



## Coverage Report

March 2015



# INTRODUCTION

SE10 monitors a strategic list of magazines and industry websites for written and photographic coverage of Manitowoc. Every month, this coverage is analyzed in order to determine its value in terms of advertising costs.

**Print coverage** is recorded per page or part of a page, and a value is allocated to this according to the advertising rates of the magazine in question. These rates have been taken from each magazine's 2015 rate cards, and a 10% reduction has been applied to represent the agency discount that would usually be given to Manitowoc.

For **online coverage**, the average price of a Manitowoc banner advert (taken from a variety of industry websites) is doubled to reflect the typical length of an online article.

All values are in US dollars.

## VALUES OF COVERAGE

### OVERALL PLACEMENTS

### TOTAL PAGES

### TOTAL VALUE

Front Cover Placements	1.50	\$3,085.00
Feature Editorial Placements	4.67	\$34,481.00
Press Release Placements	17.76	\$83,243.00
Online Placements	28	\$39,200.00
Miscellaneous Placements	9.60	\$25,465.00

<b>TOTAL</b>	<b>61.53</b>	<b>\$185,474.00</b>
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### FRONT COVER PLACEMENTS

Subject	Publication	Issue Date	Page(s)	Value	Headline
Crawler on Penn. Highway	Construction Equipment Guide	March 2015	1.5	\$3085	Total Reconstruction of Pa. Turnpike Under Way

### FEATURE EDITORIAL PLACEMENTS

Subject	Publication	Issue Date	Page(s)	Value	Headline
Tower roundup	RIS	February - March 2015	0.66	\$2790	Gura Torre: Lunga vita alla regina
How To inspect RTs	Plant Machinery Vehicle	March 2015	0.2	\$1097	How to inspect a used rough-terrain crane
Australia Tennis Courts	Cranes & Lifting	March 2015	0.25	\$2110	Covered Court
European crane market	Construction Europe	March 2015	0.75	\$6000	Needing a lift
New models/innovations	International Construction	March 2015	1.2	\$11040	Lifting innovation
Synthetic Rope roundup	International Cranes and Specialized Transport	March 2015	0.2	\$1450	A lighter alternative
AT roundup	Cranes & Access	March 2015	0.66	\$3331	Little and not so large...
Region Report India	Cranes Today	March 2015	0.5	\$5049	Burying bureaucracy
Tower roundup	Kran & Bühne	March - April 2015	0.25	\$1614	Die Zeit der Spitzenlosen

# VALUES OF COVERAGE

## PRESS RELEASE PLACEMENTS

Subject	Publication	Issue Date	Page(s)	Value	Headline
<b>Overpass Wisconsin</b>	American Cranes & Transport	March 2015	0.25	\$500	Four 2250s assemble overpass bridges
	Crane & Rigging Hotline	March 2015	0.66	\$4495	Manitowoc Crawlers Bridge Highway Overpasses
<b>GHC Sennebogen partnership</b>	Lift and Access	March - April 2015	0.33	\$3730	Grove Rolls Out Three Telescopic Crawler Cranes
	Crane and Hoist Canada	March - April 2015	0.25	\$940	German-made Grove crawlers unveiled
	Crane & Rigging Hotline	March 2015	1	\$5005	Partners Launch German-Made Telecrawlers in the Americas
	Construction Equipment	March 2015	0.25	\$7820	Market Watch: Grove
	InfraStructures	March 2015	0.66	\$4250	Manitowoc Partners with Sennebogen; Introduces Grove GHC Telescoping Crawler Crane Series
	Construccion Pan-Americana	March 2015	1	\$4620	Manitowoc se asocia con Sennebogen
	Construcción Latinoamericana	March 2015	0.5	\$3465	Sennebogen e Manitowoc se associam
	Nueva Minería y Energía	March 2015	0.33	\$410	Manitowoc se asocia con Sennebogen y presenta nueva serie de gruas telescópicas
<b>Tallest bridge in Israel</b>	Cranes Today	March 2015	0.1	\$772	Valley bridged with the help of Potain tower cranes
	Capital Equipment News	March 2015	0.5	\$1093	Potain Tower Cranes Reaches New Heights At Tallest Bridge In Israel
<b>Potain at bC India</b>	Cranes & Lifting	March 2015	2	\$8173	New Potain topless cranes for Australasia
	Southeast Asia Construction	March - April 2015	0.5	\$2000	New Potain MCT 85 flat-top tower crane
<b>Crane Care in Australia</b>	Cranes & Lifting	March 2015	1	\$4490	Manitowoc expands in Darwin
<b>LNG plant Australia</b>	Cranes & Lifting	March 2015	1	\$4490	A helping hand
<b>Shuttlelift at the Rental Show</b>	Plant Machinery Vehicle	March 2015	0.33	\$1828	Manitowoc CD5515-2
<b>Crane Care in Latin America</b>	Construcción Latinoamericana	March 2015	0.5	\$3465	Manitowoc Crane Care cresce na América Latina
<b>NY Bridge</b>	Heavy Equipment Guide	March 2015	1	\$6795	New bridge is one of the largest infrastructure projects in North America



## VALUES OF COVERAGE

Subject	Publication	Issue Date	Page(s)	Value	Headline
Kochi development	NBM&CW	March 2015	1	\$1500	Potain Tower Crane Help Kochi Evolve
Fleurieu sale	Cranes & Access	March 2015	0.5	\$2584	Australian first for Fleurieu
Covema SACIF Argentina	Movicarga	March 2015	0.5	\$1100	Manitowoc nombra nuevo distribuidor en Argentina
Brazil steel mill	Movicarga	March 2015	1	\$1716	Manitowoc 18000 ayuda a renovar una acereria brasilena
KZ™100 rope and Samson	Movicarga	March 2015	1	\$1716	Manitowoc y Samson presentaron el cable sintético KZ™100 para gruas móviles
Airport in Brazil	Cranes Today	March 2015	0.1	\$772	Grove RT aids new airport terminal in Brazil
Tour Incity	Southeast Asia Construction	March - April 2015	1	\$3000	Tour Incity in full swing
Stirnemann Potain	Kran & Bühne	March - April 2015	0.25	\$1614	Stirnemann übernimmt
VPC-MAX	Construction Industry Review	March - April 2015	0.25	\$900	Manitowoc MLC650 completes VPC-MAX testing

## ONLINE PLACEMENTS

Subject	Website	Issue Date	Page(s)	Value	Headline
Gas plant Russia	Construction Week Online	03/01/2015	1	\$1400	Manitowoc pulls off 230 t lifts at Russian gasworks
	Cranes Today	03/04/2015	1	\$1400	Gas plant lifts in Russia for Manitowoc crawler
LNG Dunkirk	Macchine Edili	03/02/2015	1	\$1400	Manitowoc per il piu grande terminal GNL in Europa
Kochi development	Lectura Press	03/02/2015	1	\$1400	Potain tower cranes help Kochi evolve
	International Cranes and Specialized Transport	03/09/2015	1	\$1400	Technoteam towers on Travancore project
Covema SACIF Argentina	Construcción Latinoamericana	03/04/2015	1	\$1400	Manitowoc tiene nuevo distribuidor en Argentina
	Vertikal.net	03/04/2015	1	\$1400	Manitowoc expands in Argentina

## VALUES OF COVERAGE

Subject	Publication	Issue Date	Page(s)	Value	Headline
<b>Teknovinç Potain yard</b>	UKPT	03/12/2015	1	\$1400	New Potain yard in Turkey
	Macchine Edili	03/12/2015	1	\$1400	Manitowoc: il dealer turco si espande
	Construction Week Online	03/16/2015	1	\$1400	Teknovinc opens Potain tower crane yard in Turkey
	International Cranes and Specialized Transport	03/25/2015	1	\$1400	New Potain yard in Turkey
<b>Brazil steel mill</b>	Lectura Press	03/16/2015	1	\$1400	Manitowoc 18000 helps renovate Brazilian steel mill
	Cranesy	03/18/2015	1	\$1400	Manitowoc 18000 helps renovate Brazilian steel mill
<b>VPC-MAX</b>	Crane & Rigging Hotline	03/18/2015	1	\$1400	Manitowoc's MLC650 Crawler Completes Test with VPC-MAX Attachment
	Lectura Press	03/18/2015	1	\$1400	Manitowoc MLC650 successfully completes VPC-MAX testing
<b>J&amp;D Pierce order</b>	Vertikal.net	03/19/2015	1	\$1400	Repeat order for J&D Pierce
	Lectura Press	03/19/2015	1	\$1400	New Grove cranes lift steel company in Scotland
	The Construction Index	03/20/2015	1	\$1400	More Grove cranes for J&D Pierce
	Scottish Plant	03/23/2015	1	\$1400	Grove cranes on a 'super' site
<b>Tahiti dam</b>	UKPT	03/20/2015	1	\$1400	Topless Potain used at Tahiti dam
	Cranes Today	03/25/2015	1	\$1400	Topless crane reaches dam project in Tahiti
<b>Horizon sale</b>	Vertikal.net	03/20/2015	1	\$1400	First Grove for Horizon
	Cranesy	03/25/2015	1	\$1400	Grove GMK6300L delivered to Horizon Reinforcing & Crane Hire Co in Scotland
<b>GHC debut</b>	American Cranes & Transport	03/24/2015	1	\$1400	Grove debuts GHC telescopic crawlers
	Construction Week Online	03/24/2015	1	\$1400	Grove introduces GHC crane range with live demo
<b>Westerwald shopping mall</b>	International Cranes and Specialized Transport	03/25/2015	1	\$1400	Fashion outlet for Fritz Mayer
<b>France prison</b>	UKPT	03/26/2015	1	\$1400	Potain tower cranes sent to historic prison in France
	International Cranes and Specialized Transport	03/30/2015	1	\$1400	Prison project for EAB

# VALUES OF COVERAGE

## MISCELLANEOUS PLACEMENTS

Subject	Publication/Website	Issue Date	Page(s)	Value	Headline
Larry Weyers president	American Cranes & Transport	March 2015	3	\$4440	The agility factor
	International Cranes and Specialized Transport	March 2015	1.5	\$11550	Becoming agile
Split of crane & food service	Crane & Rigging Hotline	March 2015	0.1	500	Company Report
	Lift and Access	March - April 2015	0.1	533	Web Watch
	Diesel Progress North America	March 2015	0.2	1529	Global Business Notes: Manitowoc To Be Split In Two
Mantis Cranes sale	Cranes & Access	March 2015	0.2	861	Potain Igo T85As for Mantis
	Vertikal.net	03/05/2015	1	1400	Potain Igo T85As for Mantis
	International Cranes and Specialized Transport	03/11/2015	1	1400	Mantis Cranes adds Potains to UK fleet
Grove - moving house	Osnovnie Sredstva	March 2015	0.5	452	-
Daytona speedway	Fox Orlando	03/06/2015	1	1400	Daytona International Speedway Prepares to Remove Iconic Sprint Tower
New warehouse Chile	Construcción Latinoamericana	03/12/2015	1	1400	Manitowoc expande disponibilidad en el Cono Sur

## DISTRIBUTION OF FEATURED PRESS RELEASES

TITLE	DATE	OPENS	READS	CLICKS
Potain tower cranes help Kochi evolve	03/01/2015	136	114	19
Manitowoc appoints new dealer in Argentina	03/04/2015	168	142	19
Stirnimann to represent Potain in Austria	03/06/2015	161	127	12
Teknovinç opens new Potain yard in Turkey	03/11/2015	146	109	23
Manitowoc 18000 helps renovate Brazilian steel mill	03/16/2015	128	102	19
Manitowoc MLC650 successfully completes VPC-MAX testing	03/17/2015	239	200	49
New Grove cranes lift steel company in Scotland	03/19/2015	181	143	19
Topless Potain crane used at Tahiti dam	03/20/2015	19	158	32
GMK6300L to Horizon (Scotland)	03/20/2015	160	122	23
Grove unveils GHC series	03/23/2015	192	176	50
Potain building Westerwald shopping paradise	03/24/2015	199	146	20
Manitowoc offers specilized training in Latin America	03/25/2015	185	147	17
Smooth sailing in France with Grove crane	03/30/2015	193	170	24
Manitowoc and Samson unveil KZTM100 rope for mobile cranes	02/12/2015	233	196	35
Grove at \$5.4 billion airport expansion in Brazil	06/03/2014	60	42	10

## FRONT COVER PLACEMENTS

Subject: **CRAWLER ON PENN. HIGHWAY**

### **CONSTRUCTION EQUIPMENT GUIDE** (MARCH 2015)

**Headline:** Total Reconstruction of Pa. Turnpike Under Way



WAITING IMAGES

# FEATURE EDITORIAL PLACEMENTS

Subject: TOWER ROUNDUP

RIS (FEBRUARY-MARCH 2015)

Headline: Gura Torre: Lunga vita alla regina

**PRIMO PIANO**

**Un ponte da record**

Chiusiamo la rapida rassegna dei principali protagonisti del settore "grandi gru" con Potain, storico nome da molti anni sul mercato ora parte del gruppo internazionale Manitowoc (che comprende anche marchi Grove e National Crane). Rappresentante al suo marchio Potain, l'azienda si è da anni consolidata su due grandi linee di prodotto: le gru a torre e le automobili a rotazione del basco della torretta serie "GO" per completare poi il pacchetto offerta con gru e sistemi di sollevamento per applicazioni speciali e servizi. Anche per Potain, le referenze internazionali di prestigio come non a torto più, vale la pena quindi evidenziarne alcune tra le più recenti.

