few specialized contractors engaged in the oil & gas and petrochemical sectors, said the company, Ang remains confident about its long term prospects in the market. "The company will actively pursue business opportunities in infrastructure, power plants, petrochemicals and oil & gas on the home front as well as in other key markets such as the People's Republic of China, Thailand, Indonesia, Vietnam, Brunei, India, Malaysia and the Middle East."

INSULATUS PROMOTES LOAD INSULATOR

Load Insulator from Insulatus is being promoted in the USA in connection with the 13 NCAC 07F.0900 law that goes into effect in North Carolina on 1 October.

The law requires that when working within 10 feet of an energised power line, there must be an insulated link fitted between the load and the lifting line, said Hugh Pratt, Insulatus chief executive officer.

The Load Insulator allows crane users to operate loads safely under this new law. It is a self-testing safety device that protects ground personnel in contact with the load from death or injury due to a crane making contact with an energized power line.

"The Load Insulator... has been approved by UL, which is a nationally recognized testing laboratory and, therefore, fully complies with the new law," said Pratt.

New 60 tonne Liebherr truck mounted crane

Liebherr has launched the 60 tonne capacity LTF 1060-4.1 truck mounted crane.

The model is an addition to the top end of the LTF series. It has a 40 m telescopic boom and a 16 m double folding fly jib. Maximum lifting height and outreach are 56 and 48 m, respectively.

"The new LTF 1060-4.1 is a cost-effective alternative to the taxi crane category, since it can travel on a four axle chassis with its complete ballast of 10.2 tonnes on board, without exceeding maximum axle

loads of 9 tonnes at the front and 10.2 tonnes at the rear axles," said Wolfgang Beringer at Liebherr. "By reducing the ballast on the vehicle, the overall weight can be kept below 33 tonnes."

It is designed to mount on the Scania Type CB 8x4 MHZ four axle chassis. "A standard truck chassis, by virtue of its design, has lower fuel consumption than a comparable all terrain crane," added Beringer.

The LTF 1060-4.1 also has a separate superstructure engine.



Tat Hong expands in China

Singapore-based crane and equipment rental and sales company Tat Hong Holdings has signed a joint venture agreement with Chinese tower crane rental company Guangzhou Hailin.

The agreement between Beijing Tat Hong Zhaomao Equipment Rental Co. Ltd (BJTH) and Yuan Zheng, founder and major shareholder of Guangzhou Hailin Resource Co. Ltd. will further strengthen Tat Hong's presence in the Chinese tower crane market.

Tat Hong is investing RMB 35 million (US\$5 million) through its wholly owned subsidiary Tat Hong Equipment (China) Pte Ltd (THEC) and another RMB 34.65 million into its 55% owned BJTH for 53.8% ownership of the JV company Si Chuan Tat Hong

Yuan Zheng Machinery Construction Co Ltd. Yuan Zheng gets a 30% stake in the JV company in return for the Guangzhou Hailin crane fleet, contracts and other assets.

Commenting on the deal, Roland Ng, Tat Hong president and group CEO, said, "Notwithstanding the uncertain outlook for the global economy, we remain optimistic of our long-term growth prospects in China's tower crane rental market. Our progressive and steady expansion in China will allow us to further strengthen our foothold in this lucrative market to satisfy the continuing demand for tower crane services."

BJTH is a joint venture between THEC and Fushun Yongmao Construction Machinery Co Ltd, a wholly

owned subsidiary of Chinese tower crane manufacturer Yongmao Holdings Ltd.

Guangzhou Hailin was established in 1997 and has grown its fleet to include 113 medium and large tower cranes, valued around RMB90 million (\$13 million). It covers southern China and specialises in erecting pylons for electricity transmission.

READER'S LETTER

Dear Editor,
I noticed in the July 2009 issue of IC that the picture of the month had the two small pick and carry cranes listed as Gallions. I can say with near 100% certainty that these are not Gallions. They look to be Silent Hoist Krane Kars. I do not know about this particular one, but this type of machine was licensed by Silent Hoist to a Brazilian manufacturer for local production down there.
Mike Harrison
Harrison Crane Service
Florida, USA

Wind turbine cranes new from Huisman

Huisman is expanding its heavy lifting product range with a series of wind turbine installation cranes.

The new products will build on the Netherlands-based lifting, drilling and subsea specialist's experience in the sector. They are offered in response to increasing demand for customised equipment by the fast growing market for renewables to efficiently install current and future turbines, the company said.

The pedestal and ringer cranes are mainly for jack-up vessels. Features include low construction weight, small footprint and minimal tail swing. In addition, Huisman cites advantages that include extensive lifting height, small operational minimum radius and the possibility to install the crane around a leg of the jack-

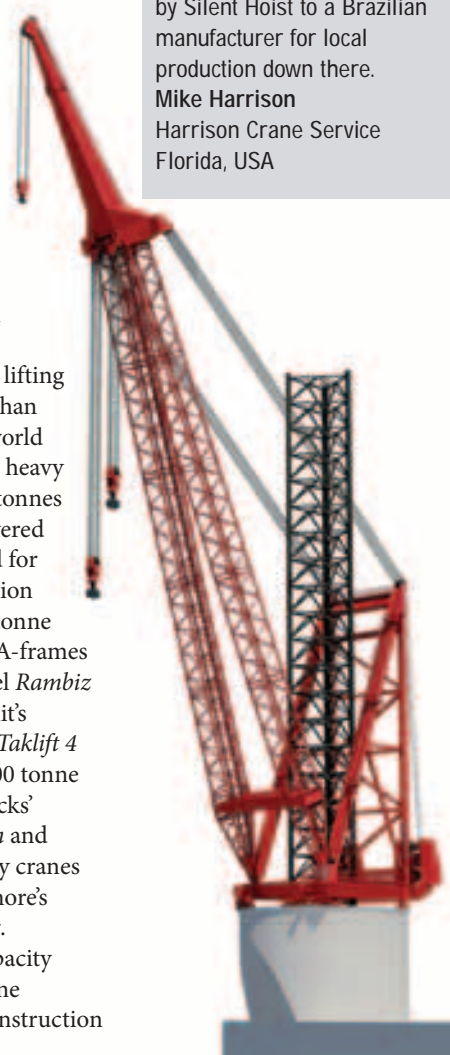
up vessel.

Huisman has been developing and manufacturing heavy lifting equipment for more than 30 years and claims world market leadership for heavy lift cranes above 600 tonnes capacity. Cranes delivered by Huisman and used for wind turbine installation include: the two 800 tonne and one 1,700 tonne A-frames on the heavy lift vessel *Rambiz* owned by Scaldis; Smit's 1,600 tonne capacity *Taklift 4* sheerleg vessel; the 300 tonne cranes onboard *Seajacks' Kraken* and *Leviathan* and the 900 tonne capacity cranes onboard *Jumbo Offshore's Javelin* and *Fairplayer*.

Two 750 tonne capacity cranes for wind turbine erection are under construction for Master Marine.



A new water tower for the City of Stillwater in Oklahoma, USA, has been erected by Northwest Crane Service. The water tower was set on the Oklahoma State University campus at the university's Equestrian Center. Using its 400 tonne capacity Liebherr LTM 1400-7.1 wheeled mobile telescopic crane, Northwest first set the 103,000 pound (47 tonne) lower section of the tower. The crane was configured with 111,000 pounds (50 tonnes) of counterweight and rigged with 69 feet (21 m) of luffing jib and the superlift package. The lower section was erected at a 53 foot (16 m) radius at a height of 102 feet (31 m). The ball portion of the tower weighed 51,000 pounds (23 tonnes) and was set at a 53 foot (16 m) radius with the crane at a total tip height of 204 feet (62 m). The piece was set at a height of 126 feet (38 m).



SMIT UP 9%

Net profit for Smit in the first half of 2009 rose 9% from € 47.7 million to € 51.9 million.

Earnings before interest, tax, depreciation and amortisation (EBITDA) at the Netherlands-based specialist in heavy lift, transport and other marine services rose 15% from € 90.2 million to € 103.7 million.

Operating result increased 12% from € 49.0 million to € 54.9 million. It is expected that the net profit in the second half of 2009 will be in line with the first half.

Heavy lift generated € 66.7 million compared with € 46.7 million in the first half of 2008, returning an operating result of € 4.1 million (H1 2008: € 0.6 million). Profit margin (operating result/revenue) was 6% (H1 2008: 1%) and the target is to increase this to 15%.

Profit in heavy lift increased compared to 2008 due to higher utilisation rates for the sheerlegs and more work in subsea. The joint venture Asian Lift was below 2008 due to lower utilisation rates for the heavy lift sheerlegs vessels in Asia. The growth target for heavy lift is to maintain current levels.

The transport division, which includes chartering, barge rental, heavy transport and (ocean) towage posted revenue of € 80.4 million (H1 2008: € 98.0 million). Operating result was € 18.0 million (H1 2008: € 19.7 million). The growth target for the transport activities is organic growth of 10% a year.

Grove GTK1100 on top for demolition

A German company considered several options for a challenging demolition project before selecting a Grove GTK1100. Rental company and lifting specialist Scholl first looked at mobile and crawler crane options to dismantle a 45 tonne chimney top from a 100 m tall chimney in the city of Ludwigshafen.

Jürgen Jensen, Scholl project manager, said there were prohibiting factors that ruled out other types of crane.

"When we presented our first option for the demolition, we were unable to get permissions from the local authority," Jensen said. "It was at this stage we started to consider the GTK1100. We looked at other options, in addition to the GTK, but ruled them out because the logistics made their use impossible. In the end, we made the correct choice with the GTK1100 as everything went perfectly. And, it was faster and less costly than using alternative lifting systems."

The first proposal was to use a large all terrain crane with full luffing jib and a personnel basket attached to the hook. A demolition crew would exit the basket to the chimney structure to begin a manual demolition. Local government authorities at Neustadt an der Weinstrasse did not approve this lift plan.

Scholl then approached GTK1100 owner Wiesbauer about using the crane and also looked at putting a large crawler or all terrain crane with luffing jib on the job. A lack of space on the ground eliminated the crawler and all terrains because there was insufficient room to rig a luffing jib.

Jochen Wiesbauer, managing director, said that the industry's understanding of the GTK's capabilities is growing. "The more we work

with our GTK cranes, the more we understand their potential," he said.

Scholl and Wiesbauer attached a Modulift lifting beam to the GTK's hook block and attached it to four fixing points on the chimney top. Including rigging, the GTK lifted 47.2 tonnes at 100 m. Maximum capacity is 95 tonnes and maximum tip height is 143 m.



BOOSTER FROM XL SPECIALIZED

XL Specialized Trailers, Inc. in the USA has introduced a new, powerful, and affordable hydraulic booster, the company said.

Scott Wall at XL said, "It is exciting to be able to offer a hydraulic booster. Many drivers have been looking for a booster that is easy to hook, unhook, and manoeuvre around a construction yard. Our design gives them the solution they have been wanting."

XL has been a leading manufacturer of commercial, construction, agriculture, wind and oil energy, and custom trailers since 1995. It is a privately held company which said it boasts more than 100 years of trailer building experience.



SANY 400T Crawler Crane Showcasing Skills in Xinjiang, China

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Palfinger revenue down but orders stabilised

Knuckle boom crane manufacturer Palfinger reported revenue for the first half of 2009 down 36% at € 269 million (US\$ 382 million) compared to the record € 424 million (\$602 million) for the first half of 2008.

Despite the weak economy order intake at the Austria-based company stabilised at a low level in recent months, Palfinger said. "Developments of recent months have shown clear signs of bottoming out in the markets that are of relevance to us. Order intake in the US and Asia is even slightly on the rise again. The implementation

of the infrastructure projects announced and/or agreed upon all over the world will also generate a clear impetus. As an early-cycle company we are cautious but nevertheless optimistic for the upcoming quarters", said Herbert Ortner, chief executive officer.

Crane sales were almost zero in some European markets and in Russia and there were declines in the two largest markets of Germany and France.

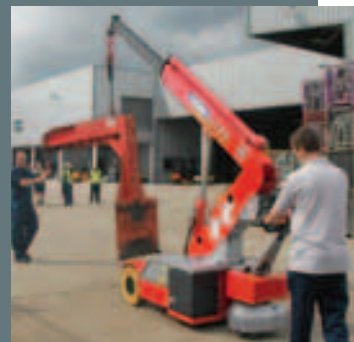
Cost savings policies returned a positive first half year 2009 earnings before interest, taxes, depreciation and amortisation of € 4.9 million (\$7 million). For the

same period in 2008 it was € 69.2 million (\$98 million). A positive EBITDA is expected for 2009.

While performance was forecast to be slow in the third quarter 2009 due to the small volume of orders on hand Palfinger was cautiously optimistic for the fourth quarter.

■ Palfinger has agreed a sales joint venture with the Kraft Invest Group to expand operations in Russia. Kraft has already been selling Palfinger products since 1996. Palfinger will hold 49% of the JV company and Kraft Invest Group will be holder of the remaining 51%.

GGR Galizia has installed a 2 tonne capacity G20 pick and carry crane at car manufacturer BMW's Hams Hall Plant, in Coleshill, West Midlands, UK. The plant produces all BMW's four-cylinder petrol engines. The crane will be used for production maintenance and removal of the mounting block in the machining units. Compact size meant that the G20 was the best machine for the job, due to the confined working areas in the production line, said Graeme Riley, GGR CEO.



SCHUCH TAKES 500 TONNE DEMAG

A new Terex Demag AC 500-2 wheeled telescopic mobile crane has increased the heavy lift capacity at the Germany-based Schuch Group. The 500 tonner was added to the fleet to meet an increase in demand for heavier lifting capacity in Europe. "We decided on the Terex AC 500-2 because it was the most powerful crane in its class," said Christopher Schuch, "The inspection and back-fitting work we do for our customers in the industrial sector requires a powerful machine with excellent manoeuvrability."

The AC 500-2 was delivered with Sideways Superlift, 90 m luffing jib and 180 tonnes of counterweight. The luffing jib can be rigged a 62 m luffing fly jib or as a 30 m main boom extension. Schuch managing partner, Roman Schirra, said, "We can use the crane for all types of operations thanks to the flexibility that came with ordering the unit with the maximum level of equipment available."

The crane will be operated in Germany, France, and the Low Countries from Saarbrücken in Germany. Its first job is at a wind turbine installation project near Mönchengladbach.

Schuch Group operates 89 mobile cranes between 30 and 600 tonnes capacity.



Essex Crane Rental stabilises business

The parent company of Essex Crane Rental Corp, Essex Rental Corp, in the USA results are down more than 40% on the same period for 2008.

Second quarter 2009 rental related revenue (excluding used rental equipment sales) was US\$11.9 million, a decrease of 41.2% from \$20.2 million in Q2 2008. Essex attributed the decline primarily to lower utilisation rates on cranes and attachments, down from 72 to 44%. For the same reason, rental earnings before interest, tax, depreciation and amortisation (EBITDA) were down 50.4% to \$5.1 million, from \$10.3 million.

Ron Schad, Essex president and CEO, said, "Our performance in the second quarter reflects continued weakness in many of our end markets."

Schad has implemented cost cutting, including reducing headcount and outsourced services, reducing overtime

and cutting salaries. Schad projects that these actions will generate nearly \$5 million in annualised savings.

Despite market conditions, Essex is repositioning its fleet towards higher capacity cranes that generate higher rental and utilisation rates. Nine used cranes were sold "at an average price that was in excess of 110% of orderly liquidation value. We have used these proceeds, in conjunction with our free cash flow, to fund the purchase of nine new larger lifting capacity cranes and attachments."

In outlook, Schad said, "...we believe that while our operating environment will remain challenging through the end of the fiscal year, the business has stabilised, as evidenced by the relative equalisation of rental starts and ends." Schad forecasts an increase of orders placed for the rental of crawler cranes in the next six to nine months.



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Crane industry shares rallied for the sixth straight month in August, as the markets continued to be buoyed by better than expected second-half results. CHRIS SLEIGHT reports

Still climbing

Just when the stock market rally looked like it was running out of steam, share prices found another high. As with the previous months' gains, this seemed to be driven by up-beat financial results for the second half of the year, with many European companies reporting in late August, as opposed to the late July results season in the US.

The lifting sector had a particularly good time in August, with IC's Share Index for the industry rising 9.64% – a gain that outstripped those of all the major benchmark indicators. The closest to this performance was the FTSE 100's 6.67% rise over the same period between weeks 30 and 35.

The Dow's gain of 5.36%

was more lacklustre, but still positive. The normally more dynamic Nikkei gained only 4.42%, perhaps as a sign of nervousness ahead of Japan's general election, scheduled for the end of week 35.

Not only was this the steepest month-on-month rise for the index since April, it was also the first time, over the course of the rally, that the lifting sector's gains had beaten those of all the mainstream benchmarks.

The standout stock in the lifting sector in August was Palfinger. Although half-year results showed its revenues down 36%, it managed to make a profit in the first half of the year, and investors may also have been heartened by its assertions that the market has now bottomed-out.

The other strong risers were Terex and Hitachi, although these weren't driven by any specific events, but seem to have risen on the back of general market buoyancy.

All of the other companies that make up IC's Share Index had more limited gains. The only stock to fall over the five-week period was Kobe Steel, with a marginal 1.69% drop.

Long view

The continued rally in August pushed the IC Share Index firmly into the black for the year to date, with a rise of just over 15%. This is about in line with the Nikkei's performance over the course of 2009, and well ahead of the Dow and FTSE, which are up only about 6%.

As the comparison to a year ago shows, however, there is still a long way to go. Compared to the end of August 2008, the IC Share Index is still some 35% lower. The big fall, of course, came in September last year following the collapse of Lehman Bros.

What this tells us is that despite a steady and almost uninterrupted rally since mid-March, the crane sector still has to put on more than that amount of growth again if it is to recover to pre Lehman Bros. levels.

For that to happen end markets will have to start picking up again. Second half results may have been better than expected (or perhaps not as bad as feared), but that has been a result of corporate cost cutting. There are early signs of a recovery in some markets, but they will have to become more tangible if the rally is to continue.

SEPTEMBER IC SHARE INDEX

STOCK	CURRENCY	PRICE AT START	PRICE AT END	CHANGE	% CHANGE	PRICE 12 MTHS AGO	12 MTH % CHANGE
IC Share Index*		247.00	270.81	23.81	9.64	417.66	-35.16
Dow Jones Industrial Average		9093	9581	487	5.36	11715	-18.22
FTSE 100		4593	4899	306	6.67	5592	-12.39
Nikkei 225		10089	10534	445	4.42	13073	-19.42
Hitachi Construction Machinery	YEN	1613	1914	301	18.66	2590	-26.10
Konecranes	€	18.80	20.20	1.40	7.45	22.15	-8.80
Kobe Steel	YEN	178	175	-3	-1.69	264	-33.71
Manitowoc	US\$	6.53	6.78	0.25	3.83	25.61	-73.53
Palfinger	€	11.19	15.50	4.31	38.52	15.39	101.43
Tadano	YEN	436	459	23	5.28	851	-46.06
Terex	US\$	14.15	16.91	2.76	19.51	50.40	-66.45

*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
YEN	94.83	93.64	-1.19	-1.26	109.56	-14.53
€	0.7029	0.7009	-0.0020	-0.29	0.6810	2.92
UK£	0.6094	0.6170	0.0076	1.25	0.5475	12.70

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An all-new Krøll K-1000 for the Samsung shipyard mounted on a stationary portal

In these stormy times of worldwide economic slowdown, one area where manufacturers are looking for business is niche markets with specially adapted cranes. HEINZ-GERT KESSEL reports



Adapt for change



For years Denmark-based tower crane manufacturer Krøll has been establishing a growing market share in custom-made wharf tower cranes supplied for shipyards in the far east. This year Krøll will ship three K3000 and one K3500 models to Korean shipyard DSME, which already operates a number of Krøll units.

At the end of 2009 six K3000, one K3500, one K4000 and two of the large K5000 type will be working for DSME.

The new K3000 can lift up to 100 tonnes at 28.5 m radius. At 90 m radius capacity is still 23 tonnes. The crane has one trolley offering two reeving possibilities. With 10 line falls 40 to 100 tonnes can be raised at a speed of 12 to 22 m/min. For light loads up to 20 tonnes a two fall line operation is >

A new generation of the Krøll K-3000 with 100 tonnes capacity at 30 m radius has started work at the DSME shipyard in Korea

available with speed up to 110 m/min. The K3000 cranes for DSME travel on 12 m and 16 m wide portal with an underhook height of 69 m and 75 m based on a 6.4 x 6.4 m tower system. Thanks to the sophisticated design, maximum erection weight of the crane components was reduced to 32 tonnes.

The latest addition to the Krøll product line is the K1000. Two units were erected at the Samsung shipyard in Korea at the beginning of 2009. Using the well proven M40 3.6 x 3.6 m mast system with external climbing cage, the cranes were jacked to 70 m and 60 m underhook height. Both cranes are based on a specially designed 9.5 m wide stationary portal with height-adjustable pyramids.

To move the Krøll cranes on site while erected, self propelled units can be used to drive under the portal, lift up the complete crane and move it. They can also be picked up by a floating crane at a wharf and relocated. To make this popular movement by floating cranes easier all new cranes for DSME and Samsung have special lifting lugs at the tower head.

The new K1000s have 90 m jib and lift 40 tonnes to 20.1 m radius, while the tip load is 5 tonnes. Light loads up to 10 tonnes can be lifted on two falls, while maximum capacity needs eight falls. Fastest hoisting speed is 150 m/min.

Optional is a double trolley arrangement that increases the tip load to 7 tonnes. In contrast to the former Krøll heavy lift models, the new K1000's winch platform is no longer on the jib head section but on the counterjib, reducing the dead weight of the jib.

In 2010 Krøll will install a K1200 and a K2500 at the Samsung shipyard in Korea. Each crane will have two independent movable trolley systems and a dual hoisting winch to turn large prefabricated ship sections.

Ultra high rise

After launching what is claimed to be the biggest luffing jib tower crane in the world, the M2480D, (IC Feb 2009, page 31), heavy duty crane specialist Favelle Favco designed another interesting luffer. Also for large scale construction projects, the M860D lifts 96 tonnes at 10 m radius in only three

The first Jost JL 616.32, with dual hoisting drive, test rigged before being delivered to Australia

One of the three Marr's Favelle Favco M860Ds just rigged for jetty construction on a specially designed travelling portal



fall operation. It offers an outreach of 70 m where 7 tonnes can be lifted. On a single fall of rope up to 32 tonnes can be lifted by the main hoist. The 750 m winch capacity make the crane suitable for ultra high rise construction projects. An auxiliary hoist for loads up to 12 tonnes is an option. Simon Marr of Australian company Marr's Contracting, owner of M2480D and other big Favcos, believes it to be the fastest

hoist in the world, with a line speed of 260 m/min.

Like the M2480D, ballast plates are stored lying down inside the back of the machinery split-deck. Tail radius is kept



Close up look at the dual drive of the Jost JL 616.32





to 9.24 m, a benefit on construction sites where space is restricted. The 3 x 3 m monoblock tower system is for speedy erection to a free standing tower height up to 64 m. This feature gives the new M860D the opportunity to find a ready market in



The Chinese FZQ 2200 luffing jib climbing crane with 100 tonne capacity ready for work at a power station in Brazil

the international power plant construction programme.

Marr's has bought three M860Ds to be used on special undercarriages for construction of a jetty at Bown in Queensland, Australia. They take on the work formerly only possible with crawler cranes, which needed an expensive separate track way to move on as construction progresses. A real benefit when working at the coast is that the tower cranes can keep working at a wind speed of 20 m/s, while the crawlers have to stop work at 9 m/s.

In addition, electric versions of the usually diesel powered Favelle Favco tower cranes are entering the European

market. Two MK380 and one MK440 have been sold as internal climbing cranes for the prestigious Pinnacle Tower project in London. Aside from the electric drives supplied by Krøll in Denmark, these cranes have other unique special features. All four luffing jib cranes, for example, have hydraulically lockable boom buffers to leave the cranes slew locked out of service due the congested site.

Export niche

German crane manufacturer Jost is also looking for niches in export markets, for example, in Australia, where European crane design is going to play an increasingly important role. To address >

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K80115 tower crane at Yunmeng Reservoir job site which is one of China key water conservancy engineering projects



Yongmao's large ST80/116 rigged at the test yard

is suitable as the main lifting equipment for 300 to 600 MW power plant construction but is too small for the growing number of 1,000 to 1,300 MW plants. As a result it is no longer produced and has been substituted by the 75 tonne capacity FZQ1650 and, more recently, by the large FZQ2200 with 100 tonne capacity.

In contrast to the FZQ1650, a monoblock tower system cannot be used with the new crane. Regarding transport and rigging problems associated with 4.2 x 4.2 m cross section towers, with help from the Harbin Industry University, a way was found to split down the tower elements in K-shaped panels and tubular core sections. These are slug-bolted together on the job site before being lifted by an auxiliary winch to the front opening of an external climbing frame. It means that pre-rigging of the tower is done under safer conditions at ground level.

>



One of the SYM S1200K40s lifting into place the complete counter jib of another one

the specific customer requirements in a market formerly dominated by high speed diesel cranes, Franc Jost combines his successful luffing jib crane concept with a new hoisting drive design. The hoisting winch of the JL616.32 for Australia is driven with two side-mounted 75 kW frequency regulated drive units. They give a total capacity of 150 kW for a crane lifting 32 tonnes in four line reeving mode and 16 tonnes in two fall operation. Drum capacity is 1,060 m. Thanks to the dual drive, even if one motor breaks down, the crane can keep working at half speed.

In addition, spare parts stocking is simplified as the luffing winch is another of the 75 kW drives. As soon as the sidewalk platform is disconnected the complete counterjib, including winch platform, can be transported inside a standard container. A further JL416.24 with 12 tonnes capacity on one line fall and 24 tonnes on two falls has been manufactured for Korea. It also has the dual hoisting drive system. In this case two 90 kW frequency regulated drives enable 400 m under hook height and a capacity of 24 tonnes.

Jost Cranes is designing a new hoist winch for the JL616.50 luffer with

a capacity of 50 tonnes in two-fall operation. On a single part line 25 tonnes can be lifted to 800 m. On its first job site the crane will be used as an internal climbing crane.

Big power

Larger power stations means bigger cranes. In China the FZQ1380 luffing jib climbing crane designed in 2001 by the Shandong Fenghui Equipment Technology Company,



The first three S1200K40 cranes delivered by SYM for the Korean STX Shipping Factory ready for work at Changxing island, China

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For the climbing procedure of the SYM S1200K40, the 4 x 4 m wide tower sections are pre-rigged on the ground before being inserted into the opening of the climbing cage

The auxiliary 10 tonne erection allows the boom to be left at maximum radius during the complete climbing phase which makes for a safer climbing procedure. Like on the old Linden 8000 tower system the mast sections are connected by clamps surrounding the mast joints. A further benefit is the cross-shaped stationary undercarriage with large pontoons at the end of its outriggers. For simple erection the inverted U-shaped ballast blocks are hung over the outriggers. No expensive conventional footing block with anchorage is required and the crane can even be installed above crossing pipes that lead to the boiler block.

For best performance there are stepless frequency regulated drives, planetary reducers inside Lebus winches, video surveillance, real-time monitoring and self-diagnostic black box systems. Walk-in electrical cabinets and an elevator running inside the tower are other design features. The sophisticated heavy luffing jib crane is not only developed for its domestic market and it has CE certification.

Target export markets are East Europe, India and Indonesia. An FZQ2200 supplied by CITIC International Contracting Inc. was erected at the Campinas C Thermal Power Plant Phase II Project in Brazil in March 2009.

After Potain launched the MD1100 in 2008 a number of Chinese crane manufacturers adapted some of the major structural design principles for new crane models in this capacity class. One of the first was Zoomlion with the D1100 presented to the public in November 2008. This year further competitors have followed, for example, Sichuan Jincheng Construction Machinery Co. It has installed

its all new M900 with 50 tonne capacity and 70 m jib with 9.1 tonne tip load at a power station project in Inner Mongolia.

Yongmao delivered its first ST80/116 for a shipyard on travelling portal base with a capacity of 40 tonnes and a tip load of 11.6 tonnes at 80 m radius. The biggest crane so far in the new line of large capacity saddle jib cranes is the 64 tonne capacity Yongmao ST80/238 with 23.8 tonnes at 80 m. Yongmao sees potential for its CE certified large cranes to enter the European market for large construction projects like power stations.

Sichuan Construction Machinery Co. Ltd (SCM), with its M1200, developed a new crane in this capacity class with

a capacity of 50 tonnes and, again, 11.5 tonnes at 80 m radius. In addition to SCM, Shenyang Sanyo Building Machinery Co., Ltd (SYM) already has a reputation in large saddle jib crane construction. For STX eight of the all new S1200K40 were manufactured as shipyard cranes with 40 tonnes capacity at 40 m radius and a tip load of 10.6 tonnes at 70 m. The cranes are specially weather proofed to work in harsh conditions. In contrast to the Potain climbing system in the 1,000 tonne-metre class, complete tower sections are inserted through the opening of the climbing cage. It means that pre-rigging of the tower sections can be done more safely at ground level. ■

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The top tie-in in position just below the climbing cage

Climbing above 800 feet

A tower crane company in Canada has erected three large luffing jib towers, two of which will be climbed to a final height of more than 800 feet (244 m) using tie-ins more than 60 feet (18 m) long.

All three cranes erected on the Calgary, Alberta site in July are Terex Comedil



Torquing up the threaded connections between sections with shim plates sandwiched in between



CTL630 luffers from Oxford Builders, the tower crane division of EllisDon Construction.

The building's structure is steel with a concrete core. "The cranes need to have four sets of large tie-ins, with struts in excess of 60 feet long," explains Mike Demelo, vice president, equipment, EllisDon Construction. "After each crane is climbed and has its four sets of large tie-in struts, the bottom set will be cycled to the top and a small set will be inserted into the structural steel," Demelo continues.

A completed tie-in installed. Some are more than 60 feet (18 m) long

In Europe with Yongmao



Contractor Benelmat, part of the Vinci Group, is using a Yongmao STT403.18T flat top tower crane on the Northern Light project in Brussels, pictured left.

Capacity is 18 tonnes to 24.5 m radius and maximum jib is 80 m where capacity is 3 tonnes. On this job it has a 54 m jib, at the end of which capacity is 7 tonnes. Maximum freestanding height

is 86 m and on this job the crane will be climbed to a final height of 100 m.

Contractor Denys in Belgium is using a Yongmao STT293.12T flat top tower crane on a project at the Palais des Beaux Arts in Brussels, pictured near

right. Capacity of the STT293.12T is 12 tonnes, out to 26 m radius. It is rigged here with the full 74 m jib at the end of which capacity is 2.7 tonnes.

Denys rented the crane from tower crane rental house Neremat, which has a fleet of 200 units, half of which are Yongmao. Neremat claims a utilisation rate of 75% for its tower crane rental fleet across its three depots in Izegem, Feluy and Mechelen.