Siamo in Russia. Grande è prestigio è il progetto Moscow City, che annovera alcuni dei più alti grattacieli realizzati in Russia. Qui le gru a torre Potain sono già state utilizzate con successo per la costruzione della Mercury Tower, alta 300 m, mentre attualmente è al lavoro una MD 265 S per la costruzione Evolution Tower, quasi in fase di ultimazione. Sempre in Russia, Potain è protagonista in un altro grande progetto: Avia Park,

questo il suo nome, sarà il più grande centro commerciale d'Europa, un insediamento che copre ben 450.000 m<sup>2</sup> nel cuore della capitale russa, per le caratteristiche del progetto era necessario disporre di gru che potessero essere configurate una per una e che fossero in grado di lavorare in maniera continuativa. La scelta è quindi caduta su Potain e, in particolare, sui modelli MD 255 Ba, MD 175a, MD 310 Ca, MD 265 Ba, MD 300C e MD 285 C.

Un secondo caso esemplare di Potain è il cantiere per la costruzione di un ponte in Israele nell'ambito di un nuovo collegamento tra Tel Aviv e Gerusalemme, monarca tanto nella sua altezza quanto nella sua lunghezza. Tutta la base esecutiva di costruzione "unita" attorno a sei gru a torre Potain in grado di salire ad altezza di lavoro fino a 115 m. Le gru coinvolte nel progetto sono una MD 265 B (spacata 10,5), due MD 175a B (4 e 9), MD 285a (spacata 12,5). Le gru offrono lunghezze massime di braccio da 60 m a 75 m e sono in grado di sollevare tra 1,51 e 3,21 in punta al braccio.

**66**

Subject: HOW TO INSPECT RTS

PLANT MACHINERY VEHICLE (MARCH 2015)

Headline: How to inspect a used rough-terrain crane

**64**

HOW TO...

## #43 HOW TO....

### INSPECT A USED ROUGH-TERRAIN CRANE

Want to spot an RT crane going for a song? Greg Whitaker explains how to maximise your chances.

**N**avigator (Gulf News) once famously declared that Dubai was still the land of the world's working tower cranes. This was not necessarily true, a slightly more scientific count for the WFT Global Journal concluded that the real number was closer to 2%. Even so, one fact that cannot be denied is that there are a lot of lifting machines packed into this comparatively small area.

Of the many and various cranes out there, the rough-terrain mobile crane is always a popular choice for a plant manager's fleet. Steady and able to go anywhere, these machines have an exceptionally long service life. Examples built in the 1970s can still be found working each and every day in the desert heat.

Beaumont, however, that a long service life doesn't mean these units are indestructible. Indeed, if an RT crane is offered for sale locally, it pays to regard it with a healthy amount of suspicion. Contractors rarely part with these lifts without good reason.

Before you set out to inspect a crane, make sure that you are accompanied by somebody who knows how to operate one. Even without a book, a crane can quickly become unbalanced and overturn. Starting from the outside, check the outriggers. They should all be present (and the operator how often this isn't the case) and free of stress fractures.

On the machine itself, you should expect a reasonable amount of wear and tear, but look out for any indications that it's spent time on its side. Be wary of recently repainted sections and badly beaten and panned cabs.

The chances are that the engine has run for thousands of hours, so make the usual checks and listen for unusual knocks or clatters. As a road-going vehicle, don't forget to check that the exhaust is in reasonable condition, not to mention the tyres, brakes, and lights.

On top of the crane, you'll find the winch motor. Look out for oil leaks, particularly from the lines. Pull them down. Also, inspect the cable to ensure it's not too frayed.

Look at both the main boom and the jib. Because of stressed metal, weld line cracks, and other signs of impact damage. Look inside the retractable boom sections to see whether the wear pads are in good condition.

The hook block should look healthy: the sheaves inside its structure must be free from wear and should move without difficulty. Check the pin assemblies and the boom cylinders for cracks. You'll probably want to move the boom up and down a few times so that you (or your operator) can get a feel for the machine.

As a final note, because rough-terrain cranes are so popular in the Middle East, the service, spare parts, and backup for all of the major manufacturers are second to none. With this in mind, if you find a premium model in decent condition, don't be shy about making an offer. **CT3**

**RT cranes are plentiful in the GCC, but that is not to say that they're all in perfect condition.**

**Don't beat the clock to inspect a crane.**

**TEREX**

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**PLANT MACHINERY FEBRUARY 2015**

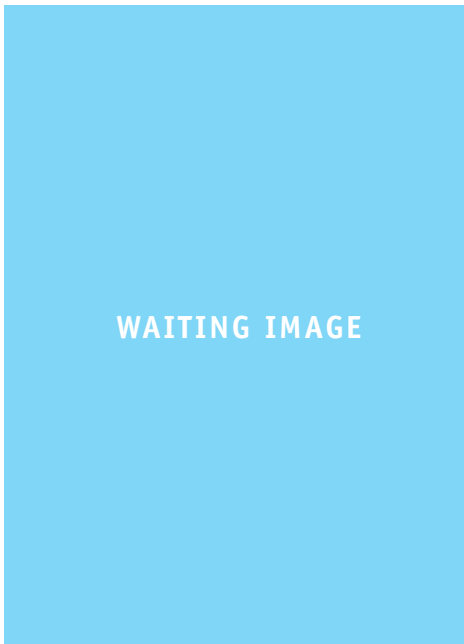
**MARCH 2015**

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

## Subject: AUSTRALIA TENNIS COURTS

### CRANES & LIFTING (MARCH 2015)

#### Headline: Covered Court



## Subject: EUROPEAN CRANE MARKET

### CONSTRUCTION EUROPE (MARCH 2015)

#### Headline: Needing a lift

CRANES

More than 40 Liebherr tower cranes are being used to help build the first phase of the Vienna Metro U-Bahn construction project in Austria

The ups and downs of the crane market in Europe are charted by Sandy Guthrie, with help from CE's sister publication *International Cranes and Specialized Transport*

Needing a lift

Generally speaking, last year started brightly for the crane market, although by the end of the year, much of the optimism had evaporated, leaving a mixed picture for crane manufacturers. Some key trends in the price started from the middle of the year as manufacturers like the market and have reported difficulties in many key emerging markets. The strongest performers were major Chinese groups – for example, Loggung, Sany and ZPMC.

Trees showed results for the third quarter of last year that frustrated some of the pessimists. It said challenges in the crane sector and favourable exchange rates had pushed Trees's profits lower in the quarter, despite an increase in revenue.

And Trees Cranes was the only Trees division to be down in the third quarter.

From Delays, Tower chairman and CEO, said:

The Austrian-based crane, work platform and materials handling equipment manufacturer reported sales of €750 million in the nine-month period. It said most of the third quarter growth came from Europe, rather than previous recent quarters.

However, the company said the current order situation suggests a slowdown in growth over the course of the rest of the financial year particularly in the Indian crane business sector.

The various markets within Europe have, as always, been behaving in different ways – it is a challenge for cranes as any other segment of the construction market. There have been some signs of improvement in Spain, but nothing of note in Italy or France. Germany started strongly but has fallen back slightly of late.

The UK seems to have gone crazy for tower cranes over the past 12 months – in London, especially – and if tower cranes are being there as mobile cranes, as they have a role in building up the infrastructure.

For most crane manufacturers, the European market still plays an important role, with many manufacturers reporting a turnover of around 40% in the region. Crane rental companies are also finding business stable.

A similar picture is forecast for the next 12 months, with the main applications including energy projects, infrastructure, and industrial and high-rise buildings.

Steen-Barnett, Maritime Crane Commercial director for UK, Ireland and Scandinavia, said: "The need to offer 4+ engines is being addressed and customers have to adapt to this tower site regulations and rental work." Modifying fleets to meet current regulations, however, is not proving easy. Marcel Berning, Hertz's crane sales manager, said: "The speed with which the restrictions requirements for Europe and North America are changing does not keep up with the speed of development with tower manufacturers." This, he said, and already, creates big problems for manufacturers, since they can't get enough engines for their 2015 cranes.

"This has led to us creating new concepts for our tower cranes. The 400 tower capacity (4000kN), for example, features our single engine concept, which drives both the carrier and superstructure. This reduces the crane's overall weight and improves fuel economy."

Photo: tower cranes on the site Park in Moscow, Russia

CRANES

Canal maintenance in Alsace

The Krenks took on the Grand Canal of Alsace, France – part of the hydro-electric power station of Krenks and the largest of eight power plants along the canal – allows for commercial river shipping to pass from the North Sea to the Port of Basel in Switzerland.

When cranes were needed for a reconstruction project on the lock, specialist crane provider Siegfried supplied a Krenk AC 200, an AC 200-2 and an AC 700. Along with working the lock, Siegfried were also required to replace the 500-tonne gate, which measured 20m wide and 10m high.

To carry out the installation of the gate, the 700-tonne capacity AC 700 and the 200-tonne capacity AC 200 were positioned on the lock. Because of the restricted space inside the chamber, the AC 700 lowered the AC 200 inside the lock, a result of this meant the team had to move them 200m of water to manoeuvre the pieces into position.

The tight working conditions meant that each section of gate was lifted by all three cranes together and brought to a clear radius for the AC 200-2. The sections were then rotated ready for placement. Once in position the AC 200-2 lifted the section of gate onto the gate rails.

The AC 700 lowers the AC 200-2 inside the lock

The diverse range of applications, however, means that customer requests are constantly changing. According to crane rental company BSC, customer needs offer a great deal, as it has to offer a wide range of crane types from different manufacturers. The latest regulations and regional variations concerning the permissions that are needed, also influence the choice of machine.

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international trade because of the variations in requirements between countries.

Andrew Corran, global product director for Liebherr, said: "The challenge for all crane manufacturers is to keep up with the speed of development with tower manufacturers." This, he said, and already, creates big problems for manufacturers, since they can't get enough engines for their 2015 cranes.

"This has led to us creating new concepts for our tower cranes. The 400 tower capacity (4000kN), for example, features our single engine concept, which drives both the carrier and superstructure. This reduces the crane's overall weight and improves fuel economy."

POPULAR CONCEPT

The single engine concept is proving popular with crane manufacturers. Liebherr, for example, introduced a single-engine LTM 1100-5.2 for a 10m boom and within weight of 2.75m, which Liebherr said made it easier to drive on public roads and construction sites.

With variations registered in mind, Liebherr launched the Pallogger Hybrid, which is fitted

CRANES

The 1000kN C 1000LH tower crane is used to erect a wind turbine

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CRANES

Danish debut for Fassi model

The first Fassi 1950RAL articulated crane to be delivered to Denmark went to crane firm Erling Andersen last year.

The F1950RAL has a rated 195t tower crane and a secondary boom with a reach of 41m. With additional attachments, the maximum reach is 50m. The crane is fitted with a 1600-hp Fassi truck and has a swing angle of up to 80°.

Fassi said it was also fitted with a safety control function which allows to monitor the angle of swing and, based on storage angle and load in the hook, automatically stopped the crane before it could move into an overload situation.