London Tower Crane Hire & Sales (LTC) put one of its Yongmao STL230.18T luffing jib towers on a hotel construction project in Prescott Street, London, UK, pictured far right. Height under hook is 54 m and the 40 m jib has a 5.2 tonne tip load. Maximum is 18 tonnes



to 15.5 m radius. It is one of three of this model in central London within a

mile radius. LTC has two more on order from Jin Long Europe, the European representative for Yongmao tower cranes. LTC is the UK dealer.

Largest Potain in Indonesia

The largest Potain tower crane ever erected in Indonesia, an MD 1100, has been put to work at a shipyard in Medan, North Sumatra. Shipyard owner PT Waruna bought the crane for its newly constructed dock to help with the company's shipbuilding and ship repair activities.

"We specified the MD 1100 because we needed a crane with a 50 tonne capacity to mount on a portal and run along a track that services our new dock," explained Darwo Lim, president of PT Waruna Nusa Sentana, the second largest shipyard in Indonesia.

The design of the special application crane was adjusted for the application. Where it was built in Zhangjiagang, China,



engineers designed it with a portal base to travel along the 130 m track to cover the full area of the 200 m by 37 m dock. It has a 60 m jib and height under hook of 43.2 m.

The 8 x 8 m portal allows trucks carrying materials to run underneath, which can then be unloaded and placed directly at the point of use. Work includes

picking steel plates, shafts and propellers, and hatch covers weighing up to 25 tonnes.

The crane was sold by dealer Potaindo, which has been selling Potain tower cranes in Indonesia since 1990. It also has a rental fleet.

Wolff towers gather at Rotterdam power plant

Limited space on a construction site demands flexible solutions in the erection and fixing of tower cranes. Meeting this challenge are eight Wolffkran towers helping to build a coal-fired power station in the Dutch town of Maasvlakte near Rotterdam. The new 1,100 megawatt power plant will produce almost 7% of electricity demand in the Netherlands.

Responsible for the project is ARGE EMB-Arbeiten MPP3, a joint venture

comprising Ed. Züblin AG, TBI Bouw Group and DYWIDAG Bau GmbH, which was awarded the concrete work. Züblin is responsible for the cranes, which are working on the construction of the five main buildings, including a pair of 125 m staircase towers.

Of the eight Wolff tower cranes on site since August 2009, five are top slewing saddle jib type and three are luffers. Another Wolff will be added later in



Five Wolff saddle jib tower cranes with cat head and three luffers at work in August 2009



2009 and another one or two will follow in 2010. On each staircase tower is a 7031 FL 6/12 that will have final heights of 145 m and be tied in twice to the concrete tower. The 75 kW hoisting winches offer a hoisting speed up to 220 m/min on two falls of rope. All eight cranes are on foundation anchors and/or cross frames.

Servicing is handled from a Wolffkran branch office less than two hours away where pre-warning of malfunction is transmitted beforehand to help expedite a repair, says Thomas Schmidt, branch Manager in Dortmund. "This service and the storage of spare parts – like important crane components and wear parts in a refrigerated container at the construction site – will guarantee fast erection on location so as not to jeopardize the slip-form and finishing work of the staircase towers," says Martin Firmbach at Züblin.

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TOWER CRANES AT WORK

Luffers together in Dubai

Luffing jib Liebherr tower cranes are working side by side on adjacent projects in Dubai. Al Shafer General Contracting (ASGC) chose the cranes to help build the high rise towers forming part of Dubai's Business Bay projects.

The Bay Square development is a multi tower project with water frontage that is



one of many projects scheduled for the Business Bay area, which is set to become the commercial hub for the Emirate City.

One of the two developments is the 30 storey Windsor Manor tower comprising a retail floor, five podium levels and 24 floors of apartments. The 105 m tower will be topped by a roof canopy feature comprising a steel beam around the perimeter of the roof and encased by poured in-situ concrete.

Doing the work is a pair of 160 HC-L 8/16 Litronic luffers with a final hook height of 145 m and radius of 55 m. Capacity is 16 tonnes and, at maximum radius, they will lift 2 tonnes.

Immediately alongside the Windsor Manor is the second tower, the Al Shafer Residential Development, where ASGC is using a 112 HC-L luffer. The 27 storey mixed use tower, like the Windsor, is designed by Khatib & Alam Consolidated and is of pre cast panel construction.

A third tower nearby also has a 112 HC-L and a 160 HC-L 8/16 Litronic on it, again supplied by local dealer INMA.

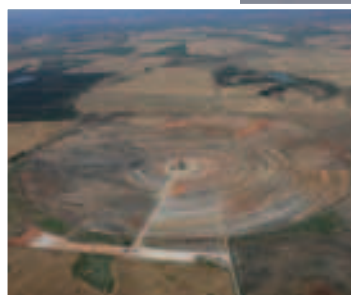
Crane helps build thermosolar power plant

Work has started on the construction of two thermosolar power plants in Cadiz, Spain. Torresol Energy, 60% owned by Sener, has begun work in the town of San José del Valle.

Each plant will have an installed capacity of 50 MW. The total solar field area of Valle 1 and Valle 2 will be 510,120 m² of mirrors on a surface area of 460 hectares. Net electrical output is 175 GWh/year. A thermal storage system at each plant means they will still produce electricity for seven hours without sunshine, according to Sener.

Construction of the concrete central tower started earlier this year and it has already passed 70 m using a Jaso saddle jib tower crane and continuous slip form casting.

The construction work will provide employment for more than 1,000 people and is scheduled for completion in early 2011, as is the rest of the Gemasolar project that these two new ones are part of.





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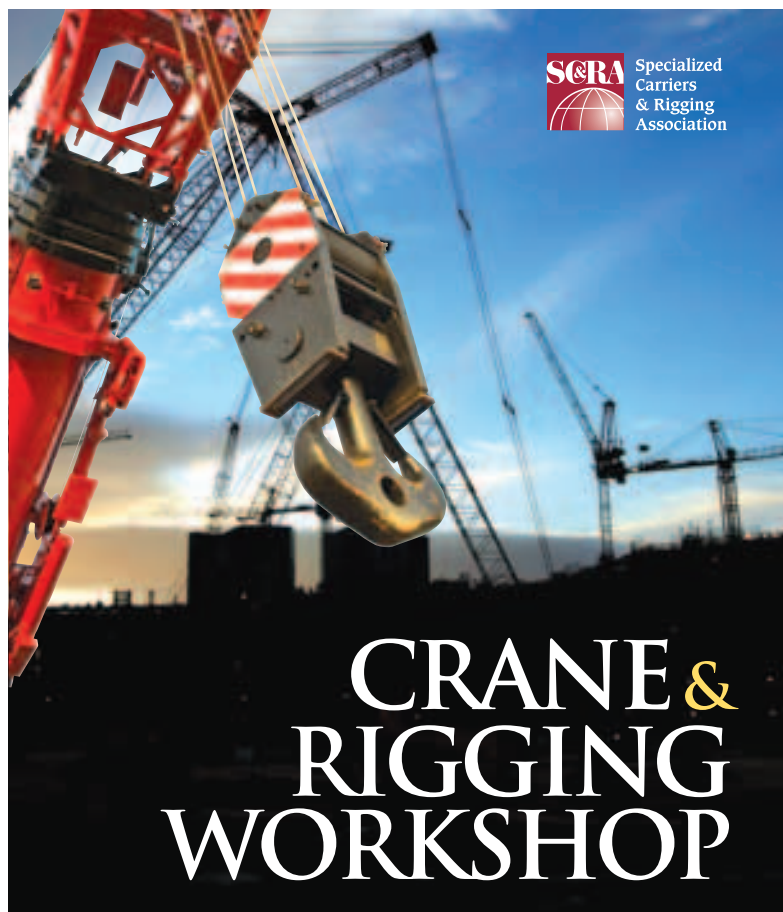


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Quick reaction



Sarens Polska carried out two major projects that involved transporting heavyweight reactors in its home country. EUAN
YOU DALE reports

Road to Włocławek

In June Sarens Polska transported a reactor from a barge to the Włocławek Chemical Plant for client ZTE Radom. The company used the roll on/roll off method to offload the reactor onto 2 x 12 axles of Kamag self propelled modular transporter (SPMT), which included two power packs. A track, made up of steel plates, lead from the jetty to the main highway on which the Kamags made the

2 km journey to Włocławek.

The reactor weighed 329 tonnes and was 17.4 m long and 9.1 m in diameter. The Kamag operator walked backwards throughout the transportation which was completed in one day. According to Sarens Polska main engineer Mariusz Sudoł, the project drew quite a crowd, with more than 20 observers making their way to the jetty. ■





Refinery record



In August Sarens Polska performed its biggest transport and single crane lift project to date. The destination was the Lotos Refinery in Gdańsk, where the company used a 1,600 tonne capacity Terex Demag CC 8800-1 lattice boom crawler crane in SSL configuration, with 540 tonnes of superlift counterweight. Some 60 axles of Kamag SMPT were used, as well as a special Sarens Hinge System. The Kamags were configured in 2 lines of 30 axles, with four power packs.

The first reactor weighed 1,200 tonnes, making it the heaviest reactor transported to Poland in one piece. The weight of the second reactor was 1,100 tonnes. The two lifts followed a project in 2008 at the same refinery, in which Sarens Polska lifted a

707 tonne reactor.

The reactor was transported from the jetty to the lifting position on the Kamags. Following this, two of the power packs were disconnected and moved out from under the reactor. Once the reactors had been lifted to a vertical position, the Kamags rotated to place their loads in the correct position.

Such was the interest in the project, says Sudoł, the entire operation was transmitted on live television by two Polish TV stations.





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The Model 18000 and GMK7550 work together in the restricted site conditions of the paper mill

Crane Rental Corporation in the USA handled another unique lift earlier this year when it was hired to safely remove a fallen chimney stack at a paper mill in Georgia. *IC* reports

Down on paper



Down and out: the fallen chimney safely removed

CRC's crew (from left to right): Robert Gargus, Jeff Dunagan, Scott Gargus, Alan Ashlock, Gene McQuig, Dave Jones, Julio Lopez



After a 100 foot (30 m) chimney stack fell down at a paper mill in Georgia, USA, Crane Rental Corporation (CRC) used a pair of cranes to remove it. The stack had fallen unexpectedly and the 68,000 pound (31 tonne) load was balanced between the old plant and new boiler house more than 160 feet (49 m) above the ground.

After laying out and analysing the situation, CRC decided that two cranes would be used to give maximum control of the stack as it was hoisted out. A Manitowoc Model 18000 crawler crane and Grove GMK7550 (GMK7450 outside the USA) wheeled telescopic mobile were picked for the task.

The 660 US ton (600 tonne) capacity Model 18000 had the Max-er capacity enhancement attachment, which raises capacity to 826 tons (750 tonnes). It was rigged with 300 feet (91 m) of Number 55 boom, 110 feet (34 m) of Number 79A jib. There was 492,000 pounds (223 tonnes)



The wheeled Max-er counterweight wagon on the Model 18000 crawler increases capacity from 600 to 750 tonnes

of counterweight, 320,000 pounds (145 tonnes) of carbody weight. The Max-er was 772,000 pounds (350 tonnes) of wheeled counterweight on 59 foot (18 m) wagon.

The 550 ton (450 tonne) capacity GMK7550 was rigged with 179 feet (55 m) main boom, 161 foot 49 m) luffing jib and 264,500 pounds (120 tonnes) of counterweight. Both cranes were erected within five days of being given the order.

Working at a 290 foot (88 m) radius for the 18000 and a 155 foot (47 m) radius for the 7550, Crane Rental Corporation's rigging crews attached rolling blocks, spreader bars, and 60 foot x 1½ inch (18 m x 38 mm) cables to choke the stack.

The stack was safely removed without incident and the paper mill owners decided to remove and replace several other stacks and some miscellaneous equipment within the facility while the cranes and crews were on site. ■

The chimney where it fell between two buildings 160 feet (49 m) from the ground



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The remote monitoring and control of cranes is becoming an increasingly standard way of offering a faster ongoing service. EUAN YOUNDALE looks at some of the products in the market

Remote remedies

Manufacturers are continuously broadening their remote data monitoring and updating services. One of them is industrial crane manufacturer Konecranes, which offers a real-time service to capture usage data for its process cranes. "Remote monitoring can help to maximise uptime, increase safety, optimise performance and achieve the highest lifecycle value of equipment. It allows for more accurate and in-depth analysis of crane usage that helps to reveal issues outside of standard maintenance checklists, including emerging deficiencies in processes, capacity, usage and overall operating efficiency," explains James Bow, Konecranes maintenance services.

The system sends around-the-clock data via connections to Konecranes GTS centres in the US, Finland and China. The main fixed connection and a secondary wireless connection – 3G, GPRS or satellite – attached to the crane, transfer information through a secure virtual private network (VPN) on a redundant w24 router. In addition, some processed data can be integrated with the customer's information technology (IT) system.

"As maintenance issues arise, customers

Crane Star is the first hybrid TCU – meaning GSM and satellite device – to be implemented in the heavy equipment industry, claims Manitowoc

and service technicians can troubleshoot more efficiently with faster response times and resolutions. Maintenance services can be performed based on the actual usage data of cranes," adds Bow.

Trend setting

It also tracks usage trends, including unsafe or improper crane usage, which might not be detected during standard maintenance inspections.

"The historic and predictive production and working cycle analyses gained from remote monitoring services can be used to optimise production processes and achieve the highest lifecycle value of the equipment," says Bow.

Increasing the working life of equipment is central to the remote monitoring and control philosophy, especially in these difficult economic times when operators want their cranes to last longer.

Remote control manufacturer Cattron International's CattronConnect software allows the user to create and manage

custom reports that monitor equipment health and provide alerts before damage occurs to either machinery or personnel. The software provides information to maintenance and plant managers as well as to executives and contractors. "It offers customers the ability to communicate wirelessly and bi-directionally with all of their fixed or mobile assets, including cranes, locomotives, and mining equipment, on a near-real-time basis using either the IP-based cellular networks or 802.11, or both," says Haroon Inam, vice president, global engineering.

Haroon goes on to explain that this fleet-wide capability provides value through its range of uses, which include, ensuring compliance to warranty terms and conditions, predictive and scheduled condition-based maintenance, remote firmware updates and enhanced safety reporting with a data-logging feature. "This information and the capability of these actions are available through a user-defined customised website," Haroon adds.

Fast facts

Coverage and quick transfer of information is also becoming a priority as machines become more technically advanced. The GlobalTrack G200R Iridium GPS Tracking System offers these qualities, according to the company. The Iridium system is a satellite-based, wireless communications network providing voice and data services >

Konecranes monitoring system



to nearly all locations in the world.

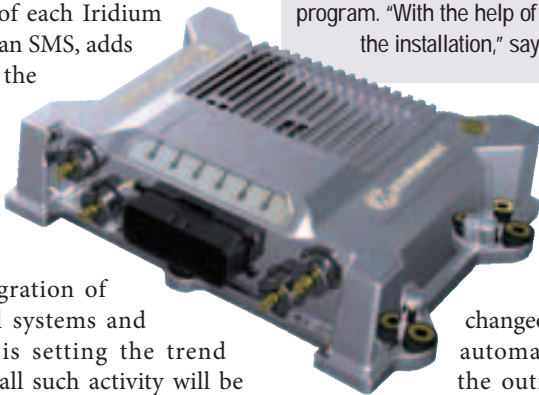
With 66 satellites forming a cross-linked grid, it is the first low-earth orbiting system for telephone service, the company adds. "At 780 km high, these satellites work differently from those at a much higher orbit, 26,000 km, in two major ways. Firstly, they are close enough to receive the signals of a handheld device, and, secondly, they act like cellular towers in the sky – where wireless signals can move overhead instead of through ground based cells," explains a spokesman.

Features of the G200R include integrated GSM/GPRS and the Iridium dual radio system in one device. There is also very low latency time, meaning data can be sent anywhere in a few seconds. In addition, the cost of each Iridium message is lower than SMS, adds the company, and the system can send and receive data directly from satellite.

One for all

This gradual integration of databases, control systems and communications is setting the trend for a future when all such activity will be enclosed in one convenient box.

Liccon2, introduced by Liebherr in the second half of 2008, is an upgrade of the original Liccon1 modular networked system, with three different control units. The three computers are integrated into the monitor from the core of the control system. By way of the LSB bus and CAN, the control units and sensors connected to the system communicate together. Functions, including, work-area limiting,



WIRELESS CONTROL

Advances are also being made in data transfer and presentation in conjunction with radio remote control. An example comes from remote control and hydraulics manufacturer Olsbergs. The company launched an eight-lever display radio controller with individual function displays at the end of 2008. It can control up to 32 proportional functions and, in principle, as many on/off functions as the operator wants. With the help of the on-board displays the operator receives continuous information concerning the menu choice made and the functions that are included in that menu.

"We have also put much effort into making the system in the single units of the electronics configurable through the software. This gives the crane manufacturer the opportunity to specially adapt each system for the final operator's wishes. This means, for example, that through the software you can configure a function to follow a special lever in a special menu."

To handle the configuration of the system the company has developed a PC-based configuration program. "With the help of the program the crane builder can easily adapt the whole system after the installation," says Olsberg's Jan-Erik Steen.



The telematics control unit or TCU is the heart of the Crane Star system

changeover slewing gear, automatic operation of the outriggers, pressure monitoring, travel functions and radio remote control can be configured on all machines.

In addition to its principal function as a control system, the Liccon2 also helps in production and after-sales service. Software can be generated using a database and transmitted to the production area via a network. The software is then downloaded to the crane using a wireless local area network (W-LAN), which is also used

before the crane is delivered to transmit its acceptance data and the serial numbers.

Cross-checking

The testing and diagnostics system provides a means of checking the crane and adjusting the system and the load moment limiter without special measuring equipment. "The system is being refined all the time and is unique on the market. Since cranes are in use all over the world, the support provided by the system is extremely important if local service personnel are to work efficiently – even without a direct radio link with the relevant branches or the main factory."

A radio link is also available between service experts and operators in the field. The Liebherr Service System (LISSY) holds all technical documentation, including,

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circuit diagrams,
software, diagnostics
system and error messages.

All this can be called up by the
service expert using the databases,
speeding up response times, says the company.

Touted as the most comprehensive
telematics system in the crane industry, Crane
Star is a new Manitowoc product for end users
to remotely monitor their assets. "From a
global perspective, looking at the system that
we have put together here at Manitowoc, it is
the most comprehensive telematics system that
I have seen," says Scott Blair, at Manitowoc.

Blair has several reasons. "Number one,
this is a hybrid system. Its primary function is
to report via GSM [global system for mobile
communications] using the GPRS [general
packet radio service] system but it also has
the ability to default to satellite so we get the
benefit of, if you are in a really tough place
where you can't get a mobile signal, we can
telemeter information out via satellite," Blair
explains.

High concept

Another reason Blair gives is the integration
of the system into the CAN (controller area
network) bus system on Manitowoc cranes.
The Crane Star system acts as another node on
the CAN bus, listening to the data that comes
across. "We pick up data from the LMI [load
moment indicator] as well as from the engine
and from sensor functions throughout the
crane that are on board."

"A key feature here about how the system
works is that Crane Star does not interfere in
any way with the crane operating system. It sits
on the CAN bus system and listens so, should
for whatever reason there be a failure or lack
of communication with the system, that in no
way, shape or form has anything to do with
crane operation, the crane operator does what
he wants to do," explains Blair's Manitowoc
colleague, John Bittner.

It is not a black box or data logger. "It is
completely different in concept and design and
it is not meant to be used in that way," Bittner
continues.

For more information about Crane Star, see
the July 2009 issue of *International Cranes and
Specialized Transport*, or visit www.khl.com ■

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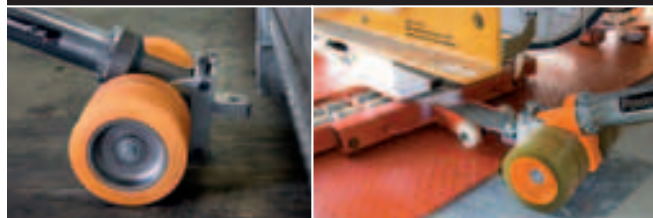
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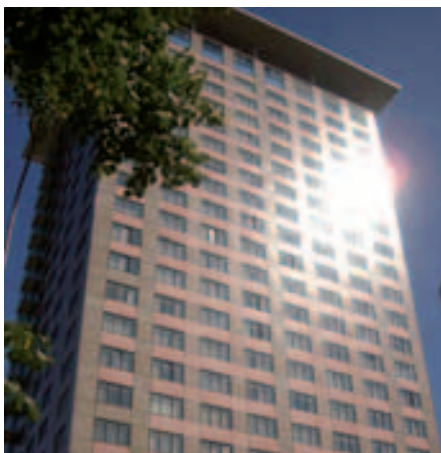
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Industry leaders to

Final touches are being put to plans for the inaugural World Crane and Transport Summit, which takes place in Amsterdam, The Netherlands on 22 and 23 October. IC previews what is shaping up to be a must-attend event



WC&TS IN SUMMARY

The World Crane and Transport Summit will be on 22 and 23 October 2009 at the famous Hotel Okura in Amsterdam, The Netherlands

The Summit is a new networking business information and social event for the leaders of the world crane & lifting and specialized transportation industries, their suppliers and manufacturers.

It will comprise a top-level, two day conference and formal business dinner, which aims to bring together senior executives from around the world.

Delegates will hear about the latest prospects for the global construction industry, the ongoing efforts to create meaningful, harmonised international standards, the most up-to-date and effective strategies. They will also be able to eat, drink and network with the many of the industry's leading people.

The summit has been created by *International Cranes and Specialized Transport* magazine and its publisher, KHL Group, with the support of companies and associations worldwide.

■ For full information plus details of how to reserve your ticket and book hotels in Amsterdam, please see www.khl.com/wcts or call Graham Anderson on +44 (0)1865 318123

The World Crane and Transport Summit will bring together senior business leaders to discuss the state of the industry, its economic prospects and the ongoing efforts to create meaningful, harmonised international standards.

There will also be sessions on the most up-to-date and effective strategies on safety and training, case studies and cutting edge innovations from around the world and the growing influence of the Chinese equipment manufacturers.

"We hope the summit will greatly aid communication between market leaders among users, suppliers and manufacturers and give everyone an opportunity to study and learn best practice in different parts of the world," said Alex Dahm, editor of *International Cranes and Specialized Transport*.

Getting started

The first day will open with scene-setting keynote presentations from Joel Dandrea, executive vice president of the Specialized Carriers and Rigging Association (SC&RA) and Christian-Jacques Vernazza, president of Group Mediaco in France and of the European Association of Heavy Haulage, Transport and Mobile Cranes (ESTA).

Dandrea will give a global industry snapshot and set out reasons for the industry's long-term optimism while Vernazza will focus on the need to drive improved safety standards through better international co-operation on working practices and standards.

There are also plans for a signing ceremony between the industry associations at the summit to mark the first steps towards creating a World Crane and Transport Alliance.

The opening speeches will be followed by an analysis of the state of the world economy and its short-term prospects, including the implications for those working in the crane, transport and

construction sectors. The speaker will be Doug McWilliams, one of Europe's foremost international economic forecasters and chief executive of the Centre for Economics and Business Research.

McWilliams is renowned speaker on economic affairs and is widely respected for his understanding of the implications of economic trends for business decisions. He was chief economist at IBM UK and has advised many major global corporations, including Siemens, Vodafone and Oracle.

Another session attracting advance interest will cover the proposed revised guidelines for crane hire and contract lifting from the UK's Construction Plant-hire Association, to be presented by chief executive Colin Wood. Even though the guidelines have not yet been finally agreed with the UK's health and safety authorities, they are already attracting interest from other countries in Europe and beyond as a possible model for other markets.

Wood will be followed by Doug Williams, president of Buckner Companies, who will set out the work being done in the USA to improve safety standards for cranes and derricks in construction.

On safety

A study of the Australian approach to crane inspection will be presented by John Gillespie, Gillespie Cranes director and president of the Crane Industry Council of Australia, with Jeff Brundell from CraneSafe Australia.

The Australians have developed an inspection regime that they feel is as good or better than any in the world.

The critical issues of the variable rules governing transportation permits in the USA and Europe, along with trailer stability and load securement will hit the headlines on the second day.

The permits debate – and how to

gather for world summit

create more uniform standards – will be presented by David Collett, managing director of Collett Transport in the UK and transportation president of ESTA. Collett will be joined by Doug Ball, SC&RA vice president, who will give the US perspective.

Following them, Bernd Schwengsbien from Scheuerle in Germany will explain the German approach to effective load securement and ask whether this approach should provide a model for others. Dutch heavy lift and transport specialist Richard Krabbendam will discuss the issues

surrounding guidelines on trailer stability.

Tower cranes

Tower Crane safety and development will also feature prominently in proceedings. Top-quality presentations are planned from specialist UK consultant Tim Watson, Christoph Schneider from Liebherr and Dr Peter Schiefer, Wolffkran CEO.

Dahm added, “We are delighted with the line-up of speakers and the support we have had from firms and associations alike. All the signs are that attendees

are in for a high quality relevant and valuable event. I urge anyone interested in improving the way they do business in the crane and transport industry to attend this event.” ■



SELECTED CONFERENCE SESSIONS

KEYNOTES – SETTING THE SCENE



Joel Dandrea

A global industry snapshot and reasons for long term optimism. Joel Dandrea, executive vice president, Specialized Carriers & Rigging Association (SC&RA).

Building worldwide co-operation and harmonised standards for a safer crane industry. Christian-Jacques Vernazza, president, European Association of Heavy Haulage, Transport and Mobile Cranes (ESTA) and Group Mediaco, France.

What future heavy lift and mobile crane markets will look like and the impact on business. Roderik van Seumeren, CEO, Mammoet, the Netherlands.

Core issues facing USA general crane rental. Frank Bardonaro, president, AmQuip.

Trends and challenges for the global construction equipment manufacturers – meeting customers' needs. Eric Etchart, president, Manitowoc Cranes.



Christian-Jacques Vernazza



Doug McWilliams

THE GLOBAL CONSTRUCTION ECONOMY

Dealing with the downturn: The global credit crisis and its impact on the world crane, transport and construction sectors. Doug McWilliams, chief executive, Centre for Economics and Business Research.

BEST PRACTICE AND CRANE SAFETY STANDARDS

Best practice for crane rental and contract lifting – where does responsibility lie? Revised UK guidelines could be a model for others. Colin Wood, chief executive, Construction Plant-hire Association, UK.

The USA's plans to help employers protect people and profits. Doug Williams, president, Buckner Companies, USA.

CRANE OPERATOR CERTIFICATION – THE US EXPERIENCE

How certification can enhance crane safety. Graham Brent, executive director, National Commission for the Certification of Crane Operators (NCCCO), USA.

CRANE INSPECTION AND MAINTENANCE

Crane inspection regimes – the Australian approach. John Gillespie, president, Crane Industry Council of Australia (CICA) and director, Gillespie Cranes, Australia. Jeff Brundell, CraneSafe Australia.

TRAILER STABILITY AND LOAD SECUREMENT

Guidelines on trailer stability – are they necessary? Richard Krabbendam, heavy lift and transport specialist, the Netherlands.

Effective load securement and the development of new rules in Germany; a model for others? Invited speaker: Bernd Schwengsbien, Scheuerle, Germany.

STANDARDS

The EN13000 crane standard debate. Robert Weiss, vice president, Cranes Inc; Hans-Dieter Willim, FEM member.

RISK MANAGEMENT

Better financial performance by progressive risk management. Kevin Cunningham, executive vice president, NationsBuilders Insurance Services (NBIS).

CHINA RISING

The growth of the Chinese market and manufacturers and its implications. David Phillips, Off-Highway Research.

TOWER CRANE SAFETY AND INNOVATION

Tower crane safety, innovation and development. Christoph Schneider, head of project management, Liebherr-Werk Biberach, Germany. Tim Watson, tower crane consultant, UK. Dr. Peter Schiefer, CEO, Wolffkran, Germany.

TRANSPORTATION PERMITS

The permits nightmare: creating uniform standards. David Collett, transportation president, ESTA and managing director, Collett Transport, UK. Douglas Ball, vice president, Specialized Carriers & Rigging Association.

ENGINE EMISSIONS

Changing regulations on engine emissions and the implications for users. Klaus Meissner, director of product integrity, Terex Cranes.

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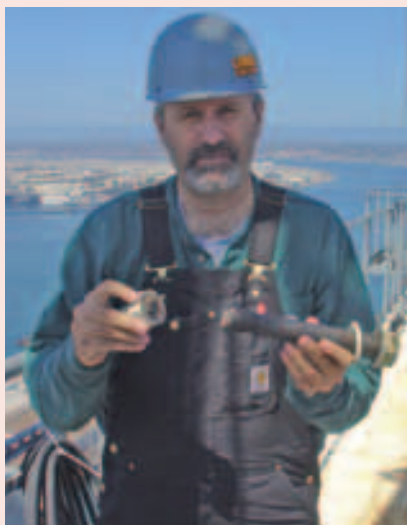
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The number one cause of tower crane accidents is not following the manufacturer's instructions

ABOUT THE AUTHOR

Terry McGettigan is a crane industry veteran with 35 years experience. Still active as a crane operator, he also works as an independent inspector, technician and consultant. His library of more than 500 tower crane accident photographs and videos can be viewed at www.towercranesupport.com



Be told

TERRY McGETTIGAN has been compiling tower crane accident data worldwide since 2000. He gives the primary cause of tower crane accidents as failing to follow manufacturer's instructions. McGettigan discusses his findings

At the time of writing another two tower crane accidents were in the news, from Korea and the UK. These incidents once again raised awareness of the death and destruction that can be caused by these machines. Although these two accidents resulted in the death of one operator and the other seriously injured, the casualties and property damage toll could have been much worse.

Since 2000 McGettigan has recorded more than 766 tower crane accidents resulting in more than 625 deaths plus many injuries worldwide.

This year alone (2009) there have been more than 78 accidents, resulting in 36 deaths. As staggering as these numbers are, it may well be that the true total is double that due to the fact that many incidents go unreported, McGettigan says.

The ongoing research is the result of many hours spent collecting hundreds of reports, pictures and videos to substantiate the findings. NB: These statistics focus only on construction related tower crane accidents. They are mostly serious incidents resulting in some kind of death and or injury, collapse or damage.

Causes

Approaching half – 42% – of the tower crane incidents involve erection or dismantling or climbing, to raise the height of the crane. Of the 42%, erection or dismantling contributed to 26 (just over half) of them and climbing contributed the remaining 16. The primary cause for these failures is not following the manufacturer's instructions.

In-operation accidents were responsible for 27% of the total. Primary causes were foundation and structural failures, electrical and mechanical malfunctions.

Operator error was the attributed cause in 13% of the incidents. This

was not following the manufacturer's operating instructions or tampering with, or knowingly operating, a crane with malfunctioning safety limits.