The F1950RAL is in the 30-tonne top-rated category, allowing it to be used on roads without restrictions. In total, around 60 F1950 cranes have now been delivered around the world, according to Fassi.

The F1950RAL is fitted on a 4000-hp Scania truck

manager for crawler cranes, said: "80 crawler models, from the 400-tonne C 2400-1 to the 3,200-tonne C 8800-7. From now, the same counterweight design. This allows better inventory management and, for companies with several depots, mass transportation costs."

Trees also has the C 8800-7 with the Boom Booster kit that was being tested last year. The Boom Booster really increases the capacity of the C 8800-1 before tower crane cranes. According to a representative from International Cranes and Specialized Transport, in certain long-term construction, the capacity increase with the new Boom Booster system is 30% or more.

Johns said that the C 8800-1 could be disassembled into multiple sections and transported in 40ft open-top containers, making it fast and cost-effective to ship.

REPAIR AND MAINTENANCE

Marathon has launched the MC300 tower crane aimed at carrying out repair and maintenance work on the largest generation of wind turbines.

The design of the MC300 tower crane is a major consideration that can save a great deal of time and money on a job site.

The 300-tonne capacity Marathon MC 300 tower crane was the first of its kind. It has the Variable Position Counterweight (VPC) system for the MC300 tower crane.

In the VPC system, the counterweight is carried between the fully retracted and fully extended positions to balance the crane's centre of gravity it moves on a rail system according to the boom extension.

CRANES

The 1000kN C 1000LH tower crane is used to erect a wind turbine

The 1000kN C 1000LH tower crane is used to erect a wind turbine

The 1000kN C 1000LH tower crane is used to erect a wind turbine

MANITOWOC COVERAGE REPORT MARCH 2015

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## Subject: AT ROUNDUP

### CRANES & ACCESS (MARCH 2015)

Headline: Little and not so large...

# Little and not so large...

In our feature on All Terrain cranes a year ago the main debate in the mid-sized AT market was one engine or two? While the single engine theme has gathered a little pace with the launch of several more cranes of this type, it is still perhaps too early to tell if the concept that will become the norm on cranes in the 130 to 400 tonne range or not - Tadano in particular is totally against the single engine idea on anything but the smallest models. However as the major manufacturers have updated their ranges - some feature a single engine, some not - crane buyers now have even more choice.

First up is Terex which recently announced the Explorer 5500, the third in its 'single engine' range which includes the 135 tonne capacity class 5500, the 180 tonne 5600 and the 220 tonne 5800 Explorer. Liebherr launched a new single engine 160 tonner at Conexpo last year, continuing its single engine theme started by the 390 tonner launched at the previous Bauma.

Tadano, Manitowoc and Liebherr now all have large single engine models, but while there are more single engine models available,



**Grove AT cranes**

The new Grove GM1150-S2 lifting a 40' high container from the roof of a four-storey building.



**Terex Explorer 5500**

The new Terex Explorer 5500 - a 135 tonne single engine AT crane.

on the company is improving service life and improving resale value.

The ATF 302-4 is basically the same as the existing ATF 302-4, apart from its larger 5.2 metre main boom. An additional 15 tonne of counterweight has also been added giving a total of 16.5 tonnes, improving its capacity throughout the chart. The counterweight has been designed so that the crane can operate in both 10 and 12 tonne per axle configurations, unlike the previous 302-4 which needed additional counterweights.

Both the 100-4 and the long boom 302-4 use Eurosumo 4 engines in the cab and superchargers, reducing particulate emissions by 90 percent compared with 20 engines. Fuel consumption is also reduced by about 80 percent.

The new ATF 100-4 is the updated successor of the ATF 100-4 and



**Tadano ATF 302-4**

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**Manitowoc 160 tonner**

Manitowoc has also launched two new mid-range cranes - the 70 tonne ATF 700-4 and the 100 tonne ATF 1000-4 - both of course using dual engines which it says will have considerable amounts of fuel, as well as increasing the engine's

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# AT cranes

many crane companies to buy Grove for the first time, or at least cases, the first time for a very long time. The GM1000S has been sold in 27 countries on four continents, while the GM1600S can be found working in France, Germany, Switzerland, the Netherlands, Denmark, Russia, New Zealand and the USA.

As well as the crane's performance, quality is also being mentioned by customers, this may well be down to the ability in putting the machines into production, and perhaps the fruits of the company's new component test laboratory in Shady Grove? The facility in Wilshirewood has also made a significant investment

in new welding technology for the GM1600S.

According to Michael Hinkel, welding director for Manitowoc in the region, the new laser-hybrid welding and cutting machine which replaces the previous submerged arc unit, offers a level of precision that delivers noticeable improvements for customers using the crane on site. "To our knowledge, this facility is the only one in the mobile crane industry to use the cutting-edge welding technology," he says.

"The advantages include less manipulation of the steel prior to forming the boom, which helps maintain and protect the structural integrity of the steel we use. It also



**Grove AT cranes**

The new Grove GM1150-S2 lifting a 40' high container from the roof of a four-storey building.



**Terex Explorer 5500**

The new Terex Explorer 5500 - a 135 tonne single engine AT crane.

uses less material than before and it much faster with less preparation before starting to weld.

Previously, the Grove (GM1000S) boom shells were welded manually or semi-automatically. Today, Manitowoc's new laser-hybrid welding process joins the upper and lower shell of the boom robotically. While maintaining the same strength, this process reduces the need for filler material by up to 120kg on a 40 metre boom. With the laser-hybrid welding and cutting system there is no hot welding of backing strips, submerged arc welding or chipping/grinding required, which improves the production rate and requires lower heat input.

	Liebherr LTM 1160-5.2	Terex Explorer 5600	Grove GM 5170-1	ATF 1600-5
Max capacity	160t @ 3m	111t @ 3m	125t @ 3m	160t @ 2.2m
Main boom	60m	60m	60m	60m
Max capacity radius	1.5t @ 60m 3.0t @ 56m	1.0t @ 56m 2.7t @ 54m	2.0t @ 60m 3.1t @ 56m	2.1t @ 56m
Overall LxW	15.87 x 2.75	14.37 x 2.75	15.39 x 2.88	15.13 x 3.0
Max tip height	95m	95m	100m	96m
Axles	5	5	5	5
Gradeability	35.7%	33%	50%	61%

\*axes in 25 ton axle config

	Liebherr LTM 1150-5.1	Terex Explorer 5500	Grove GM 5130-2	ATF 1500-5
Max capacity	120t @ 3m 150t @ 2.2m	117.0t @ 3m	125.0t @ 3m	150t @ 2.2m
Main boom	50m	50m	50m	50m
Max capacity radius	1.5t @ 50m 3.0t @ 46m	1.0t @ 54m	2.0t @ 60m 3.1t @ 56m	3.1t @ 56m
Overall LxW	15.48 x 2.75	14.3 x 2.75	15.39 x 2.88	14.85 x 2.75
Max tip height	85m	85m	93m	85m
Axles	5	5	5	5
Gradeability	Over 60%	64%	50%	61%



**Grove GM 5130-2**

The new Grove GM 5130-2 is a 125 tonne laser-hybrid welding and cutting machine.



**Manitowoc 150 tonner**

Manitowoc's new laser-hybrid welding and cutting machine.

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## Subject: REGION REPORT INDIA

### CRANES TODAY (MARCH 2015)

Headline: Burying bureaucracy

# Region report | India



**Liebherr LTM 1150-5.1**

The Liebherr LTM 1150-5.1 is a 120 tonne crawler crane with a 50 metre main boom and a 150 tonne capacity.

built at least the need to find a 20 percent. If it was a good deal, with a lot of money to invest, we could have been successful.

While India-based and Indian manufacturers to build India back (theater) development plans, they also help the company's business. India sales, "these people are not using new cranes, they need to repair old ones."

As well as parts for repairs, India also has a flourishing local components business. Michael Hinkel, based in Bangalore, is a subsidiary of Italian hydraulics manufacturer SMC - a 50 year old manufacturing office, says, "SAI entered in 1995, and has been in the market since 1995."

"The manufacture the vehicles in India, they're one of the country's leading manufacturers of vehicles, with almost a 20% market share. We work across segments, but mostly in construction and material handling."

The company uses technology from its base for its motors and gearboxes, building the vehicles in India. Around 70% of its material handling market share goes, says Saito, to the country's small port and cargo sector.

Michael Hinkel is, the Transport, looking to expand into new markets. A new division, which House Africa, has built its business in the marine and offshore mining markets.

Another major component supplier for India's domestic crane manufacturers is Simpson. Part of the Anglo-American Group, the US-based company has been building diesel engines in India since the 1950s. "The company was the first overseas licensee for Perkins. Since 2005, it has decreased its own engines. Today, it produces 150,000 engines a year from 100,000 for tractors, earthmoving, concrete, general and mine equipment."

A Saito division, general manager, marketing, sales, "Simpson's sales are around USD300m. Our customer base includes our own global contractors, as well as Caterpillar, JCB, Volvo,

Caterpillar, New Holland, and Escorts. Simpson and H&M both use Simpson. We have a 30% market share in engines for Indian cranes. Our 3.8 engine is very popular for the material handling industry. Hydraulic, hybrid cranes, the also support tower cranes, anything up to 100ton."

"We have engines now selling US\$ 7m 4 Final and Stage 4 for the US. We're supplying around 15,000 engines for exports. North America, Western Europe, Turkey, Latin America, South Africa."

"Our focus for the coming years is to support our complete solution providers, for construction equipment, material handling, earthmoving, equipment, as well as Simpson."

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# KRAN & BÜHNE (MARCH-APRIL 2015)

Headline: Die Zeit der Spitzenlosen

Turmdrehkrane

Maschinen

## Die Zeit der Spitzenlosen

Es ist nicht das Jahr der großen Neuheiten, aber auffällig ist die Fokussierung auf spitzenlose Obendreher. Rüdiger Kopf hat sich auf die Spur der Neuheiten gemacht und dazu interessante Einsätze gefunden.

**E**s gibt immer neue zu entwickeln und es geht immer wieder vorwärts, mit denen man nicht gleich preisechnet hat. Dennoch ist das „Jahres-Jahr“ trotzdem nicht das Jahr der vielen Schritte. Im Drei-Jahres-Zyklus bauen Conneq und Internal viel ein in Paris geragt. Die Unternehmen sind aber stärker auf München fixiert, so dass nur ein wenig Entwicklungen berichtet werden kann.

So bringt beispielsweise Liebherr einen Nachfolger für seinen Spitzenreiter 180 EC-B. Der neue Liebherr wurde konstruktiv komplett überarbeitet und die Tragfähigkeit an der Spitze um 15 Prozent gesteigert. So hebt der neue Kran an der Auslegerlänge bei 60 Metern 150 Kilogramm, ein Plus von 250 Kilogramm im Vergleich zum Vorgänger. Die maximale Traglast liegt bei acht Tonnen. Mit den Liebherr-Turmsystemen 120 HC, 170 HC oder 250 HC können freistehende Mastenhöhen von bis zu 71,4 Metern erreicht werden. Dazu wurde

das Montagekonzept überarbeitet. Lasten und Laufkatze verbleiben nun während des Transports im Auslegermontierstück. Der neue 172 EC-B 8 L Ultra wird mit der weitestentwickelten Ultra-Kransteuerung ausgeliefert.

**Kranführeraufzug**

Die zweite Neuheit ist vielleicht noch interessanter. Liebherr bringt einen neu entwickelten Kranführeraufzug namens „JASP“ auf den Markt. Er kann auch bei älteren Turmsystemen angebaut werden. Die Fahrstuhlfahnen des Aufzugs werden einmalig am Turmsockel installiert und verbleiben dort für alle Einsätze. Diese Fahrstuhlfahnen müssen für die Montage beziehungsweise die Demontage bei der jeweiligen Anhebung nicht entfernt werden. Der neue Liebherr-Kranführeraufzug JASP ist bei großen Turmdrehkränen in Turm integriert, bei kleineren Turmsystemen wird er außen montiert. Für die Liebherr-Turmsysteme LC 120 HC,

140 HC, 170 HC, 250 HC und 355 HC kommt der Aufzug an die Außenwand des Turms. Für die Turmsysteme 185 HC, 250 HC, 355 HC, 500 HC und 1000 HC ist der Kranführeraufzug innen Turmsockel integriert. Der Kranführeraufzug von Liebherr ist für den Transport von zwei Personen beziehungsweise 200 Kilogramm Nutzlast ausgelegt.

Bei den Spitzenlosen hat Ende letzten Jahres Potain nachgeholt. So wurde zum einen der MCT 15 vorgeordnet. Der Nachfolger des MCT 85 – dieser war für mehr als zehn Jahre Potains Referenz für 1 – verfügt über eine maximale Auslegerlänge von 52 Metern und eine maximale Masthöhe von 44,5 Metern. Er hebt bei 50 Meter Ausladung 1,4 Tonnen. Als Höchstlast an der Auslegergipfel hebt der MCT 15 noch 1,1 Tonnen. Zum anderen wurde der MCT 210 aus der Baureihe gehoben. Der Flat-Top-Kran verortet 65 Meter maximale Auslegerlänge sowie eine Spitzenlast von 1,75 Tonnen auf sich.

Der neue Caterpillar CM 271 mit Schweiß-Bühnenrechner aus dem Sortiment von B&B.

Die Kranführer-Aufzug „JASP“ stellt Liebherr auf der Baustelle vor.

Bis zum Sommer entsteht in München ein Oberringerplatz mit zwei neuen Kränen. Ein 50 Meter hoher B&B-Kran und ein 50 Meter hoher B&B-Kran. Solange die Krane in Einsatz sind, bleibt auch die Baustelle dran.

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Maschinen

Turmdrehkrane

**Märchenhaft**

Es ist kein Märchen, aber ein „märchenhafter“ Einsatz. Bei dem ein Trepp CT 1618-B unterstützt wurden die Krane von einem Potain MD 153 sowie einem Potain MD 225 11. Eine neue Autobahnbrücke über die Lahn ist hier im Entstehen.

Bei innerstädtischen Einsätzen müssen wir bei der Wahl eines geeigneten Krans immer den Strombedarf und die Höhe des Antriebsstroms berücksichtigen. Ein Kette unregelmäßiger Spannungsschwankungen im öffentlichen Stromnetz zu vermeiden“, erklärt Jürgen Schödel, Geschäftsführer der Firma Proschwitz & Schödel, der der Kran gehört. Das gilt vor allem, wenn ein Kran für seinen Mast auf einer Baustelle verbleibt. Für den Baustelleneinsatz in Kassel an der CT 1618-B Flat-Top-Turmdrehkrane freistehend auf einem C45-Fundamentkran. Mit einer Auslegerlänge von 60 Metern und einer Masthöhe von 33 Metern war er in der Lage, an der Auslegergipfel Baustellenelemente von bis zu 2,1 Tonnen zu heben. Die maximale Hublast lag bei acht Tonnen. „Aber als Liebherr-Turmsystemen mussten wir in Kassel jedoch nicht haben. Wir hatten also immer eine ausreichend Reserve“, berichtet Kai-Ingo Maier, Kasseler, der nicht zuletzt die Zuverlässigkeit dieses Antriebsgeräts schätzt.

Im vergangenen Jahr hat WolfKran seinen Spitzenreiter Oberringer Wofft 5014 City entbitt. Der City-Kran verfügt über eine Spitzenlastfähigkeit von 1,4 Tonnen bei 50 Meter Ausladung. Maximal hebt er eine Last von sechs Tonnen. Der Laufkran arbeitet in einem 2-Strang-System. Große „Wofft“-sind indes in München zu entdecken. Ein neues Bungalohaus für die Groß-Werke 40 Meter Höhe wird hier errichtet.

Fortsetzung S. 28 >

Im Märchenland hat es dieses Trepp CT 1618-B verschlagen. Er hebt einen Bus der Grün-Weiß in Kassel.

Mit dem 172 EC-B 8 Ultra bringt Liebherr seinen Nachfolger des 180 EC-B.

Ein Potain MCT 212 hat Aufgaben an der neuen Autobahnbrücke über die Lahn bei Limburg.

Conducto präsentierte seine Euro-Kranreihe auf der Baustelle in Lamm.

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## CRANE & RIGGING HOTLINE (MARCH 2015)

**Headline:** Partners Launch German-Made Telecrawlers in the Americas

**Spotlight Cranes**

### Partners Launch German-Made Telecrawlers in the Americas

It is a landmark partnership with Germany's Sennebogen Maschinenfabrik, Manitowoc has re-entered the telescopic-boom crawler crane market with the launch of three machines designed to handle the most unforgiving terrain. The new line of Grove hydraulic crawler (GHC) cranes, starting with the GHC35, GHC75, and GHC130, will be produced in Straubing, Germany, for availability in North America and Latin America.

Engineered for transportability, the compact telecrawlers cranes require no on-site crane-on-site for assembly. Their tight footprint provides excellent maneuverability on the jobsite, and can handle all types of conditions, as well as congested spaces, according to Manitowoc. Mike Herbert, global product director for rough-terrain cranes at the Manitowoc, Wm. company, said the GHC Series is ideal for companies that need a single-to-operate compact telecrawlers crawler crane to navigate terrain that would accommodate other types of equipment.

The GHC Series is for customers that need a compact, maneuverable crane that can face the rigors of merciless terrain," he said in introducing the trio. "With minimal transport requirements, 100% pick-and-carry capability, and a telescoping boom, these cranes will prove very nimble in both getting to and navigating job sites."

**Making strategic history**

Offered for sale exclusively in the Americas market, as part of a long-term strategic partnership between Manitowoc and Sennebogen, the Grove GHC Series cranes are fully supported by Manitowoc Crane Care's service network. The cranes are suited to powerline construction, fabrication, infrastructure support, crane activities on windfarms, precast work, foundation work, and possibly some mining equipment maintenance," said Herbert, who talked about how the partnership came about.

Manitowoc manufactured telescopic-boom crawler cranes "20 years ago now and got out of that business because there wasn't a big market at that time," he explained. "During the last 10 years, the market has been growing, and customers have been asking for a product like this. With all of our efforts focused on innovation and new product development within our current product ranges, we decided that partnering with Sennebogen was clearly the best decision for stakeholders. Sennebogen had an established product, a great reputation in Europe, and they'd just chosen Canada as their first market in the Americas market on their own with their product."

Herbert says the telecrawlers cranes are brand new cranes Senne-

gen developed in partnership with Manitowoc. "We worked through specs with them for the right crane, the right options, high quality, and the right price. Their design team developed the basic crane, and we developed some attachments ourselves in conjunction with them," he says. The result is an auger, a pole grabber, and a personnel basket which Sennebogen didn't have available for its traditional market.

The cranes' controls are based on what Sennebogen utilizes their standard product offering to include. "It will look and feel a lot like a Grove," complete with features that are unique to a telecrawlers, says Herbert. "The machine control and LMI system look and feel similar to our Grove system, however, they've been developed by Sennebogen. And, all machines are equipped with Conquest telematics system."

The difference between a telescopic-boom crawler and a lattice-boom crawler becomes obvious in the GHC undercarriage, with grousers also in an excavator or dirt-tracked machine. But Grove will make available an optional flat pad for those who prefer that track style.

**Quality counts**

The Grove GHC35 has a 35-ton capacity and 100-ft. main boom length. The total crane length with boom retracted is just 35'3" long and crane retracted width is 11'6". Its overall height is 10'8". The GHC75 has a 75-ton capacity and 118-ft. main boom. Total crane length with boom retracted measures just 42'6" long crane retracted width is 10'6", and overall height is 10'5". The GHC130 has a capacity of 132 tons, and a main boom of 131'11". Total crane length retracted is 50'4" long, and crane retracted width is 12'11", while overall height is 13'8". All three cranes feature Tier 4 Final-compliant Cummins engines.

Both Manitowoc and Sennebogen, which have strong brand loyalty, spent a great deal of time putting together an agreement that would be mutually beneficial, says Herbert. "It allows Sennebogen to enter and grow into a market they're not in before while allowing Grove customers access to a product that they have been asking for," he said. "The agreement has been structured to provide the usual high levels of product availability, service, training, and parts through the Grove dealer network and Crane Care organization."

The series was launched in late January, and Herbert says Manitowoc has sent "a flurry of activity" via phone and email with customers and within its dealer network. At press time, no sales had yet been confirmed, but he reported the company will begin taking orders and have cranes available for delivery this month. "We've got the product on the ground at our Shady Grove factory," says Herbert. "It's a tight timeline because we kept it confidential for so long. We wanted to have a nice crisp launch."

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


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## CONSTRUCTION EQUIPMENT (MARCH 2015)

**Headline:** Market Watch: Grove

### WAITING IMAGE



## INFRASTRUCTURES (MARCH 2015)

**Headline:** Manitowoc Partners with Sennebogen; Introduces Grove GHC Telescoping Crawler Crane Series

**Manitowoc Partners with Sennebogen, Introduces Grove GHC Telescoping Crawler Crane Series**

New from Manitowoc is a trio of compact telescoping crawler cranes that are designed to handle the most unforgiving terrain. The new line of Grove Hydraulic Crawler (GHC) cranes is the result of a landmark partnership with Germany's SENNEBOGEN Maschinenfabrik, which will produce the cranes in Straubing, Germany.

The GHC35, GHC75, and GHC130 telescoping crawler cranes comprise the new GHC series, and all are now available in North America. The cranes offer the benefits of small crawler cranes with the versatility of telescoping booms.

Due to their compact dimensions and transportability, Grove GHC cranes will save time and money for contractors and end users before the job even begins. Once these innovative cranes reach the jobsite, no assist crane is needed for on-site assembly.

The GHC series cranes' compact footprint provides excellent maneuverability on the jobsite and can handle all types of job

site conditions. Manitowoc or swampy terrain, for example, is easily navigable, and the cranes work well in congested spaces.

"The GHC series is ideal for companies that need a simple to operate, compact telecrawlers crawler crane to navigate terrain that won't accommodate other types of equipment," said Mike Herbert, global product director for rough-terrain cranes at Manitowoc.

"The GHC series is for customers that need a compact, maneuverable crane that can face the rigors of merciless terrain," he added. "With minimal transport requirements, 100% pick-and-carry ability and a telescoping boom, these cranes will prove very nimble in both getting to and navigating job sites."

Offered for sale exclusively in the North and Latin American markets as part of a

long-term strategic partnership between Manitowoc and Sennebogen, the Grove GHC Series cranes are fully supported by Manitowoc Crane Care's service network. All 3 cranes in the GHC series offer the ability to pick-and-carry at 100% of their load chart and can swing loads a full 360°. This makes them ideal for applications such as utility projects, where the cranes can carry loads across the jobsite, adjusting boom length as necessary.

A variety of attachments are available for GHC cranes, including an auger attachment and pole dais. Companies working on power line projects, for example, will be able to drill holes with the auger and lift poles with the dais, using only one crane where before they may have needed several. The requirement of only one operator and one rigger saves additional time and money.

The Grove GHC35 has a 35 t capacity and 30.4 m main boom length. The total crane length with boom retracted is just 10.7 m long and crane retracted width is 3.2 m.

The Grove GHC75 has a 75 t capacity and 36 m main boom length. The total crane length with boom retracted measures just 11 m long and crane retracted width is 3.2 m wide - its overall height is 3.2 m.

The Grove GHC130 has a 130 t capacity and 40.2 m main boom length. The total crane length with boom retracted measures just 15.3 m long and crane retracted width is 3.9 m wide - its overall height is 4 m.

All 3 cranes feature Tier 4 final compliant Cummins engines.

"The GHC series has very clear benefits for users," Mike Herbert said. "We know that these cranes will become a valuable and versatile lifting tool in a lot of companies' fleets."

Source: The Manitowoc Company, Inc.





## CONSTRUCCION PAN-AMERICANA (MARCH 2015)

**Headline:** Manitowoc se asocia con Sennebogen

**Manitowoc se asocia con Sennebogen**

La compañía alemana fabricará la serie de grúas telescópicas de oruga GHC de Grove.



Las compañías Sennebogen Maschinenfabrik y Manitowoc han anunciado una asociación por la que la primera producirá tres nuevas grúas telescópicas de oruga compactas Grove (GHC) en su planta de Straubing, Alemania.