Mother Nature, in the form of wind and earthquakes, was responsible for 10% of the incidents. Some of the wind-related accidents may be due to the operator not following proper shut-down procedures.

The remaining 8% of incidents are attributed to unknown causes. Due to translation issues and or lack of information, the cause and injuries are unknown.

Near misses and unsafe practices

All too often, close-calls and unsafe practices seem to be the norm when working with tower cranes. Ask anyone who has been in the field for more than 30 years and they would tell you, with a shrug, "It is the same as it ever was". What makes this puzzling is that tower cranes are not complicated structures. Their basic design, erection and operating principles have changed little in decades.

After so many years executing high risk procedures, one might be forgiven for thinking the process is done safely but this is often not the case. Why, with all the hard lessons learned, do elementary mistakes continue to plague the industry, no matter the culture?

Government regulators, independent safety organizations and industry experts have held countless conferences over the last 10 years lobbying to improve standards around the world. Perplexingly the thrust of this attention has been focused primarily on the operator, mandating them to extensive regulations and responsibilities far beyond their job title.

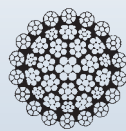
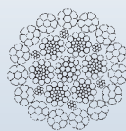
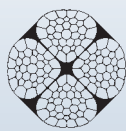
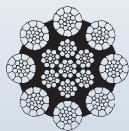
The statistics, however, show operators are only responsible for 13% of accidents. Incredibly those culpable for the vast

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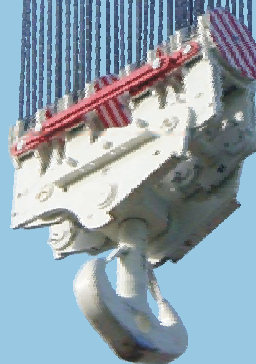


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In most cases, those responsible for the more-than 766 accidents between 2000 and 2009 had good reputations

majority of tower crane accidents (69%) are held to much lesser standards. For the most part they are only "presumed" to be qualified based on hear-say, rather than on documented specific training, experience and licensing. In the USA to qualify as a hairdresser there is 1,500 hours of training, testing in written and practical skills, and then a licence. Yet few, if any, erectors, inspectors and others who work with cranes could compare similarly with what is required to be a hairdresser.

Manufacturers should also be held accountable, McGettigan says, commenting that few offer accessible training for erection, dismantling and climbing. "Quite often their manuals regarding these procedures are unclear and deficient. It's no wonder that those in the field resort to unsanctioned methods which are prevalent throughout the industry," McGettigan says.

Another alarming issue is access to manufacturers' safety alerts. They are "only distributed to crane vendors, who are reluctant to make known potential problems with the cranes they are trying to sell or rent." McGettigan goes on to say that manufacturers should be mandated to allow unrestricted access to these vital crane safety bulletins, especially to crane inspectors.

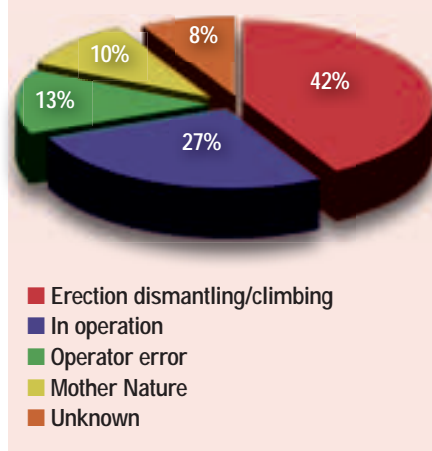
Mistakes worldwide

Despite the fact that a large percentage of the accidents happen in just a few countries, the causes are borderless stupid mistakes that keep repeating around the world, McGettigan says. "It seems that in the rush for development, one's proficiency has been replaced by sub-standards. Terms such as: 'not ideal situation' and 'common practice' have become acceptable reasoning to disregard engineered instructions.

"Gone are the days when one would attend a multi-year apprenticeship to learn a skill. This has been replaced by fast-food-like accreditations or, in most areas, none at all. To boot, those of significant authority seldom have the unwavering 'character' to red-tag a situation no matter

More than 25% of the deaths and injuries are to 'civilians'

WORLDWIDE TOWER CRANE ACCIDENT STATISTICS 2000 TO 2009



what the personal cost."

Unsafe acts and/or conditions are the fundamental cause prior to any accident and someone had chosen, either through ignorance or negligence, not to follow a sanctioned action. These chronic behaviours occur when those who are entrusted to execute these high risk operations are lacking training, are under pressure and are left unsupervised.

"Craning is a high risk business and accidents will never be totally eliminated. There are just too many variables." The senseless, avoidable accidents, however, can be minimised by following some meaningful standards:

- 1) Public safety is paramount.
- 2) Strict adherence to manufacturer instructions.
- 3) Credentials. "Everyone" should be thoroughly trained and experienced with the task at hand.
- 4) Prudent planning. Beware; once a schedule falls behind, shortcuts are inevitable.
- 5) Assembly/disassembly. Any assist cranes or derricks should not exceed 75% capacity.
- 6) Independent oversight. The last line of defence is onsite audit during high risk procedures.

Too many times, we have seen the devastating results that a worst-case scenario can bring. It is my goal that lives can be saved, property damage averted and reputations preserved through awareness and "meaningful" regulations, strictly enforced.

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ENTRY 1

Air support

EQUIPMENT USER: R. Baker & Son All Industrial Services

LIFTING EQUIPMENT USED: Krupp 100 GMT

LOCATION: New York, USA

R. Baker & Son All Industrial Services moved prized military aircraft at New York City's Intrepid Sea, Air and Space Museum during a restoration project.

One of the aircraft hoisted aboard the carrier was an F-11 Tiger – Blue Angel (US Navy flight demonstration squadron) #5 from 1961 to 1963. Craneage was the 120 US ton (109 tonne) capacity hydraulic truck crane.



ENTRY 2

Hudson miracle

EQUIPMENT USER: Weeks Marine

LIFTING EQUIPMENT USED: 680 t barge crane

LOCATION: New York City, USA

A 750 US ton (680 tonne) capacity 52 Clyde heavy lift barge crane was used to hoist a submerged aircraft out of the Hudson River, New York City, after it crash landed in January. The assist crane was a 37 Davo, a 115 ton (104 tonne) former military machine. The toughest part of the job was accomplished by the six man hard hat dive crew, which had to attach the rigging in the icy water.



TopLift

The 11th annual TopLift contest is here. International Cranes and Specialized Transport readers are asked to choose their favourite lift of the year from our selection

ENTRY 3

Trend setting

EQUIPMENT USER: Burkhalter

LIFTING EQUIPMENT USED: Hydrospec BSET

LOCATION: USA

In March 2009 Burkhalter's self-erecting tower lift system BSET, newly manufactured by Hydrospec, was used for the first time to lift and set two hydrocracker reactors each weighing 2,128,000 pounds (965 tonnes), within an active refinery. The BSET is guyless so it is good for confined sites.



ENTRY 4

Jacking giant

EQUIPMENT USER: ALE

LIFTING EQUIPMENT USED: AL.SK90

LOCATION: Jubail, Saudi Arabia

The 96,000 tonne-metre rated giant was used, for the first time, to lift a 69 m long depropaniser column at a petrochemical plant. Lifting work was carried out at 84 m radius, allowing engineers to complete foundations and piperacks in advance of the column installation.



ENTRY 5

Frozen frontiers

EQUIPMENT USER: Neumayer III JV

LIFTING EQUIPMENT USED: Sennebogen 3300 Star-Lifters

LOCATION: Antarctica

The Neumayer III joint venture of Kaefer and JHK Anlagenbau und Service used a pair of 125 tonne capacity Sennebogen 3300 Star-Lifter lattice boom crawler cranes on a long term project in the harsh conditions of Antarctica. It involved building a German polar and marine research station.



2009

of 10 spectacular lifting projects carried out over the last 12 months. To register your vote, please complete and return the form on page 46.

ENTRY 6

Quick reaction

EQUIPMENT USER: The Fourth Construction Company of Sinopec

LIFTING EQUIPMENT USED: Terex Demag CC 8800-1 and CC 2500

LOCATION: Xingang Port, China

A CC 8800-1 crawler crane assisted by a CC 2500 lifted a 407 tonne, 47 m long, 8 m diameter polythene reactor, en route to an ethylene plant in Dagang. It was erected to a height of 108 m in SSL superlift.



ENTRY 7

Offshore might

EQUIPMENT USER: Liebherr

LIFTING EQUIPMENT USED: Liebherr MTC 78000

LOCATION: Rostock, Germany

Liebherr's new 1,600 tonne MTC 78000 offshore slewing crane carried out a 1,760 tonne test lift. The company's biggest crane was installed on heavy load vessel *OSA Goliath* in Rostock, Germany. The MTC 78000 is rated at 78,000 tonne-metres, with the crane still being able to slew 360°. Boom length of the first unit is 87 m.



ENTRY 8

Power play

EQUIPMENT USER: Mammoet

LIFTING EQUIPMENT USED: Mammoet PTC-DS

LOCATION: Neurath, Germany

Mammoet was awarded the contract to supply a PTC-DS (double stacked) super heavy lift crane to help build one of the largest power stations in Europe. Due to the height of the power plant, the PTC-DS had to be modified with a 134.6 m main boom and an additional 69.3m jib.



ENTRY 9



Tandem challenge

EQUIPMENT USER: Stahlbau Schaefer

LIFTING EQUIPMENT USED: Manitowoc Grove GTK1100

LOCATION: SaarLorLux region, Germany.

A pair of Manitowoc Grove GTK1100 cranes worked in tandem to erect a new chimney for a coke production facility owned by heavy plate steel producer Dillinger Hütte. Supplied by Wiesbauer and Breuer & Wasel, they were chosen over crawler cranes for lower costs, their ability to be rigged in a confined space and their considerable lifting capacity at great height, said main contractor Stahlbau Schaefer.

ENTRY 10



Turbine tower

EQUIPMENT USER: Sarens

LIFTING EQUIPMENT USED:

Liebherr LG 1750

LOCATION: North Sea

A 750 tonne capacity crane was used to install 325 tonne nacelles at 120 m at the Thornton bank offshore wind farm. The crane was on a 40 m high Sarens Modular Lifting Tower, instead of using a 1,250 tonne crane. This overcame weight restrictions on the jack-up barge. The *Buzzard* barge carried the Liebherr LG 1750 out to the Thornton bank, where it stayed for two months.

TopLift 2009 voting form

ENTRY 1 ☐

Air support

EQUIPMENT USER:
R. Baker & Son




Select your favourite lift from this year's entries by ticking one of the entry boxes and then fax, post or e-mail your entry with your full name and address details as requested at the bottom of this page

ENTRY 2 ☐

Hudson miracle


EQUIPMENT USER:
Weeks Marine



ENTRY 5 ☐

Frozen frontiers

EQUIPMENT USER:
Neumayer III JV



ENTRY 8 ☐

Power play

EQUIPMENT USER:
Mammoet



ENTRY 3 ☐

Trend setting

EQUIPMENT USER:
Burkhalter



ENTRY 6 ☐

Quick reaction

EQUIPMENT USER:
Sinopec



ENTRY 9 ☐

Tandem challenge

EQUIPMENT USER:
Stahlbau Schaefer



ENTRY 4 ☐

Jacking giant

EQUIPMENT USER:
ALE



ENTRY 7 ☐

Offshore might

EQUIPMENT USER:
Liebherr



ENTRY 10 ☐

Turbine tower

EQUIPMENT USER:
Sarens



YOUR DETAILS

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Company name: _____

Country in which you are based: _____

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POST: TOPLIFT 2009

International Cranes and Specialized Transport

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NOTE: To ensure a fair competition all entry forms must be completed in full. Employees of the companies entered in TopLift 2009 are **NOT** allowed to vote.

CLOSING DATE FOR ENTRIES: FRIDAY 30 OCTOBER 2009

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The 10th Beijing International Construction Machinery Exhibition & Seminar (BICES) will be held from 3 to 6 November 2009 at the Jiu Hua International Exhibition Center in Beijing, China. *IC* previews the event

On show in China

EXHIBITION INFORMATION

WHAT:

10th Beijing International Construction Machinery Exhibition & Seminar (BICES 2009)

WHEN:

3 – 6 November 2009

WHERE:

Jiuhua International Exhibition Center, Beijing, China

ORGANIZERS:

Included are: China Construction Machinery Company Limited, China Council for the Promotion of International Trade Machinery Sub-council, China Construction Machinery Association, The Association of Equipment Manufacturers (AEM), Messe Munchen GmbH (MMG)

MORE INFORMATION:

www.e-bices.org/en/



The last show, in 2007, attracted more than 60,000 visitors

The 2009 BICES show in China will be the largest construction machinery exhibition in the Asia-Pacific region in 2009. Strong interest in the 2009 show might appear to be at odds with what could be expected considering the world economic situation. At the time of writing, however, in late August the amount of outdoor space booked had passed 100,000 square metres, exceeding the total show area of the previous show in 2007.

Similarly, more than 650 exhibitors were registered by then, exceeding the previous show's total. The rise was attributed to an increase in the number of domestic exhibitors because there were fewer joint venture and overseas companies signed up.

Commenting on the Chinese construction equipment market, David Phillips, managing director at Off Highway Research, said, "...given the sheer scale of the global downturn in demand, the Chinese market has remained remarkably resilient, and remains the largest in the world. Whilst the domestic industry sees itself in recession and suffering a sharp decline, compared with other markets, it is in robust health and can look forward to

continued growth over the next five years."

In more detail, OHR forecasts that mobile crane sales in China will continue to rise from the 19,163 units in 2008 to 21,600 in 2009 and 22,500 in 2010, largely due to strong demand from railway construction. OHR forecasts similar rates of growth for almost all other types of construction equipment.

At the time of writing, Sany had booked the largest area at the 2009 BICES, taking more than 5,000 square metres of space. Other crane and transport industry exhibitors with large stands (more than 600 square metres) include Foton, Kobelco, Liugong, Manitowoc, Terex, XCMG and Zoomlion.

A theme at this year's show is Safety, Environmental Protection and Innovation. It has helped attract engine manufacturers, for example, Cummins, Isuzu, Perkins and Yuchai. They will show their latest products to meet rising demand for low emission, high efficiency engines in emerging markets, say BICES organizers.

IC publisher, KHL, will be exhibiting at stand number BP24 in Hall B.

SELECTED EXHIBITORS

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CEA

Deutz

Dinamic Oil

Foton Lovol

KHL Group, publisher of *IC*

Kobelco

Liugong

Manitowoc

Perkins Engines

Pfeifer Steel Wire Rope

Rayco-Wylie Systems

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COMMENT

Joel M Dandrea

Our view of the summit



What started as a conversation in 2007 has grown into a very ambitious World Crane and Transport Summit on 22 and 23 October 2009 at the Hotel Okura in Amsterdam, the Netherlands. Although SC&RA and other participating organizations have spent time working with KHL to help determine the optimal speakers, subject matter and venue, full credit – and thanks – should go to KHL Group, for creating and organizing the summit.

Joining SC&RA in helping KHL make this dream a reality are a host of other leading industry associations and their member companies worldwide. One of the highlights of the summit is expected to be the signing of a document by top executives of these associations to officially form the World Crane and Transport Alliance.

The alliance agreement will formalise the signatory associations' commitment to the advancement of safety, productivity and profitability through a worldwide collaborative relationship. Like the summit, the alliance agreement will promote harmonisation of standards, increase common understanding and promote acceptance of industry best practices.