Las grúas telescópicas de oruga GHC35, GHC75 y GHC130 conforman la nueva serie (GHC) y están disponibles en Latinoamérica. Debido a su diseño compacto, cuando estas grúas llegan al lugar de trabajo, no se necesita ninguna grúa auxiliar adicional para amarrarlas en el sitio.

El fabricante explica que el diseño compacto de las grúas serie GHC proporciona una excelente maniobrabilidad en el lugar de trabajo y permite adaptarse a todo tipo de condiciones en el sitio.

Orientadas para la venta exclusivamente en Latinoamérica como parte de una alianza estratégica a largo plazo entre Manitowoc y Sennebogen, las grúas serie GHC de Grove

están plenamente respaldadas por la red de servicio de Manitowoc Crane Care.

Las tres grúas serie GHC ofrecen la capacidad de recoger y transportar al 100% de su capacidad de carga y pueden hacer grúas con carga de 300 grados completos. Todas las grúas tienen aplicaciones como proyectos de servicios públicos, donde las grúas pueden transportar cargas a través del sitio de trabajo, ajustando el largo de la pluma de acuerdo con las necesidades.

Está disponible una gran variedad de accesorios, incluidos un accesorio de barrenos y una garras para postes. Las empresas que trabajan en proyectos de tendido de líneas de electricidad, por ejemplo, pueden perforar agujeros con la torreta y elevar los postes con la garras, utilizando una sola grúa desde antes se podían requerir varios.

Orientadas para la venta exclusivamente en Latinoamérica como parte de una alianza estratégica a largo plazo entre Manitowoc y Sennebogen, las grúas serie GHC de Grove

La Grove GHC35 tiene una capacidad de 35 t y una pluma principal de 30 m de largo. La longitud total de la grúa con la pluma retraída es de 10.7 m, el ancho de la grúa retraída es de 3.2 m y su altura total es de 3.2 m.

La Grove GHC75 tiene una capacidad de 75 t y una pluma principal de 36 m de largo. La longitud total de la grúa con la pluma retraída es de 11 m, el ancho de la grúa retraída es de 3.2 m y su altura total es de 3.2 m.

La Grove GHC130 tiene una capacidad de 130 t y una pluma principal de 40.2 m de largo. La longitud total de la grúa con la pluma retraída es de 15.3 m, el ancho de la grúa retraída es de 3.9 m y su altura total es de 4 m. Las tres grúas están equipadas con motores Cummins.



## Headline: Sennebogen e Manitowoc se associano

## Headline: Manitowoc se asocia con Sennebogen y presenta nueva serie de gruas telescópicas

industria 

## Sitrans se suma a Aprimim

La Asociación de Proveedores Industriales de la Minería Aprimim, firmó la incorporación al grupo de la empresa Sitrans, especializada en innovación y desarrollo de soluciones logísticas integrales y parte del grupo Ultramar.

Sitrans opera en el rubro logístico de abastecimiento a la minería a través de la recepción de proveedores, almacenamiento y transporte de todos los tipos de cargas, con altos estándares en seguridad y medio ambiente, según aseguró la empresa.

Además, ha desarrollado una estructura para el transporte de sustancias peligrosas y para la logística de insumos estratégicos, optimizando el manejo y traslado de productos especiales como bolas de molinada, neumáticos gigantes, talcos, gases de proyectos y cargas sobredimensionadas. Todo cuenta con una flota acreditada para el traslado de carga general y sobredimensionada que cubren todos los repuestos para el negocio a flama minero.

## Matatea presenta línea de motores para uso industrial

Matatea, empresa especializada en soluciones electromecánicas para la industria, presentó una completa línea de motores ABB HQGA, los que pueden ser aplicados en minería, según destacó la firma que representa en Chile a la marca ABB.

Los nuevos productos tienen certificaciones de calidad en relación a normas y regulaciones, "lo que contribuye a la protección del medio ambiente", asegura la empresa.

Tal el catálogo de motores ABB, nuestros clientes podrán encontrar el adecuado para el adecuado para su caso, ya sea para la minería o la industria. Estos diseñados para funcionar de forma confiable, an importante cual exigente sea el proceso de la aplicación. Lo que significa un menor costo a largo plazo, considerando todos los gastos asociados al funcionamiento y mantenimiento del equipo", explicó el gerente subgerente de Ventas de Industrias.

Con 25 años de experiencia, Matatea ofrece soluciones electromecánicas para la industria entre las que se encuentran motores eléctricos, reducciones, chancadoras, variadores de frecuencia y equipos de control y distribución para el mercado nacional. ■

## Manitowoc se asocia con Sennheberger y presenta nueva serie de grúas telescópicas

Una nueva línea de grúas telescópicas de oruga compacta, diseñadas para trabajar en terrenos difíciles, presentó Manitowoc luego de asociarse con la empresa alemana Sennheberger Maschinenfabrik, firma que fabrica las grúas en Straubing, Alemania.

Se trata de tres grúas de oruga hidráulicas de Grove, las que combinarán la nueva serie CHC, que ya está disponible en Norteamérica y Latinoamérica, según confirmó la empresa.

De acuerdo a la empresa, las grúas CHC35, CHC75 y CHC130 ofrecen las ventajas de las grúas de oruga pequeñas, con la versatilidad de las plantas telescópicas.

La serie CHC es para clientes que necesitan una grúa compacta y maniobrable que pueda enfrentar los rigores de terrenos difíciles. Con un mínimo de exigencias para su transporte, el 100% de su capacidad de carga disponible para recoger y transportar una planta telescópica, estas grúas son muy útiles no sólo durante su transporte a los sitios de trabajo sino también durante su desplazamiento en terreno", destacó Phil Vertel, director de productos globales de grúas para terrenos difíciles de Manitowoc. ■

may 17 2016

**Release title:** Potain tower cranes reach new heights at tallest bridge in Israel

# CAPITAL EQUIPMENT NEWS

(MARCH 2015)

## Headline: Potain Tower Cranes Reaches New Heights At Tallest Bridge In Isreal

LIFTING

## Potain Tower Cranes REACHES NEW HEIGHTS AT TALLEST BRIDGE IN ISRAEL

Completing two turnkeys on opening spans of the expensive Acrea Miller near Jerusalem requires building a world-renowned bridge that is an impressive 11 m high up in the night. The Israeli crane contractor Potain chose the Potain T20 tower crane to lift the bridge to final working heights of up to 115 m. The rugged and proven terrain or all-terrain crane is the perfect choice for the Kullback 100-tonne Potain tower crane, COMBISTEER, loaded with insulating layer, allows foundations to ensure they were erected securely and in unique time for the bridge to progress on schedule. Working approximately 12 hours a day three times a week, the top-tensioned Potain tower cranes are performing general lifting duties and pouring concrete to build the bridge below. The Potain crane at the site is a 100-ton capacity T20 SPS. The company also installed a 170-ton and three 15-ton capacity T20 SPS. The company offers maximum job length from 60 m to 75 m and can lift between 1.3 and 2.2 t at 60 m. The installation project is being built on COMBISTEER's tower crane collaboration with Potain, as Mr. Haim Ben-David, managing director, explained.

"Over the past 50 years, our work and our crane have built some of the most iconic projects in Israel, and we are very proud to reach this milestone," he said. "Thanks to our excellent partners and the great professionalism we have with the world's best equipment manufacturers, the Potain, we work on the country's most important projects – and this bridge is the latest example of our achievements." The Potain tower crane comes on site in June 2013 and will remain at the project until the end of 2015. All six cranes are identical units, anchored to the pylon; they are building the bridge by the winging method of the bridge deck and are lifted at heights and their final working heights will amount to 115 m. As part of the Israel Road Project, the bridge is a crucial part of what will be a 400-70 km toll connector between Tel Aviv and Jerusalem. Once completed it will be the tallest and longest bridge in Israel. □

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EQUIPMENT SOURCEBOOK 2013

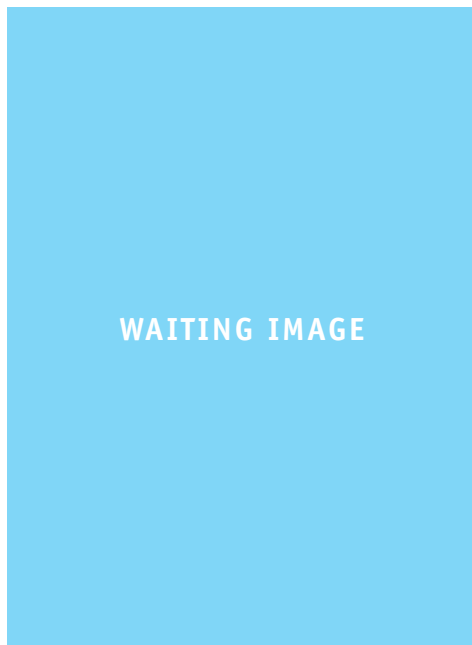
17

**Subject: POTAIN AT BC INDIA**

**Release title: Manitowoc introduces new tower cranes at bC India 2014**

## CRANES & LIFTING (MARCH 2015)

**Headline: New Potain topless cranes for Australasia**



## SOUTHEAST ASIA CONSTRUCTION (MARCH-APRIL 2015)

**Headline: New Potain MCT 85 flat-top tower crane**

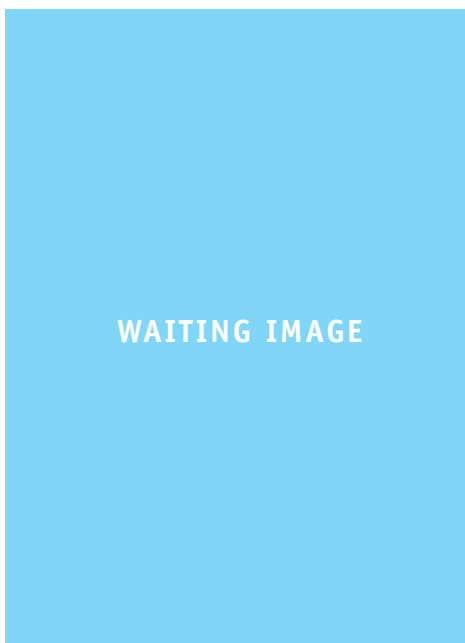


**Subject: CRANE CARE IN AUSTRALIA**

**Release title: New Crane Care dealer for Northern Territory, Australia**

## CRANES & LIFTING (MARCH 2015)

**Headline: Manitowoc expands in Darwin**

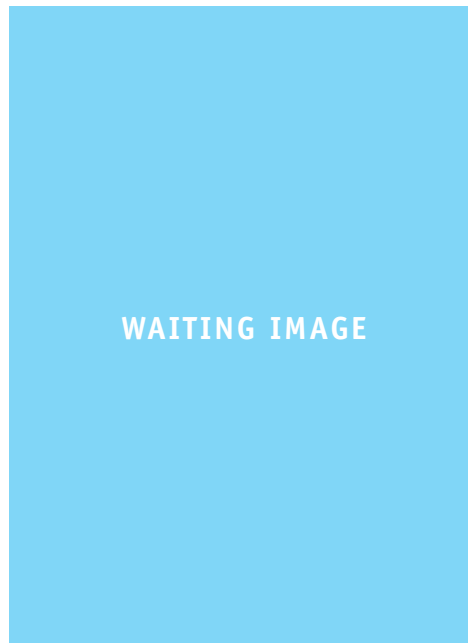


**Subject: LNG PLANT AUSTRALIA**

**Release title:** Grove rough-terrain cranes building AU\$5 billion Australian LNG plant

## CRANES & LIFTING (MARCH 2015)

**Headline:** A helping hand



**Subject: SHUTTLELIFT AT THE RENTAL SHOW**

**Release title:** Manitowoc to feature Shuttlelift at The Rental Show

## PLANT MACHINERY VEHICLE (MARCH 2015)

**Headline:** Manitowoc CD5515-2

HOT MACHINES 63

# HOT MACHINES

YOUR MONTHLY GUIDE TO THE BEST KIT



**12.5M**  
STANDARD BOOM  
LENGTH

**MANITOWOC CD5515-2**

The Manitowoc Shuttlelift Complex CD5515-2 is a telescopic crane designed to appeal to rental companies. The model, which was showcased by Manitowoc at The Rental Show last month, boasts a compact footprint and is available in either a dual-fuel or diesel engine format. The crane features a 12.5m standard boom and offers a capacity of 13.6 tonnes. Manitowoc says that the CD5515-2 will help meet rental demand for 8-tonne to 23-tonne cranes, sitting in the middle of the range. In its diesel engine format, the machine can be augmented with an optional 15.24m full-power boom. At 4.57m boom extension, meanwhile, has been made available for both the dual-fuel and diesel versions. In addition to the rental sector, Manitowoc says the CD5515-2 is suitable for applications within petroleum refineries and factories.

**Specifications:**  
Lifting capacity: 13.6 tonnes  
Standard boom length: 12.5m  
Engine formats:  
• Dual-fuel engine  
• Diesel engine  
Length of optional full-power boom (diesel format only): 15.24m  
Boom extension (both formats): 4.57m

**THE GOOD:**  
Versatile, mid-range capacity

**THE BAD:**  
Stronger or smaller models are available

**ATLAS COPCO QEP**

Atlas Copco has unveiled its QEP range, a selection of air-cooled generators tailored for the construction sector. Three models comprise the line-up: the QEP 8, the QEP 16, and the QEP 32. The units are available in either 240V (3W) or 480V (3W) versions.

**FEATURES:**  
• Air-cooled generators  
• Diesel range: 8kW-32kW  
• Diesel range: 240V-480V  
• QEP 8: automatic voltage regulation, electric start system, insulation monitoring relay  
• QEP 16: soundproof canopy  
• Available to Middle East and users with immediate effect

**THE GOOD:**  
Air-cooled generation tailored for the construction sector

**THE BAD:**  
For power requirements at the smaller end of the spectrum

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MARCH 2015

**Subject: CRANE CARE IN LATIN AMERICA**

**Release title:** Manitowoc Crane Care expands in Latin America

**CONSTRUCCIÓN LATINOAMERICANA** (MARCH 2015)

## Headline: Manitowoc Crane Care cresce na America Latina


**MERCADO**

# Matinotow Crane Care crece en Latinoamérica

**M**atinotow de Brasil está instalando un servicio de reparación de partes y piezas Crane Care desde Buenos Aires, en San Pablo, a su filial de Paso Fundo, en Río Grande do Sul, con el objetivo de aumentar la disponibilidad

## DESTACADOS

### TRENES Terezi Mirante

Preparing Systems (Terezi Mirante) ha ampliado su línea de obras para portales de la serie CH con la nueva planta CRSG60, equipo que cuenta con una potencia L&TVH con patente pendiente.

Según la empresa, el equipo ofrece una mayor productividad y capacidad, y puede ser utilizado en excavaciones desde las crebadoras tradicionales horizontales no se aparten, esto gracias a que combina el eficiente diseño ovalado de la alta fuerza L&TVH con derivaciones incrementales de operación. Esta planta permite manejar grandes cargas y aberturas de la pantalla de mayor tamaño. El sistema hidráulico rápidamente cambia la inclinación de la alta fuerza de empuje de entre 2,5° y 7,5° y la abertura de la pantalla puede ser de hasta 150 mm.

de partes y piezas para toda la región a través de la consolidación y expansión de su capacidad de stock y distribución.

Con esta reorganización de partes, Matinotow pretende ampliar la presencia y elevar la calidad de sus servicios en el área, al contar mejor presencia a sus recursos disponibles en Paso Fundo.

Con el mismo objetivo, Matinotow está fortaleciendo su programa de entrenamiento en las instalaciones de Paso Fundo para hacer mejor uso del nuevo taller.

"Nuestro área de mantenimiento con simulados está totalmente integrada a la filial. Esto permite mantenimientos más eficientes", explica Marcelo Mendes, director de soporte al cliente de Matinotow Crane Care.

Con esta reorganización de stock de piezas, Matinotow pretende ampliar su presencia y elevar la calidad de sus servicios en la región.

"La proximidad con nuestros productos y procesos ayuda a solucionar el aprendizaje de los usuarios", agrega.

También, las instalaciones EnCore, en la filial también se beneficiaron de la nueva infraestructura. Los servicios de reparación y remodelación se han en su mayor parte gracias al aumento de la disponibilidad de repuestos.

"A medida que expandimos

las operaciones de la filial de Paso Fundo, la región se consolida como una fuente de productos y servicios exclusivos por las máquinas", dice Leandro Nils de Moura, gerente de marketing de Matinotow América Latina. "Esto se garantiza mediante tiempos de entrega y disponibilidad en el continente, algo que ningún otro fabricante puede igualar", advierte.

## Equipo minero de superficie soluciona excavación en Brasil

Durante la construcción de un auditorio en el estado brasileño de São Paulo se está probando un equipo de minería de superficie para hacer la excavación de un suculoso suelo. Las empresas contratadas Melchior, OMS y Comatras, responsables po

el mismo Estado italiano. Navei, elegido el T7125 de Vermeer y se están gestionando estos satisfactorios con el resultado obtenido.

De acuerdo a las contratas con este personal está el uso de explosivos para excavar un ancho de 4 metros, factor sumamente importante, ya que según los ingenieros del proyecto la excavación de utilización de explosivos para la

excavación podía desestabilizar la fundación hecha en pilotes de concreto, además lo complicado es que con el retiro del material mediante.

Con el T7125, se excavó 400 metros cubicos de arena para hacer la base a una profundidad de entre 3,5 metros de altura puede ser

Con el T7125, se excavó 400 metros cubicos de arena para hacer la base de trabajo.

De 400 centímetros de profundidad, además de elevar la velocidad de la operación construye un beneficio adicional para los contratistas.

Marzo 2015 **Geotecnología Latinoamericana** 13

**Subject: NY BRIDGE**

**Release title:** Manitowoc Cranes a key player on New NY Bridge project

## HEAVY EQUIPMENT GUIDE (MARCH 2015)

## Headline: New bridge is one of the largest infrastructure projects in North America

[illegible]



NBM&amp;CW (MARCH 2015)

Headline: Potain Tower Crane Help Kochi Evolve

Equipment & Machinery

### Potain Tower Cranes Help Kochi Evolve

Potain tower cranes are at the heart of one of India's fastest growing cities. Kochi, on the country's west coast. Three Potain tower cranes are currently building three luxury residential developments across the city, which is the most densely populated in the state of Kerala.

The use of Potain tower cranes at dozens of projects in India is attributed to their excellent quality and versatility, as Ashwani Mathur, Mathur's tower crane sales director in India, explains: "Potain cranes have built a reputation among developers in India for their reliability and productivity, ensuring contractors across the country to complete their projects on time. We also back up our products with the best customer support, advising on the most appropriate lifting solution and ensuring their needs are met – for the life of the project."

The Potain tower cranes at work in Kochi are at 5.1 capacity MCBSA tower cranes. They perform a wide variety of general lifting duties at numerous high-rise, residential developments, including a 27-storey tower and a triple tower development, Technocon Construction.

Technocon Construction purchased its first Potain MCBSA in January 2014 and the crane will spend the next three years working on the Transconne (Trans Highway) project, the first residential area on the highway side of the city. The MCBSA is erected internally and will climb as the building grows to its final 27-storey height.

Edy Uthappa, partner of Technocon Construction, commented on the company's experience with the Potain crane: "We are extremely satisfied with the quality and performance of our Potain MCBSA, and have been able to reduce the number of workers on site, saving cost and streamlining the project. We have a few more projects in the pipeline, so it's likely we will buy more Potain cranes in the future."

SILPA Projects & Infrastructure is one of India's leading construction companies. The company bought its first Potain MCBSA tower crane in 2012 and put it to work immediately on the Paragiri Campus Court project, a pioneering development of luxury apartments in Kalamand, Kochi.

"Following our experience with other crane companies throughout the project, we've witnessed firsthand the advantages of the Potain tower crane in terms of comfort and efficiency. We've received great feedback from our operators and the Manitowoc Crane Care service is extremely quick, which is an important factor with every product we buy. We are likely to buy more Potain cranes to support demand from future projects," said P. K. Paul, Director of SILPA.

Founded in 1985, SILPA has grown thanks to its uncompromising commitment to quality and timely delivery.

Danal Homes, the construction wing of the DSO group, relies on its newly purchased Potain MCBSA tower crane to build residential towers as part of the DSO Diamond Valley project in Kalamand, Kochi. The three-tower project is in its first phase where an 8-storey tower will be built within two years.

"Our company motto is high quality that comes with no compromise and it is essential for us to have reliable equipment and services to continue to excel in the development of commercial and residential projects. And Potain is helping us to do just that," said Mr. Dhanu A.V. of Danal Homes.

Danal Homes was first established in 1982 in the wake of growing demand for commercial and residential properties and infrastructure.

The MCBSA is the most popular Potain tower crane in India, and is built at the Manitowoc facility in Pune. It is designed for easy assembly and its strong load chart makes it a very versatile crane. With a 26 m (85 ft) jib, the crane can lift 3.1 (3.3 US) at 40 m and with a full 50 m (154 ft) jib it can lift 1.5 (1.4) at 100 m jib end.

For further details please contact: Mr. Ashwani Mathur at mathur@manitowoc.com  
Anurita Goudamangal@manitowoc.com  
www.manitowoccranes.com/india



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CRANES &amp; ACCESS (MARCH 2015)

Headline: Australian first for Fleurieu

AT cranes **cra**

### Australian first for Fleurieu

Adelaide-based Fleurieu Cranes purchased the first Grove GMK6400 in Australia. The company had originally intended adding a lifting jib to its existing 250-tonne AT crane, but decided to buy the 400-tonne Grove with full lifting jib instead.

"By adding another AT crane in this capacity class with lifting jib, which provides impressive reach and capacity – we are now able to work in new markets including wind farm maintenance and tower crane erection," said Philip Allen, who together with friends John Elton and Nick Barry founded Fleurieu Cranes in 2005. "We are still getting significant work with our older 250-tonne while the GMK6400 gives the opportunity to pursue new markets."

The inaugural job for the GMK6400 was at the new Royal Adelaide Hospital, dismantling a tower crane belonging to Subsit Plant. The GMK6400 was configured with 41.79 metres of main boom topped by a 42-metre lifting jib and 115 tonnes of counterweight. The crane made all the required lifts comfortably, including the removal of the top section of the tower crane, with its jib angle up to 80 degrees and at a radius of 46 metres. The heaviest component weighed 13.7 tonnes.

Fleurieu Cranes has three other Grove AT Series cranes in its fleet, two 55-tonne Grove GMK2055s and a 100-tonne GMK3070. The hospital is the single largest infrastructure project ever undertaken in South Australia and is being built for the South Australian state government for the SA Health Partnership Consortium.

### Raising the roof

Limited space and oversized loads were the main challenges that Craze crane rental company (Adelaide) had to overcome when lifting steel roof structures for the new multi-purpose arena in the town of Freydis Munk in the Czech Republic. The solution involved a tandem lift using its Tower Explorer 5800 and AC 250-L.

"Carefully lifting a weight of around 28 tonnes is actually a relatively easy task for the two cranes. But if the load is 20 metres wide and it has to be lifted from within a structure of 16 square metres, precision was most critical," said company president Radik Malina.

The job required cranes compact enough to manoeuvre into the tight areas on site, while having the capacity and boom length to complete the task. To carry out the lift, the AC 250-L was rigged with 11 metres of main boom working at a radius of 21 metres, while the Explorer 5800 was rigged with 42-metre main boom working at a 24-metre radius, so the fully loaded to a height of 18 metres.

"We were very eager to see how efficient the Explorer's single-engine concept would prove to be in practice and whether fuel consumption would be as low as promised," said Malina. "Now that we have seen the crane working we can say that the single engine was in fact significantly more fuel-efficient. Another benefit of this design was the ability to switch off the engine during the job, without switching off the C-1 crane control system. This also contributes to lower fuel consumption and improved efficiency."

Founded 16 years ago, Malina Crane is based in Ostrava and owns a fleet of cranes with capacities from 20 to 250 tonnes, as well as offering special transport services.