I am honoured to have been chosen as a keynote speaker for this groundbreaking summit. After KHL publisher James King's opening remarks, I will present a global industry snapshot and share some reasons for long-term optimism.

Joining me as speakers are highly respected experts from SC&RA's ranks. As of mid-August, these members include: Frank Bardono, AmQuip president; Graham Brent, National Commission for the Certification of Crane Operators executive director; Kevin Cunningham, NationsBuilders Insurance Services executive vice president; Eric Etchart, Manitowoc CEO; Klaus Meissner, Terex Cranes director of product integrity; Roderik van Seumeren, Mammoet CEO; Robert Weiss, Cranes Inc. vice president; and Doug Williams, Buckner Companies president.

The speaker roster also includes representatives of other noteworthy associations around the world such as the Crane Industry Council of Australia (CICA), the European Association

of Heavy Haulage Transport and Mobile Cranes (ESTA), and the Federation Européenne de la Manutention (FEM). As a result of the summit, SC&RA hopes to strengthen the solid relations it already has with these organizations. By the time this column appears, other speakers may have been added to this already impressive line up.

- I really cannot improve on KHL's list of benefits to be gained from attending the summit:
 - Hear how your business can take advantage of global best practices
 - Develop contacts with end-users, associations and manufacturers
 - Hear from leading experts about opportunities in fast-changing markets
 - Influence and be involved in the debate on vital industry issues
 - Raise your company profile among senior global executives.
- To further facilitate networking, SC&RA will welcome all registered attendees at a reception on Wednesday evening before the summit. We are delighted to give attendees this opportunity to meet counterparts from around the world in a relaxed atmosphere before the beginning of more serious business.

SC&RA already has a strong tradition of providing a productive networking environment among its members in 43 countries. The World Crane and Transport Summit will build on our efforts to reach out to companies worldwide through our Annual Conference, Crane & Rigging Workshop, Specialized Transportation Symposium and the occasional International Business Forums.

Regardless of prevailing economic and political conditions, such efforts can help companies navigate beyond barriers created by differences from nation to nation in regulations, language and even traditions. It is very encouraging to see the amount of business created around the world as a result of alliances fostered by SC&RA.

Special thanks and recognition are extended again to KHL Group for organizing the Summit and continuing to serve as a strong strategic partner to SC&RA and a quality industry publisher.

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Providing financial benchmarks

Every other year SC&RA gives members an opportunity to participate in a financial benchmark study that highlights the characteristics of top-performing companies.

These studies are a resource designed to help participating members identify opportunities to improve the profit, cash flow, financial stability and value of their business.

TERRY WHITE reports

Thirty-one member companies of SC&RA gained an enhanced understanding of their industry's financial condition by being part of the association's *2009 Financial Benchmark Study*. The 45-page report focuses on the aggregate responses of the companies to a confidential survey of their operations, based on results from 2008.

Although the members paid nothing to participate, they gained invaluable information about their company's financial performance compared to that of other companies in their industry. To make the study even more relevant, the statistics and analyses were separated into three service types – specialized transport, crane rental and rigging.

In addition to the official *Benchmark Study*, participating members received a *Performance Profile* customized for their company. These individual reports, seen only by the company covered, allow participants to measure their own specific results against benchmarks established by all companies responding to the survey. A third component – *the Business Improvement Guide* – is designed to help companies take information from the benchmark process and use it to embark on a structured approach to continual business improvement.

Economic storm

Results from the 2009 study present a financial snapshot of an industry rocked by the turbulent economy.

Participating members experienced average sales declines of 22.2% in the last two years. Hit hardest was the specialized transport segment, with sales declining 29.73% during that period. Sales dropped 22.72% for crane rental companies and 14.64% for rigging companies.

About three-quarters of the companies



reported sales declines for 2008, compared to 2007. Those reporting declines showed an average drop in sales of 32%. Companies reporting increases showed average sales growth of 11%.

Sixty-five percent of participating members forecast a decrease in sales for 2009. For those expecting declining sales, the average forecast was 32%. The remaining 35% of participating members anticipated a lift in sales. Their average estimated increase was 8%.

Given the current economic environment, improving profit and cash flow in the months ahead will continue to be challenging for many. Despite the challenges and uncertainty, focusing on the fundamentals of business can help companies to survive and even thrive in difficult economic times. These fundamentals include deliberate attention to building sales, management of gross margins and expense control to maintain

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— **Bernd Schwengsbier**, Sales Manager
Scheuerle Fahrzeugfabrik GmbH, Pfedelbach, Germany

"Our membership in SC&RA is a benefit both to Manitowoc and our customers worldwide. The association provides its members with many opportunities, including educational meetings useful publications, and networking opportunities that promote safety and the value of our industry."

— **Larry Weyers**, Executive Vice President
Manitowoc Cranes Americas, Manitowoc, Wisconsin

"For us, SC&RA is the perfect organization. You could travel for weeks and not meet as many important customers as you can at the SC&RA Annual Conference. I've been coming to the Annual Conference for close to 20 years, and other Goldhofer representatives were coming long before that. It's a must to attend – and a pleasure."

— **Horst Haeefe**, Director of Sales–Heavy Duty
Goldhofer Aktiengesellschaft, Memmingen, Germany



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profits, management of cash flow, and productive use of assets and debt.

The study provides essential information to help companies make prudent, fundamental business decisions. As they review the information, study users are encouraged to consider a few important questions such as:

- How has my business performed over the last three years? How have my actions affected business success and shortfalls?
- What are the top performers achieving in each of the key performance areas? What could I do differently to achieve stronger performance?
- What opportunities and challenges do I see? How can I prepare my business to thrive and capitalize on opportunity?

Profit picture

"The financial benchmark studies have long been one of the most valuable benefits SC&RA offers because they can make a huge difference in prospects for success for all three of the service types," said Joel Dandrea, SC&RA executive vice president. "That's even more important now because of prevailing economic uncertainties."

Dandrea noted that the profitability component of the survey was particularly significant because it clearly demonstrated how leading companies gained an advantage from managing key expenses, for example, labour, equipment, and administration.

Among specialized transport companies surveyed, the top half of companies had 13.3% in profit before tax, plus owner compensation of 1.1%, for total profit to owners of 14.4% (compared to 10.3% for all specialized transport companies surveyed). Multiplying this 4.1% difference by the median sales for all companies of US\$13,882,466 results in more than \$569,000 in additional profits for those who can match the expense controls of the top half.

Among crane rental companies surveyed, the top half of companies had 17.5% in profit before tax, plus owner compensation of 3.1% for total profit to owners of slightly more than 20.5% (compared to 11.8% for all crane rental companies surveyed). Multiplying this 8.7% difference by the median sales for all companies of \$13,428,182 results in more than \$1 million in additional profits for those who can match the expense controls of the top half.

Among rigging companies surveyed, the top half of companies have 7.5% in profit before tax, plus owner compensation

The financial benchmark studies have long been one of the most valuable benefits SC&RA offers because they can make a huge difference in prospects for success for all three of the service types

JOEL DANDREA,
SC&RA executive vice president

of 4.5%, for total profit to owners of 12.0% (compared to 6.6% for all rigging companies surveyed). Multiplying this 5.4% difference by the median sales for all companies of \$14,946,875 results in more than \$800,000 in additional profit for those who can match the expense controls of the top half.

Action-orientated

SC&RA made the study even more useful to members by devoting a full-day session to it during the Financial & Risk Management Forum, 19-20 August, in Pittsburgh, Pennsylvania, USA. The session was facilitated by Mike Whitlock, who has worked with SC&RA to maximise the benefits of past financial benchmark studies.

The study itself was conducted by Profit Soup. Barbara Carper, Profit Soup president, has compiled a number of previous benchmark studies for SC&RA and other associations in the United States, Canada and Australia. She notes that the latest study reflects a new, action-orientated approach that improves the ability of users to navigate the process of making businesses more economically viable.

If you missed the opportunity to participate in the study, you can still purchase a copy of the report for \$495. Although you would not have access to an individualised consulting report, the *SC&RA Financial Benchmark Study* is packed with useful information, including action plans for success. The study is available to SC&RA members only. To order, visit www.scranet.org/store or call +1 (703) 698-0291.



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IN SIGHT OFF ROAD



Orlaco has developed a new monitor for offroad vehicles. The shock and vibration resistant RLCD camera meets the highest requirements: IP67 water resistance and an EMC resistance of 100 volts per metre, said the company. The new on-screen display makes the monitor particularly user friendly, Orlaco added.

The introductory offer combines the RLCD monitor with a compact colour camera. The camera has a light sensitivity of 0.5 lux and ensures excellent images in bright or low sun, said the company. It added that the nitrogen-filled housing makes the camera completely waterproof. Orlaco can supply extra strengthened and flexible cables with the set that can be used to wire up earthmoving machines.

■ For more information see www.oralco.nl

FUEL CONTROL

Fleet managers have to be in control of fuel access, aware of stock levels and able to analyse driver and vehicle fuel usage. New fuel management software from Fueltek gives fleet managers full-time data access. Fueltek Fuel Manager Online (FMO) software is different from traditional fuel management software, Fueltek said, because it is a web browser-based application.

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

Quiet strength

In response to demands for quieter more durable products, Eaton Corporation has added Group 2 (SAE A) Cast Iron series pumps to its Global Gear Pump (GGP) line.

The new pumps have been engineered primarily for mobile applications and are available in 10 displacements from 8 cm³/revolution to 36 cm³/rev, with maximum operating pressure up to 310 bar and speed up to 3,600 min⁻¹.

A feature of the new pumps is that they can operate in the higher temperature environment created by upcoming diesel emission regulations, said the company. "Cast iron, with its proven durability and thermal stability, is clearly the material of choice going forward, and the GGP A-Cast Iron series is ready to meet the challenge," a spokesman explained. "Cast iron's better thermal stability



and higher strength imparts greater durability and extends service life when compared to aluminum pumps or similar types."

■ For more information see www.eaton.com

HIGHLY RATED HOISTS

J.D. Neuhaus has added two air operated hoists to its Profi range. The Profi 1.5 TI and Profi 3 TI/2 models both have a new 2 kW-rated vane motor. The hoists have fulfilled the required 480 hours with full load under the drive mechanism group M3/1 Bm classification. This corresponds to 19,200 load cycles at 3 m lift height.

They have capacities of 1.6 and 3.2 tonnes, working over a pressure range from 4 to 6 bar. The rope and FI control allow sensitive regulation of the lifting and lowering speeds, said the company. As with all JDN air hoists, the new Profi requires no additional motor lubrication, added the company.

■ For more information see www.jdn.de



Destination Pluto

As demand increases for lifting equipment with Det Norske Veritas (DNV) approval, Modulift has completed its second bespoke spreader system with full certification.

Both spreader systems are for the Pluto LNG Project in Western Australia. The AU\$12 billion (US\$ 10 billion) venture is set to become the

fastest developed LNG project from discovery of the gas field in 2005 to first gas in late 2010, according to Modulift. It will process gas from the Pluto and Xena gas fields in the Carnarvon Basin, about 190 km northwest of Karratha, Western Australia.

Nick Latham, Modulift Group chairman, commented

on the 400 tonne capacity spreader system, "The Modulift 271 range is supplied as standard with a test certificate, a certificate of conformity and is designed for temperature conditions down to -20 degrees centigrade. It is also available off the shelf."

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



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Milwaukee, Wisconsin, USA
www.scranet.org

ICUEE

6 – 9 October 2009
Louisville, Kentucky
USA
www.icuee.com

CONMEX 2009

12 – 15 October 2009
Expo Centre Sharjah, UAE
www.imag.de

WORLD CRANE & TRANSPORT SUMMIT

22 – 23 October 2009
Amsterdam, the Netherlands
andersonmedia@btinternet.com

SAIE 2009

28 – 31 October 2009
Bologna, Italy
www.saie.bolognafiere.it

TERTS (THE EUROPEAN ROAD TRANSPORT SHOW)

30 Oct – 7 Nov 2009
RAI, Amsterdam, the Netherlands
www.roadtransportshow.com

BICES 2009

3 – 6 November 2009
Beijing (Jiuhua IEC), China.
www.e-bices.org

LIFTEX 2009

20 November 2009
Chester, UK
www.leea.co.uk

COMMERCIAL VEHICLE OPERATOR SHOW

13 – 15 April 2010
NEC, Birmingham, UK
www.cvoperatorshow.co.uk

BAUMA (MUNICH)

19 – 25 April 2010
Munich, Germany
www.bauma.de

SC&RA ANNUAL CONFERENCE

6 – 10 April 2010
Orlando, Florida, USA
www.scranet.org

Picture of the month

Konstantin Guba, Crane Care manager for Manitowoc Cranes in the CIS, sent this picture of a bird's nest high up on the jib of a tower crane. The nest is made from scrap pieces of wire and electrical cable. Despite little shelter and the lofty position, the four chicks appear to be doing well.



PEOPLE NEWS



Herman Hazewinkel

■ **HERMAN HAZEWINKEL** is appointed chairman of the supervisory board of Smit Internationale NV Rotterdam, the Netherlands, from 1 September 2009. Hazewinkel has been a member of the supervisory board since 6 May 2009. The board decided that current chairman Eric Dorhout Mees will step down at the same time. "The company is very grateful to Mr Dorhout Mees for his valuable contributions during his four years as chairman of the Supervisory

Board and is pleased that Mr Dorhout Mees will stay as an ordinary member of the Supervisory Board," said a spokesman.

■ **Ainscough Crane Hire**, in the UK, will combine its national sales force under the leadership of **GEORGE KESTERTON**, previously sales director for the northern region of the UK. The company has also announced that **STEVE WATHEN**, previously heavy cranes general manager, has been promoted to



George Kesterton

commercial director heavy cranes, with immediate effect. He will report to Kesterton. Wathen and Kesterton will absorb the responsibilities of Grant Mitchell, sales director southern region and heavy cranes, who leaves the business to pursue other interests.

■ Online used construction and agricultural equipment auction company IronPlanet in the USA announced that **ROGER SIBONI** has joined its board of directors. Siboni brings more than 30 years of experience and executive level management in technology and financial management. Most recently Siboni was president and chief executive officer of

customer relationship management software company E.piphany Inc. from August 1998 to July 2003.

■ **FRANK MCKINNEY** joins AmQuip Crane Rental, in the USA, as its new Midwest crane rental specialist, based in Cincinnati, Ohio. He is an instructor, a CCO-accredited practical examiner and a certified operator. McKinney was most recently employed as a crane instructor with the Ohio Operating Engineers Apprenticeship and Training Program.



Frank McKinney

■ 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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GROVE INDUSTRIAL 24	1980
GROVE GMK 2035	2000
GROVE GMK 3050	1998/2000
GROVE GMK 4080	1998

GALION	
GALION 150A	1975/78

LIEBHERR	
LIEBHERR LTM 1040	1992
LIEBHERR LTL 1050	1992
LIEBHERR LTM 1060/2	2001
LIEBHERR LTM 1160/1	1995
LIEBHERR LTM 1400	1991

KRUPP	
KRUPP KMK 3050	1996
KRUPP KMK 4080	1994

XCMG	
QY25K5	NEW
QY50K	NEW
QY50 CRAWLER CRANE	NEW
XCMG QY70K	NEW

FAUN	
FAUN RTF 40/3	2001
FAUN ATF 50/3	1999

TADANO	
TADANO TR250	1998

MUNSTER	
MUNSTER ABK 30-55	1996



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returned to Translink by 3pm on Tuesday 6th October 2009.