24 cranes & access March 2015

Subject: COVEMA SACIF ARGENTINA

Release title: Manitowoc appoints new dealer in Argentina

MOVICARGA (MARCH 2015)

Headline: Manitowoc nombra nuevo distribuidor en Argentina

### Manitowoc nombra nuevo distribuidor en Argentina

**Para reforzar su servicio en el crecimiento del sector energético de Argentina y servir mejor a su creciente número de clientes en el país, Manitowoc Cranes ha firmado un contrato de distribución y servicio con Covema SACIF, con sede en Buenos Aires, uno de los principales distribuidores de equipos de construcción del país.**

Cristian Galaz, vicepresidente de ventas de Manitowoc para América del Sur (excepto Brasil), y Alejandro Garavito, presidente de Covema, firmaron el contrato durante una ceremonia de firma en las instalaciones de Covema en Buenos Aires a principios de este año.

"Estamos muy contentos de anunciar que Manitowoc ha nombrado a Covema como su distribuidor oficial de las grúas sobre orugas de Manitowoc y grúas móviles Grove en Argentina," dijo Galaz. "Esta alianza mejorará nuestra presencia en Argentina con los productos líderes en el mercado que sirven a los clientes en el sector de la energía y otros sectores de la industria."

Se espera que el sector de petróleo y gas de Argentina puedan expandirse rápidamente en los próximos años y es un mercado donde Manitowoc ofrece una serie de productos adecuados para una variedad de operaciones. Actualmente en Argentina hay muchos sectores de la industria de la energía que aún están en desarrollo, tanto en la implementación de redes y en la construcción de las plantas. Además, existe una creciente demanda de energía renovable en forma de parques eólicos, mini-hidro.

Debido a la proximidad de la fábrica de Manitowoc en Praia Funda, Brasil (donde la compañía construye grúas Grove para terrenos difíciles y grúas Peterbilt), los clientes del país van a tener en Argentina en unos tres días. Además, los clientes en el país pueden tener ventaja de una exención fiscal del 34% en unidades menores de 60 t (135 USF) de capacidad, gracias al acuerdo comercial Mercosur.

En los últimos años, Covema se ha establecido como un socio estratégico de Manitowoc Crane Co. en la región mediante el suministro de piezas de repuesto y servicios a clientes Grove en Argentina. El distribuidor también ha creado oportunidades de negocio para el fabricante mundial de grúas en el país.

"La larga tradición y conocida reputación de Covema combinado con la gran variedad de productos y servicios Manitowoc, líderes en la industria, es una receta segura para el éxito en Argentina y más allá," dijo Garavito de Covema.



### Líderes globales en elevación



Subject: BRAZIL STEEL MILL

Release title: Manitowoc 18000 helps renovate Brazilian steel mill

MOVICARGA (MARCH 2015)

Headline: Manitowoc 18000 ayuda a renovar una acería brasileña

### Manitowoc 18000 ayuda a renovar una acería brasileña

**Manitowoc Cranes se han convertido en parte integral de muchas de las industrias más prósperas de Brasil. En todo el país, las grúas sobre orugas de Manitowoc y todo terreno Grove están ayudando a impulsar el crecimiento económico del país en una diversidad de proyectos.**

Un gran ejemplo de esto se encuentra en la planta siderúrgica Usiminas en la ciudad de Curitiba, en el estado de São Paulo. Desde el inicio de los trabajos de renovación de la planta, se han instalado más de 18000 Manitowoc para renovar una serie de líneas de restauración y mantenimiento.

El trabajo sobre la instalación de 52 años incluyó la instalación de una nueva línea de chimenea de 304 m (341 pies), las nuevas estructuras de acero de calidad, y el mantenimiento de un techo en forma de cúpula.

Contra Técnico de Mantenimiento Industrial (CTMI), con sede en Curitiba, estaba a cargo de los aceros. Guindastes Tatapóli instaló las grúas sobre un estuario de la empresa, y sus ingenieros ayudan a planear los ascensos.

"La grúa sobre orugas de 600 t (1660 USF) de capacidad (D501 D501) con el accionamiento MAM-601 fue elegida por su versatilidad, el alcance y la capacidad considerable", explicó Luciano Dias, vicepresidente de Manitowoc de ventas en Brasil.

"La Manitowoc 18000 fue seleccionada para completar los ascensos en Usiminas debido a la flexibilidad de la grúa y sus especificaciones generales, que proporcionó el control a un nivel de flexibilidad para hacer frente a este proyecto exigente," dijo.

Uno de los mayores desafíos en el lugar de trabajo fue el posicionamiento de la grúa. Cuatro partes de trabajo estrechas entre las estructuras de tubos dejaron solo 22 m (72 pies) de espacio para maniobrar. La Manitowoc 18000, sin embargo, proporciona una solución ideal: la grúa cuenta con un giro de la cola compacto de 30 m (132 pies), que le permite moverse en el espacio de trabajo estrecho, pero también proporciona una amplia capacidad para completar los trabajos pesados.

La grúa sobre orugas fue manipulada con 21,4 m (702 pies) de la pluma para dar cabida a las grandes grúas en los terrenos de la instalación congestionada.

"La grúa resolvió sin problemas el trabajo debido a su tamaño compacto y cuerpo robusto, que mantiene los ascensos estables y precisos", dijo Marcelo Monteiro, gerente de ventas de Guindastes Tatapóli.

Varios expertos de CTM y Guindastes Tatapóli, junto con los de Manitowoc Cranes estaban involucrados para planificar los ascensos durante



Subject: KZ™100 ROPE AND SAMSON

Release title: Manitowoc and Samson unveil KZ™100 rope for mobile cranes

MOVICARGA (MARCH 2015)

Headline: Manitowoc y Samson presentaron el cable sintético KZ™100 para gruas Móviles

NOTICIAS DEL SECTOR

### Manitowoc y Samson presentaron el cable sintético KZ™100 para grúas móviles

Manitowoc presentó en Expoen en América Latina el nuevo KZ™100, el primer cable de elevación sintético específicamente diseñado para grúas móviles. Este producto es el resultado de un desarrollo de aplicación en conjunto entre Samson, un importante fabricante de cables de elevación sintéticos, y Manitowoc.

El cable de elevación KZ™100 ofrece muchos beneficios. Es 80% más ligero que el cable de acero y su construcción es más a la medida, por lo tanto se adapta al tipo de carga y al cable. El nuevo material de elevación también facilita el manejo, el almacenamiento y la instalación, lo que reduce la fatiga, la formación de nudos y los daños de otros tipos de problemas de uso del cable.

Mike Herbert, director de planificación y marketing de productos de Manitowoc, dijo que el KZ™100 es una innovación muy bien recibida y una opción de valor añadido para los usuarios de Grove.

"Estamos seguros que los distribuidores, clientes y aficionados a las grúas notarán el gran avance tecnológico que este primer cable de elevación sintético significa para la industria de elevación. Nuestra asociación con Samson en este desarrollo de aplicación ha resultado un producto más ligero e innovador que ofrece una nueva era de cables de elevación."

Manitowoc se asoció con la empresa estadounidense Samson, con sede en Portland, Washington. Los dos compañías realizaron varios miles de horas realizando extensas pruebas de laboratorio y en programas de ensayo en el campo para perfeccionar las características de rendimiento y larga duración del cable.

Una combinación de pruebas de laboratorio y ensayos prácticos alcanzó 17500 m de cable en el transcurso de 14 000 ciclos de pruebas de fatiga. Otras dos empresas independientes también probaron el cable. Como resultado de esta extensa serie de pruebas y ensayos, también se diseñó un cable que satisface los requisitos de resistencia a la corrosión, no necesita lubricación, es duradero y fácil de instalar, lo que reduce el desgaste en los tambores y pines.

"Samson está muy entusiasmado de ingresar a la industria de grúas al trabajar en estrecha asociación de colaboración con una empresa de cable en el transcurso de 14 000 ciclos de pruebas de fatiga. Otras dos empresas independientes también probaron el cable. Como resultado de esta extensa serie de pruebas y ensayos, también se diseñó un cable que satisface los requisitos de resistencia a la corrosión, no necesita lubricación, es duradero y fácil de instalar, lo que reduce el desgaste en los tambores y pines."

El cable, que se vende exclusivamente por Manitowoc, está siendo ofrecido como un equipo opcional en todos las grúas para terminos oficiales Grove desde finales de 2014.



Subject: AIRPORT IN BRAZIL

Release title: Grove at \$5.4 billion airport expansion in Brazil

CRANES TODAY (MARCH 2015)

Headline: Grove RT aids new airport terminal in Brazil

News | March 2015

partner Nacabring Bauwirtschaft, achieving a maximum length of 20m and load capacity of 10t.

**Valley bridge with the help of Putzmeister cranes**

Cranes company Demcon has assisted the construction of what will be the tallest bridge in Brazil.

The 100m project will connect two towns on either side of the Amazon Valley, near Ananias, using cranes climbing to their working heights of up to 33m.

Completed, based on the fact that it had to install tower cranes. Furthermore, to counter the weight and counterbalance of the site.

The six top-mounted Putzmeister cranes include a 10t M20 M20, two 16t M27, 8t cranes, and three 12t M20 M20 models, and are operating around 2.5 hours a day, on days as soon to perform general lifting duties and to gear cranes.

The cranes are all climbing units and continued to the jobs they are controlled, said Demcon, Putzmeister's parent company. They will remain on the project until the end of 2015.

**Kobelt supplies further Johnson expansion**

UK crane company GK Johnson Crane Hire has added two Kobelt CR10000 crawler cranes to the portfolio.

Solicited by Kobelt Crane Service, the cranes have a capacity of 80t at 3m, and represent the 17th and 18th Kobelt crawler cranes in GK Johnson's fleet.

They are due to be delivered in April, following an inspection of the cranes by GK Johnson in Kobelt's facility in Raito, Japan.

In the last 12 months, the crane rental company has purchased three new CR10000 crawler cranes, comprising three CR12000 models and two CR10000 cranes.

Demand for the crawler cranes is currently very strong, said GK Johnson, due to jobs across the UK, in projects such as hotels, schools, sports stadia, bridges, tunnels, food production works and shaft construction.

**Strongest spider cranes sold to Spain**

Spanish company Demcon has purchased two 10t UNIC LITE LITE cranes and a 10t UNIC LITE LITE crane from GK Johnson, the parent company of UNIC Cranes Europe.

The UNIC LITE LITE is the strongest spider crane available and is increasingly being used for heavy duty lifting operations in the UK and Europe, says GK Johnson.

Demcon, says GK Johnson, is a specialist in the rental of electrical equipment and rigging management, providing the cranes through UNIC Cranes under Spain Crane International.

**Grove RT aids new airport terminal in Brazil**

Construction contractor Demcon is using the Grove RT1000 rough terrain crane at a project to expand an airport in Brazil.

The RT1000 is providing general lifting duties, assist the crane at the project, which will assist a new 150,000 sq m terminal at the International Airport of Campinas, near São Paulo. The terminal is expected to double annual passenger traffic to 1.8m.

The RT1000 was built at Manitowoc's facility at Ponta Preta, Brazil, and features a 10m boom.



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CRANES TODAY | 59

Subject: **TOUR INCITY**

Release title: Potain tower cranes building third tallest building in France

## SOUTHEAST ASIA CONSTRUCTION (MARCH-APRIL 2015)

Headline: Tour Incity in full swing

FOCUS ON EUROPE

### TOUR INCITY IN FULL SWING



**T**our Incity is a mixed-use commercial development in the heart of Lyon's business district, France. Featuring 200 m high, it is set to be the tallest building in the city and the third tallest in France. When completed, the tower will have 14,000 sq m of office and four restaurants. It is believed to be the first inner-city building to be accredited as HQE (High Quality Environmental Standard) in France, thanks to a variety of environmental innovations.

Two Potain tower cranes are helping to build this ambitious project. They are working 14 hours a day for 20 months to build one floor per week at the congested jobsite. This demanding schedule is the result of the building's inner-city location. Flanked by a busy road, a school and a shopping mall, work must adhere to a strict schedule to limit disruption to the local area.

The 121 capacity Potain MFT 222 and 161 capacity MD 550 tower cranes are owned by the project's main contractor Bouygues. "Working in such a tight space means we need very precise load control and smooth movement, two things we know Potain cranes are ideal," said Julien Borgeas, jobsite manager at Bouygues.

The cranes were erected in 2013. They are lifting general construction materials in loads of up to 30 t. Both cranes are climbing at a rate of 15 m per month and set to reach final working heights of 200 m.

The cranes' exact position and jib lengths were carefully planned to ensure maximum coverage of the jobsite, yet minimal disruption to the busy streets below. As a result, one of the cranes, the MFT 222, is climbing internally, adding to the technical challenge of the project.