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cranes for sale

- 30 t FAUN RTF 30-2, year 88
25,3 + 11 m, 4x4x4
- 35 t LIEBHERR LTM 1035, year 88
30 + 14,5 m, 6x4x6
- 35 t GROVE GMK 2035, year 98
29 + 15 m, 4x4x4
- 40 t DEMAG AC 40-1, year 99
32 + 13 m, 6x6x6
- 60 t GOTTWALD TMK 75-44, year 75
39 m, 8x4x2
- 80 t KRUPP KMK 4080, year 93
43 + 13 m, 8x6x8
- 90 t KRUPP KMK 5090, year 92
41 + 16 m, 10x6x10
- 110 t KRUPP KMK 5110-1, year 95
46 + 32 m, 10x6x8
- 140 t KRUPP KMK 5140, year 93
49 + 18 m, 10x6x10

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ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
20 t Krupp KMK 2020	1994	4x4x4	20,50m + 3,80m
25 t Demag AC 25	1998	4x4x4	25,00m + 1,20m
25 t Demag AC 25	2000	4x4x4	25,00m + 13,00m
30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t Liebherr LTM 1030-2	2002	4x4x4	30,00m + 15,00m
35 t PPM ATT 400	1998	4x4x4	30,40m + 15,00m
35 t PPM ATT 400/2	2000	4x4x4	30,40m + 8,00m
40 t Terex-Demag AC 40L	2009	4x4x4	37,40m + 8,00m
40 t Liebherr LTM 1040-1	1994	6x4x6	30,00m + 8,00m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
50 t Demag AC 155	1993	6x4x6	40,00m + 17,60m
50 t PPM ATT 590	1996	6x6x6	40,00m + 15,00m
50 t Faun ATF 50-3	1997	6x6x6	38,00m + 16,00m
50 t Demag AC 50-1	2002	6x6x6	40,00m + 17,00m
50 t Grove GMK 3050	2006	6x6x6	38,10m + 15,00m
55 t Liebherr LTM 1055.3-1	2004	6x6x6	40,00m + 16,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70 t Grove TT 865	1997	8x6x8	38,00m + 18,50m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 27,00m
75 t Grove GMK 4075	2001	8x6x8	43,20m + 17,00m
80 t Liebherr LTM 1080/1	1999	8x6x8	48,00m + 17,00m
80 t Grove GMK 4080-1	2006	8x6x8	51,00m + 15,00m
90 t Liebherr LTM 1090/2	1998	8x8x8	52,00m + 18,00m
90 t Faun ATF 90G-4	2008	8x8x8	51,20m + 19,00m
100 t Faun ATF 100-5	2001	10x8x8	51,00m + 30,10m
120 t Demag AC 395	1996	10x8x10	60,00m + 17,60m
120 t Terex-Demag AC 120	2007	10x8x10	60,00m + 17,60m

TELESCOPIC - TRUCK CRANES

25 t Kato NK 250 E	1998	6x4x2	30,00m + 7,50m
25 t Tadano TL 250 E	1998	6x4x2	30,00m + 7,50m
50 t Kato NK 500 E	1997	8x4x4	40,00m + 15,00m
75 t Gottwald AMK 85-53	1977	10x6x6	39,00m + 21,00m

REACHSTACKER

40 t PPM 40 GMI	1991	4x2x2	4 th height
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BOOMLIFTER

3,3 t JCB Telehandler 535-105	2006	4x4x4	10,50 m
3,5 t JCB Telehandler 535-125	2007	4x4x4	12,50 m
5,0 t Terex Girolift 5022	2001	4x4x4	22,00 m

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CRANES FOR SALE:

Liebherr LTM 1040 2006

Liebherr LTC 1055 2005

Liebherr LTM 1070 2005

Liebherr LTM 1095 2006

Liebherr HS855HD 2007

Liebherr HS885HD 2006

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MANITOWOC, M250S-2, 1996



KOBELCO, CKE2500, 2004



TADANO-FAUN ATF220G-5, 2007

CRAWLER CRANES

Manufacturer	Model	Cpty(t)	YOM
KOBELCO	BM800	80	1996
KOBELCO	7120	120	2005
KOBELCO	7150	150	1995
KOBELCO	SC1500	150	1995
KOBELCO	CKE1800	180	2003
KOBELCO	7250-2F	250	2006
KOBELCO	7250-2F	250	2009
KOBELCO	CKE2500	250	2005
HITACHI-SUMITOMO	SCX2800-2	275	2009
MANITOWOC	M16000	450	2005
MANITOWOC	M18000	750	2006
LIEBHERR	1800	1000	1998

MOBILE CRANES

TADANO	GR500N-1	51	2004
KATO	SL650	65	2008
SAMSUNG	SC25H-2	25	1996
SAMSUNG	SC50H-2	50	1997
LIEBHERR	LTM10 70	70	1989
DEMAG	AC 205	80	1995
LIEBHERR	LTM1090/2	90	1999
LIEBHERR	LTM1095	100	2007
TADANO	AR1000M	100	1993
SUMITOMO	SA1000	100	1993
DEMAG	AC435	150	1994
KRUPP	KMK6200	200	1996
LIEBHERR	LTM 1200	200	2007
TADANO-FAUN	ATF220G-5	220	2007



KOBELCO 7250-2F, 2005

HITACHI-SUMITOMO
SCX2800-2, 2006

KOBELCO CKE4000C, 2008

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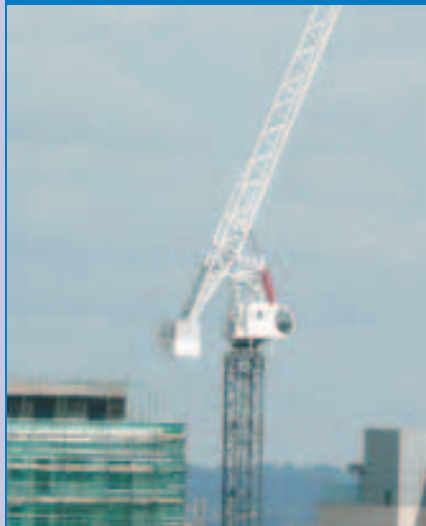
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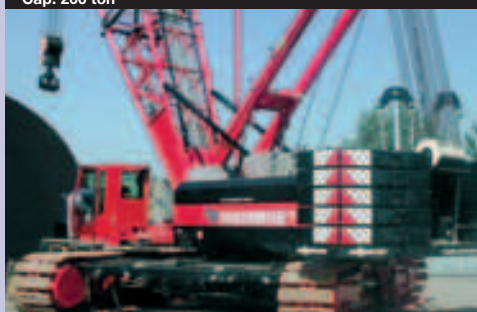
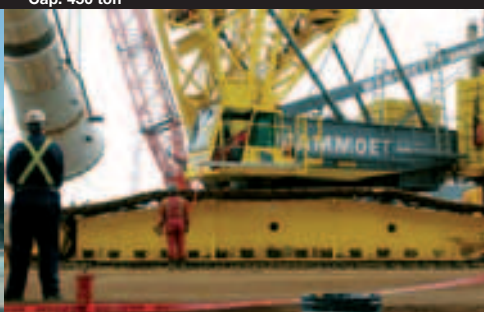
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Cap. 450 tonZoomlion QUY 260
Cap. 260 tonSennebogen 5500-HD-SL
Cap. 180 tonDemag CC 2800
Cap. 600 tonDemag AC 50-1
Cap. 50 ton**Cranes**

REF NR	MANUFACTURER	MODEL	CAP	YOM	BOOMLENGTH	FIXED JIB	LUFFING JIB	REMARKS
951	Demag	AC 50-1	50	2004	40 Mtr	17,6 Mtr		
864	Terex	RT 665	65	2003	33 Mtr	17,3 Mtr		
834	Liebherr	LTM 1080/1	80	1998	48 Mtr	19 Mtr		
636	Grove	GMK 5100	100	2000	51 Mtr	18 Mtr		
806	Liebherr	LTM 1120/1	120	1999	56 Mtr	28 Mtr		
664	Sennebogen	5500 HD-SL	180	2001	52,3 Mtr		52,3 Mtr	
708	Grove	GMK 5200	200	2001	60 Mtr	13-40 Mtr		
945	Liebherr	LTM 1200/1	200	2004	60 Mtr		36 Mtr	
1727	Zoomlion	QUY260	260	New	83 Mtr		60 Mtr	
944	Liebherr	LTM 1300-1	300	2003	60 Mtr	42 Mtr	70 Mtr	Incl. Superlift
1720	Demag	AC 350	350	2003	56 Mtr	49,4 Mtr	71,4 Mtr	Incl. SSL
1693	Grove	GMK 7450	450	2008	60 Mtr		73 Mtr	
1071	Liebherr	LTM 1500	500	2000	50 Mtr		63 Mtr	Incl. TY Superlift
1399	Liebherr	LTM 1500	500	1999	50 Mtr		91 Mtr	Incl. Superlift
510	Demag	CC 2600	500	1997	78 Mtr		78 Mtr	Incl. Superlift
668	Demag	CC 2800	600	2000	84 Mtr		84 Mtr	Incl. Superlift
020516	Demag	CC 2800	600	1999	84 Mtr		84 Mtr	Incl. Superlift
020507	Demag	CC 2800	600	1999	84 Mtr		72 Mtr	Incl. Superlift
430	Demag	CC 4800-3	800	1986	66 Mtr		66 Mtr	Incl. Superlift

Contact persons




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35 t Liebherr LTM 1035-3, 1988	
35 t PPM Terex ATT 400-3, 2002	
35 t Terex Demag AC 35, 2003	
40 t Terex Demag AC 40-1, 1999	
40 t Tadano Faun RFT 40-3, 1992	
45 t Tadano Faun ATF 45-3, 2003	
50 t Grove GMK 3050, 1999	
50 t Terex Demag AC 50-1, 2002	
50 t PPM Terex ATT 600, 1998	
50 t Grove AT 755 - C, 1998	
70 t Grove GMK 4070-1, 1999	
75 t Grove GMK 4075, 2001	
80 t Liebherr LTM 1080-1, 2000	
80 t Liebherr LTM 1080-1, 2004	
100 t Terex Demag AC 100, 2003	
120 t Terex Demag AC 120, 2002	

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 LIEBHERR LTM 1090 90 t YEAR 1990	 DEMAG AC 120 120 t YEAR 2002	 LIEBHERR LTM 1120-1 120 t YEAR 1998
 LIEBHERR LTM 1160-1 160 t YEAR 1998	 LIEBHERR LTM 1160-2 160 t YEAR 2001	 LIEBHERR LTM 1250-1 250 t YEAR 2002

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Code	Manufacturer	Type	Tons	Drive	Year
256	P+H	Omega S 15	15/18 to	4x4x4	1979
55036	Palfinger / Iveco	PK 19000	19mt-7,25 to./max. 9,90m-1580 kg	6x6	1995
58584	Krupp	KMK 2020	20/22 to	4x4x4	1994
58626	Hydrokran	Saturn 25	25/30 to	4x4x4	1993 WÜ
62342	Demag	AC 25	25 to	4x4x4	1999
58514	Palfinger / MAN	PK 28000 EL	3 to / 28 mt	6x4	1986
61154	PPM	ATT 335	30 to.	4x4x4	1997
62199	Faun	HK 35	35 to	6x4x2	2001
61859	Liebherr	LTM 1030/2	35 / 38,5 t	4x4x4	2001
61366	Tadano Faun	RTF 40-3	40/45 to	6x6x6	1998
61247	Sennebogen	HPC 40	40 / 44 to.	8x4x4	2008
61311	Tadano Faun	RTF 40-3	40/45 to	6x6x6	2000
61150	Liebherr	LTM 1040/1	40/45 to	6x4x6	1997
61090	Terex-Demag	AC 40	40 / 44 to.	6x6x6	2007
61376	Terex	TC 40L	40 / 44 to.	6x4x2	2008
61858	Terex-Demag	AC 40-1	40	6x6x6	2002
61248	LIEBHERR	LTF 1045-4.1	45 / 50 to.	8x4x4	2007
60050	Grove	GMK 3050	50 / 55 to	6x6x6	2001
60879	Tadano Faun	HK 50 / MAN	50 to	8x4x4	2005
61144	GROVE	GMK 3050	50 to.	6x6x6	2004
61359	Terex-Demag	AC 50-1	50 / 55 to.	6x6x6	2008
61147	Demag	AC 50	50 / 55 to	6x6x6	2002
61148	Tadano-Faun	ATF 50-3	50 / 55 to.	6x6x6	1998
61255	Tadano-Faun	ATF 50G-3	50 / 55 to.	6x6x6	2008
61301	PPM	ATT 590	50 / 55 to.	6x6x6	1996
61302	Demag	AC 155	50 / 55 to.	6x4x6	1993
61712	Liebherr	LTM 1050-3.1	50 / 55 to.	6x4x6	2008
61143	GROVE	GMK 3055	55 to.	6x6x6	2004
61385	LIEBHERR	LTM 1055	55 / 60 to.	6x6x6	2009
61776	GROVE	GMK 3055	55 to.	6x4x6	2009
61952	Tadano-Faun	RTF 60-4	60 / 70 to	8x6x8	1992
61158	Liebherr	LTM 1060-2	60 / 66 to	8x6x8	2001
62228	Liebherr	LTM 1060-2	60 to	8x6x8	2001
60276	Tadano-Faun	HK 60/Actros	60 to	8x4x4	2008
60892	Liebherr	LTM 1060-1	60/70 to	8x6x8	1994
61300	Tadano Faun	ATF 60-4	60/70 to.	8x6x8	2000
62162	Tadano-Faun	ATF 60-3	60 to	6x6x6	2006
61779	Liebherr	MK 63	63mt - 8 to. - 9 m / 1,8 to - 36 m	6x6x6	2009
61346	Tadano-Faun	RTF 65-4	65 / 75 to.	8x6x8	1994
61361	Tadano-Faun	ATF 65-4	65 / 70	8 x 6 x 8	2008
58670	Liebherr	LTM 1070	70/77 to	8x8x8	1994
58029	Grove	GMK 4070-1	70 to	8x6x8	1998
60895	Tadano Faun	ATF 70-4	70 / 75 to	8x6x8	1996
61371	Tadano-Faun	ATF 70-4	70 / 75 to.	8x8x8	2001
61384	LIEBHERR	LTM 1070-4.1	70 / 77 to.	8x4x8	2008
60440	Peiner	ABK 42-80	73 mt / 42 m-1,4 to	8x4x6	2000
58094	Grove	GMK 4075	75 to	8x6x8	2001
58576	Grove	GMK 4080	80 / 90 to	8x6x8	2001
58540	Krupp	KMK 4080	80 to	8x6x8	1994
60034	Palfinger / MB-Fahrg.	PK 85002 F	80 mt	8x4	2008
60044	Tadano Faun	RTF 80-4	80/88 to	8x6x8	1996
61155	Liebherr	LTM 1080/1	80/90 to	8x6x8	1999
60073	Tadano Faun	ATF 80-4/90-4	80 / 88 to	8x6x8	2005
61345	Liebherr	LTM 1090-2	90/99 to	8x8x8	1998
60884	Liebherr	LTM 1090-1	90/100 to	8x8x8	1994
61692	Gottwald	AMK 100-53	90 / 110 to.	10 x 6	1982
62203	Tadano-Faun	ATF 90G-4	90 to.	8x8x8	2008
61383	Liebherr	MK 80	93 mt / 42m - 1,7 to	8x6x8	2002
60685	Liebherr	MK 80	93 mt / 42m - 1,7 to	8x6x8	2005
58755	Grove	GMK 5095	100/130 to	10x8x10	2008
58557	Grove	GMK 4100-L	100/110 to	8x6x8	2009
61074	Terex-Demag	AC 100-5	100 / 110 to.	10x6x8	2008
61258	Grove	GMK 5095	100/130 to	10x6x10	2009
61374	Terex-Demag	AC 100-4	100 / 110 to.	8x6x8	2008
62260	Grove	GMK 5100	100 / 110 to.	10x4	2001
62251	Demag	AC 100	100 / 110 to.	10x6x8	2000
61202	Krupp	KMK 5110	110 / 120 to.	10x6x8	1994
61254	GROVE	GMK 5110-1	110 / 120 to.	10x6x10	2008
61313	Liebherr	MK 110	8 t/14 m - 1,8 t/52 m	10x8x10	2006
61735	Tadano-Faun	ATF 110G-5	110/130 too	10x8x8	2008
61688	Tadano-Faun	ATF 110G-5	110/130 to	10x8x8	2005
61378	Demag	AC 120-1	120	10x6x8	2009
62343	Faun	ATF 120-5	120 to	10x8x10	1997
62355	Liebherr	LTM 1120/1	120 to.	10x8x10	2000
61253	Grove	GMK 5130-2	130 / 145 to.	10x6x10	2008
61252	Grove	GMK 5130	130 / 145 to.	10x6x10	2008
61742	LIEBHERR	LR 1130	130 to.	Raupe	2003
58620	Liebherr	LTM 1160-1	160/175 to	12x8x10	1994
61261	Liebherr	LTM 1160-5.1	160 / 175 to.	10x8x10	2008
61363	Tadano-Faun	ATF 160 G-5	160 / 180 to.	10x8x8	2008
62258	Liebherr	LTM 1160/2	160 / 175 to.	10x8x10	1999
61333	Tadano Faun	ATF 160G-5	160 to	10x8x8	2005
61774	GROVE	GMK 5170	170 / 185 to.	10x8x10	2009
61737	GROVE	GMK 5200	200 / 220 to.	10x8	2004
61713	Liebherr	LTM 1200-5.1	200 / 220 to.	10x8x8	2006
61961	Demag	AC 200-1	200 to	10x8x8	2004
60080	LIEBHERR	LTM 1220/5.1	220 / 240 to.	10x8x8	2005
60074	GROVE	GMK 6220 L	220/250 to	12x8x12	2004/wu 09
62338	Tadano-Faun	ATF 220G-5	220 to	10x8x8	2007
60085	Terex-Demag	AC 250-1	250 to	12x8x10	2007
61734	Liebherr	LTM 1250-1	250 to	12x8x10	2002
61161	Liebherr	LG 1280	280 / 300 to.	16x12x12	1975
61001	Liebherr	LR 1280	300 to	Raupe / cralwer	2009
60896	Liebherr	LTM 1300	300/330 to	14x8x10	1999
61091	GROVE	GMK 6300	300 / 330 to.	12x8x12	2009
62315	Liebherr	LTM 1300-1	300 to.	12x8	2003
62165	Liebherr	LTM 1300	300 to	14x8x10	1991
61733	LIEBHERR	LTM 1400-7.1	400 / 450 to.	14x8	2006
62287	Liebherr	LR 1400-2	400 / 450 to.	Raupen	2002
62316	Grove	GMK 7450	450 to.	14x6x14	2008

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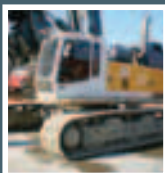
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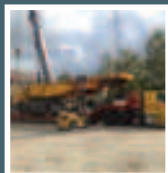


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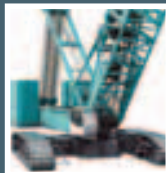
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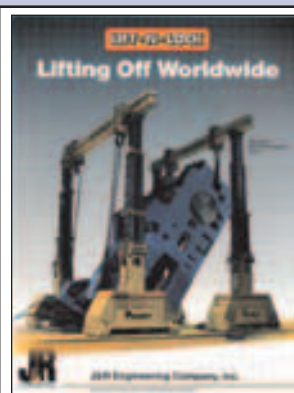
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MD-07	220,000	2,750	2"
RB-07	190,000	3,250	1-3/4"
RB-08	140,000	3,300	1-1/2"



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50T	GROVE	GMK 3050	1999
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80T	GROVE	GMK 4080	1998
80T	GROVE	GMK 4075	2001

80T	DEMAG	AC 80	1999
90T	LIEBHER	LTM 1090	1990
90T	LIEBHERR	LTM 1090/2	1997
160T	GROVE	GMK 5160	1999

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TELESCOPIC AT-CRANES	capacity	manufacturer	type	year	drive/steering	boom/lift (m)	delivery		
90 t	Liebherr	LTM 1090/2	1998	8 x 8 x 8	52 / 18	direct			
80 t	Grove	GMK 4080-1	2006	8 x 6 x 8	51 / 15	direct			
80 t	Liebherr	LTM 1080/1	2001	8 x 6 x 8	48 / 19	direct			
80 t	Liebherr	LTM 1080/1	2000	8 x 6 x 8	48 / 19	direct			
80 t	Liebherr	LTM 1080/1	1999	8 x 6 x 8	48 / 19	direct			
80 t	Krupp	KMK 4080	1991	8 x 6 x 8	43 / 13	direct			
75 t	Grove	GMK 4075	2001	8 x 6 x 8	43.2 / 27	direct			
70 t	Liebherr	LTM 1070	1992	8 x 8 x 8	42 / 18	direct			
70 t	Liebherr	LTM 1070	1991	8 x 8 x 8	42 / 18	direct			
60 t	Faun	ATF 60-4	2000	8 x 6 x 6	40.2 / 16	direct			
60 t	Liebherr	LTM 1060/1	1995	8 x 6 x 8	40 / 16	direct			
50 t	Liebherr	LTM 1050/1 (2x)	1997	6 x 4 x 6	40 / 16	direct			
50 t	Liebherr	LTM 1050-3	1990	6 x 6 x 6	38 / 16	direct			
50 t	PPM	ATT 590	1996	6 x 6 x 6	40 / 15	direct			
50 t	Demag	AC 155	1993	6 x 4 x 6	40 / 17	direct			
40 t	Liebherr	LTM 1040/1	1994	6 x 4 x 6	30 / 8	direct			
40 t	Liebherr	LTM 1040-3	1993	6 x 4 x 6	30 / 14.5	direct			
40 t	Liebherr	LTM 1040-3	1992	6 x 4 x 6	30 / 14.5	direct			
40 t	Demag	AC 95	1997	4 x 4 x 4	32.3 / 17.6	direct			
40 t	Demag	AC 95	1994	4 x 4 x 4	32.3	direct			
35 t	PPM	ATT 400/2	2000	4 x 4 x 4	30.4 / 8	direct			
35 t	PPM	ATT 400	1998	4 x 4 x 4	30.4 / 15	direct			
35 t	Luna	AT 35/30	1998	4 x 4 x 4	29.2 / 15	direct			
35 t	PPM	AT 35/27	1990	4 x 4 x 4	27 / 12	direct			
30 t	PPM	ATT 335	1997	4 x 4 x 4	27.4 / 15	direct			
30 t	Grove	AT 30/27	1988	4 x 4 x 4	27 / 9	direct			
30 t	Luna	AT 30/27 (3x)	1989	4 x 4 x 4	27 / 9	direct			
25 t	Demag	AC 25	2000	4 x 4 x 4	25 / 13	direct			
25 t	Liebherr	LTM 1025	1993	4 x 4 x 4	26 / 8.2	direct			
25 t	Liebherr	LTM 1025	1992	4 x 4 x 4	26 / 8.2	direct			
25 t	Krupp	KMK 2025	1992	4 x 4 x 4	23	direct			
20 t	Krupp	KMK 2020	1994	4 x 4 x 4	20.5 / 3.8	direct			
15 t	Coles	Transit 515	1981	4 x 4 x 4	17.2 / 9	direct			
TELESCOPIC TRUCK-CRANES	capacity	manufacturer	type	year	drive/steering	boom/lift (m)	delivery		
200 t	Liebherr	LT 1200	1981	16 x 12 x 8	55 / 23	direct			
25 t	Kato	NK 250 E	1998	6 x 4 x 2	31 / 8	direct			
25 t	Tadano	TL 250 E	1998	6 x 4 x 2	31 / 8	direct			
YARD CRANES	capacity	manufacturer	type	year	drive/steering	boom/lift (m)	delivery		
8 t	IHI	CTR 80	1978	4 x 4 x 2	8.5	direct			
REACH STACKERS	capacity	manufacturer	type	year	drive/steering	boom/lift (m)	delivery		
40 t	PPM	40 GMI	1991	4 x 2 x 2	12.30	direct			
TELEHANDLERS	capacity	manufacturer	type	year	drive/steering	boom/lift (m)	delivery		
5 t	Manitou	MRT 1850	2000	4 x 4 x 4	18	direct			
3.3 t	JCB	533-105	2007	4 x 4 x 4	10.5	direct			
3.2 t	Manitou	MT 932	2001	4 x 4 x 4	9	direct			
EARTH MOVING	weight	manufacturer	type	year	drive/steering	boom/lift (m)	delivery		
2.8 t	Caterpillar	302.5 C mini excavator	2008	tracks	direct				
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GROVE GMK5200	ALLTERRAIN	200T	2003	GROVE GMK 2035	ALLTERRAIN	35T	2001
LIEBHERR LTM1120	ALLTERRAIN	120T	1995	DEMAG AC35L	ALLTERRAIN	35T	2004/5
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 100t, Demag AC 100, 2000	 100t Grove GMK 5100, 2004	 140 t, Demag AC 140, 2004
 180t, Grove GMK 5180, 2000	 200t, Liebherr LTM 1200-5.1, 2008	 400t, Liebherr LTM 1400, 1998



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2000 Link-Belt LS-138HII, 80-ton cap, Isuzu diesel, 200' main boom, 60' jib, LMI, 3rd drum, block and ball	\$380,000
1999 Link-Belt LS-138HII, 80-ton cap, Isuzu diesel, 200' main boom, 60' jib, LMI, 2 drums, block and ball	\$360,000
1997 Link-Belt LS-238H, 150-ton cap, Isuzu diesel, 200' main boom, 60' jib, LMI, 2 drums, block and ball	\$525,000
1992 Manitowoc M80, 80ton cap, 150' #42 main boom, 40' jib, Cummins diesel eng, LMI system w/ anti-2 block, 3rd drum, 36" pads, block and ball	\$360,000

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NEW 2009 Tadano GR300XL, 30-ton cap 102' Main, 24'-42' bi-fold jib, Cummins dsl, 2 winches, Tadano AML-L LMI system, hot water heat & A/C, B & B	\$260,000
2007 Tadano TR600XL-4, 60-ton cap 138' main, 32'-58' bi-fold jib, Mitsubishi dsl eng, 2 winches, Tadano AML-L LMI sys, hot water heat & A/C, 3rd party certified, B & B	\$425,000
2003 Tadano TR600XL-4, 60-ton cap 112' main, 32'-58' bi-fold jib, Mitsubishi dsl eng, 2 winches, Tadano LMI sys, hot water heat & A/C, 3rd party cert, B & B	\$340,000
2000 Link-Belt RTC-8040 II, 40-ton cap 105' main, 28'-51' swing-away jib, Cmns dsl eng, LMI/anti-2 block sys, 2 winches, propane heat, 3rd party certified, hook B & B. 4 to choose from.	\$150,000
2000 Terex RT230, 30 ton cap., 94' main, Cummins engine, 3rd party certified, block & ball	\$135,000
2002 Terex RT-665, 65ton cap, 110' main boom, 57' jib, Cummins eng, LMI system, b&b	\$260,000

2000 Tadano TR-300XL-3, 30ton cap, 101' main boom, 42' jib, 2 winches, heat/AC, LMI system, block and ball	\$160,000
1999 Tadano TR-300XL-3, 30ton cap, 101' main boom, 42' jib, 2 winches, heat/AC, LMI system, block and ball	\$150,000
1998 Tadano TR500XL-3, 50ton cap, 111' main boom, 56' jib, Mitsubishi diesel eng, 2 winches, LMI system, block and ball	SOLD

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New 2009 Liebherr LTM-1095-5.1, 110-ton cap, 190' 6 section main boom, 32'-62' bi-fold jib, 7 meter jib extension for total jib length of 85', Liebherr D846 diesel engine, 2 winches, Liccon LMI system, heat & A/C, block and ball	\$1,250,000
2001 Liebherr LTM-1080-1/L, 100-ton cap, 157' Full Power Boom, 62' Jib, Liebherr diesel engine, ZF automatic transmission, 2 Winches, LICCON LMI system, heat & A/C, 3rd party OSHA certified, block and ball	\$520,000
1995 Krupp KMK-6300, 300ton cap, 174' main boom, 207 fixed' jib, 240' luffing jib, Mercedes diesel eng upper/lower, 20.5 R25 tire, 2 winches, LMI system, block and ball	\$1,100,000
1996 Grove GMK-5175, 175ton cap, 161' main boom, 58' swing-away jib, 2 winches, Mercedes diesel eng upper/lower, 20.5 tires, LMI system, block and ball	\$700,000
2001 Grove GMK-5120B, 120ton cap, 167' main boom, 111' jib, 2 winches, 16.00 tires, 2 axle boom dolly, LMI system, block and ball	\$625,000
2004 Grove GMK-3055, 60ton cap, 141' main boom, 49' hyd. jib, 2 winches, Mercedes diesel eng, 16.00 tires, LMI system, block and ball	\$385,000
2004 Grove TMS-500E, 40ton cap, 95' main boom, 45' jib, Cummins diesel eng, 1 winch, LMI system, block and ball	\$210,000
2000 Terex T-340, 40ton cap, 94' main boom, 49' jib, Cummins diesel eng, 1 winch, LMI system, block and ball	\$175,000

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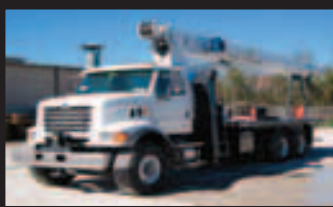
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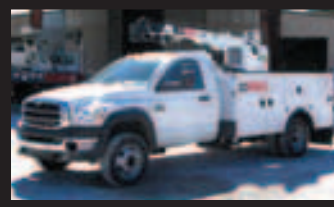
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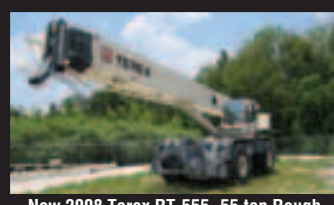
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Jost JL 256-16 luffing crane cab Serial 256. 005 Year of manufacture 2008, with slew ring, 6M mast section (8 off), 10M jib section (6 off), approx 13M A frame, 6.4 tonne concrete counterweight (1 off), 5 tonne steel counterweight (1 off), 2 tonne concrete counterweight (1 off), Jost hoist block, machine deck with cables to drums, & tower cable.

Jost JL 316-16 luffing crane cab Serial 316 - 007 Year of manufacture 2007, with slew ring, 6M mast section (5 off), 10M jib section (6 off), approx 13M A frame, Jost hoist block, 3.3 tonne steel counterweight (16 off), machine deck with cables to drums, & tower cable.

Liebherr 220HC saddle jib crane slew ring cab Serial 30513 Year of manufacture 1989, with approx 9M A frame, 12.24M tower section (2 off), 4.14M tower section (2 off), approx 60M front jib, approx 19M counter jib with winch section, assorted counterweights (7 off), approx 30M tower cable.

Manitowoc Potain MCT88 topless top slew tower crane Serial 408321 Year of manufacture 2007, with associated equipment.

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LIEBHERR	LR	1100	100t	BJ 02	LIEBHERR	LTM	1030/1	30t	BJ 95, 96
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