"Erecting the MFT 222 internally maximises the two cranes' coverage of the jobsite, while giving the crane the optimum capacity over the maximum area of the jobsite. It also ensures the crane can work at a good pace without causing problems for the local area," explained Alexandre Chantelais, EMEA product manager at Potain.

The Potain MFT 222 is erected with a specially-adapted floor climbing system where a single frame is attached to the building's concrete core. This allows the crane to climb in fixed working height while maintaining its strength and stability. The MFT 222 also operates as a jib, but is fitted with a 50 m jib at the present.

The MD 550 is installed with Potain's external anchorage system where several frames fit the mast to the outside of the building. The crane offers a maximum 30 m jib but is configured with 60 m of jib at the jobsite. ■

Above and right: Two Potain cranes are working 14 hours a day for 20 months on the Tour Incity project.

82 CONSTRUCTION

Subject: **STIRNIMANN POTAIN**

Release title: Stirnimann to represent Potain in Austria

## KRAN & BÜHNE (MARCH-APRIL 2015)

Headline: Stirnimann übernimmt

**Panorama**

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### Stirnimann übernimmt



Burglenz ist tota Kuba zuständig, der auch Potain installiert. Die Region Starnberg und Kempten deckt, Alfred Neitzing als für den Kundendienst, zeichnet Hannes Leitinger verantwortlich. Betriebsleiter ist Therry Borgeas, geschäftsführender Geschäftsführer Andreas Rutschig. Viele Projekte werden in der Region Wien verwirklicht, doch manche befinden sich auch in anderen Ländern. Da Österreich eine interessante Topographie ist, die Schweiz aufweist, kennt Stirnimann die Anforderungen an Turmdrehkrane in benachbarten Regionen nur zu gut. Stirnimann betreibt eine umfangreiche Maschinenflotte, zu der Hunderte von Turmdreh- und Mobilkränen zählen. <<

### Erste Auslieferung Bibi ist raus



Kurt Plummer (L) von Dorn LPH liefert die erste Scheinwerferanlage auf Bau- und Baustellen von Typ Bibi 510 A aus, und zwar an die Firma Ing. Resch GmbH in Wien, die in der Garten- und Landschaftspflege tätig ist. Die einfache Handhabung und Logistik sowie die Steigergang der Arbeitsleistung waren ausschlaggebend für die Kaufentscheidung. Ernst Resch (R) ist überzeugt, dass mit dem Einsatz dieser Scheinwerferanlage eine große Zeitersparnis und somit ein wirtschaftlicher Erfolg erzielt wird. <<

### Neubesetzung Wolffkran besetzt Austria-Spitze neu



Wolffkran verlässt, Robert-ger hat auf Peter Zauer der seit Mitte 2010 an der Spitze von Wolffkran Austria stand, also bereits vor der Übernahme der Krantypen von Sticht Baugestalt Österreich durch die Hilti-Gruppe. Trautwein herstellte Zauer (ist seit Ende Januar Geschäftsführer der eingetragenen XL Kran- und Baugestalt AG in München) <<

Beide haben die Alpen, nun haben auch beide Länder deutschen Minister für Potain-Kran. Nachdem Stirnimann seit über 20 Jahren in der Schweiz die Marke Potain vertritt, ist dies nun auch in Österreich der Fall. Zum Jahreswechsel hat die in Trutman

## CONSTRUCTION INDUSTRY REVIEW (MARCH-APRIL 2015)

## Headline: Manitowoc MLC650 completes VPC-MAX testing



**EQUIPMENT**

**Major players sign up for Bauma Conexpo Africa 2015**

The market for construction and heavy equipment in sub-Saharan Africa is growing rapidly. It is estimated that the total value of construction work in the region will reach \$150 billion by 2020. This growth is driven by a combination of factors, including rapid population growth, urbanization, and the need for infrastructure development. The region is also experiencing a boom in the mining and extractive industries, which is creating a demand for heavy machinery and equipment. Major players in the construction equipment industry are looking to expand their presence in the region. Bauma Conexpo Africa 2015 is a key event for these companies to showcase their products and services to potential customers. The event will feature a wide range of construction equipment, including cranes, excavators, and trucks. It will also provide an opportunity for industry professionals to network and discuss the latest trends and challenges in the market.

**Manitowoc MLC650 completes VPC-MAX testing**

The Manitowoc MLC650 is a new model of crawler crane that has successfully completed VPC-MAX testing. This testing is a rigorous process that simulates the most demanding conditions that a crane might encounter in the field. The MLC650 was tested for a period of 100 hours, during which it was subjected to a variety of loads and stresses. The results of the testing show that the MLC650 is capable of handling the most demanding workloads with ease. This makes it an ideal choice for construction projects that require a powerful and reliable crane. The MLC650 is also equipped with a range of advanced features, including a fully automated control system and a large capacity hook. These features make it a highly efficient and productive machine. Manitowoc is proud to announce the successful completion of the VPC-MAX testing for the MLC650. This achievement demonstrates the company's commitment to producing high-quality construction equipment that meets the needs of its customers.



**Genie SX-150 slated for Q3 2015 launch in the Gulf**

Genie, a leading manufacturer of aerial work platforms, has announced that it is planning to launch the SX-150 in the Gulf region in the third quarter of 2015. The SX-150 is a new model of scissor lift that offers a range of advanced features and benefits. It has a maximum height of 15 meters and a load capacity of 1,500 kg. The SX-150 is also equipped with a range of safety features, including a fully automated safety system and a large number of safety sensors. These features make it a highly safe and reliable machine. Genie is confident that the SX-150 will be a popular choice for construction and industrial applications in the Gulf region. The company is looking forward to receiving feedback from its customers and to continuing to improve its products and services.

**Sany takes new name for Europe operations**

Sany, a leading Chinese construction equipment manufacturer, has announced that it is taking on a new name for its Europe operations. The new name is Sany Europe, which will be used for all of the company's marketing and sales activities in the region. This change is part of a broader strategy to rebrand the company and to position it as a leading global player in the construction equipment industry. Sany Europe will continue to offer a wide range of construction equipment, including cranes, excavators, and trucks. The company is also investing in research and development to create new and innovative products. Sany Europe is committed to providing high-quality products and services to its customers and to supporting the growth of the construction industry in the region.



**JCB introduces new models of QS gensets**

JCB, a leading manufacturer of telehandlers and other construction equipment, has introduced a new range of QS gensets. These gensets are designed to provide a reliable and efficient power source for a wide range of construction applications. They are available in a range of sizes, from 10 kW to 100 kW, and are equipped with a range of advanced features, including a fully automated control system and a large number of safety sensors. JCB is confident that these new QS gensets will be a popular choice for construction and industrial applications. The company is looking forward to receiving feedback from its customers and to continuing to improve its products and services.



# ONLINE PLACEMENTS

Subject: GAS PLANT RUSSIA

Release title: Manitowoc crawler cranes absorb the impact at Russian plant

The screenshot shows the ConstructionWeekOnline.com website. The main article is titled "Manitowoc pulls off 230t lifts at Russian gasworks" by James Morgan on Mar 1, 2015. The article describes how Manitowoc cranes are used at a gas processing plant in southwest Russia. It mentions that a 18000-tonne crawler crane was used to transport and install 10 giant absorbers, each weighing up to 230 tonnes. The article also includes a sidebar with a "RAISE YOUR BRAND'S VISIBILITY AND MAXIMISE YOUR TRADESHOW RETURN WITH PROJECT QATAR NEWS!" advertisement and a "CLICK HERE TO GUARANTEE YOUR SPACE" button.

Headline:  
Manitowoc pulls off 230 t lifts at Russian gasworks

Website: Construction Week Online

Issue Date: 03/01/15

URL: <http://www.constructionweekonline.com/article-32742-manitowoc-pulls-off-230t-lifts-at-russian-gasworks/>

The screenshot shows the Cranes Today website. The main article is titled "Gas plant lifts in Russia for Manitowoc crawler" by David Gears on 4 March 2015. The article describes how a 750t Manitowoc crawler crane was used at a gas processing plant in Russia to lift absorbers weighing up to 230t each. It also mentions that the crane was used to transport and install 10 giant absorbers, each weighing up to 230 tonnes. The article includes a sidebar with a "KOBELCO" advertisement and a "CLICK HERE TO GUARANTEE YOUR SPACE" button.

Headline:  
Gas plant lifts in Russia for Manitowoc crawler

Website: Cranes Today

Issue Date: 03/04/15

URL: <http://www.cranestodaymagazine.com/news/gas-plant-lifts-in-russia-for-manitowoc-crawler-4524563>

**Subject: LNG DUNKIRK**

**Release title:** Manitowoc crawler cranes building largest LNG terminal in Europe


**Macchine Edili.**  
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**Gru cingolate**  
**Manitowoc per il più grande terminal GNL in Europa**

di Redazione | 2 marzo 2015 in Gru, Sollevamento · 0 Commenti

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Un progetto faraonico: 1,3 miliardi di dollari per la costruzione di un terminal di gas naturale liquefatto (GNL) a Dunkirk, in Francia, destinato a diventare il più grande in Europa. In questo cantiere stanno lavorando 24 ore al giorno **gru cingolate** Manitowoc, fornendo prestazioni elevate a ritmi di lavoro serrati.

Le prime gru arrivate in cantiere, una **Manitowoc 2250** e una **Manitowoc 16000** sono state impiegate per la posa delle fondazioni sottomarine e la costruzione di una chiglia galleggiante dal fondo piatto. In seguito sono state sostituite da una sola **Manitowoc 16000**. Vista l'eccellenza delle prestazioni il responsabile del progetto ha aggiunto poi al parco macchine altre due gru cingolate Manitowoc.

**Headline:**

Manitowoc per il più grande terminal GNL in Europa

**Website:** Macchine Edili

**Issue Date:** 03/02/15

**URL:** <http://www.macchinedilnews.it/manitowoc-per-il-piu-grande-terminal-gnl-in-europa/>

**Subject: KOCHI DEVELOPMENT**

**Release title:** Potain tower cranes help Kochi evolve

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**Potain tower cranes help Kochi evolve**

tags: [Manitowoc](#) [Potain](#) [MCI](#) [BS](#)



**Headline:**

Potain tower cranes help Kochi evolve

**Website:** Lectura Press

**Issue Date:** 03/02/15

**URL:** <http://press.lectura.de/en/potain-tower-cranes-help-kochi-evolve/12211>



**Headline:**  
Technoteam towers on Travancore project

**Website:** International Cranes and Specialized Transport  
**Issue Date:** 03/09/15

**URL:** <http://www.khl.com/magazines/international-cranes-and-specialized-transport/detail/item105768/Technoteam-towers-on-Travancore-project>

**Subject:** COVEMA SACIF ARGENTINA

**Release title:** Manitowoc appoints new dealer in Argentina



**Headline:**  
Manitowoc tiene nuevo distribuidor en Argentina

**Website:** Construcción Latinoamericana  
**Issue Date:** 03/04/15

**URL:** <http://www.khl.com/magazines/construccion-latinoamericana/detail/item105635/Manitowoc-tiene-nuevo-distribuidor-en-Argentina?nltr=wd>



**Headline:**  
Manitowoc expands in Argentina

**Website:** Vertikal.net  
**Issue Date:** 03/04/15

**URL:** <http://www.vertikal.net/en/news/story/22258/>



**Subject: TEKNOVINÇ POTAIN YARD**

**Release title:** Teknovinç opens new Potain yard in Turkey

The screenshot shows the UKPT (UK Plant Technology) website. The main article is titled "New Potain yard in Turkey" and is dated March 12, 2015. It features a large aerial photograph of the new Potain yard in Gebze, Turkey, which is filled with yellow Potain tower cranes. The article text describes the facility as a 15,000 m² site designed to serve the growing market for tower cranes in Turkey. It mentions that the yard will handle up to 40 Potain tower cranes and provide spare parts, training, and general after-sales support. The article also includes a quote from Mr. Alay Çoşkunç, Chairman of the Board of TEKNO Group, stating that the opening of the new yard is a significant milestone in their expansion plan.

**Headline:**  
New Potain yard in Turkey

**Website:** UKPT

**Issue Date:** 03/12/15

**URL:** <http://www.planttechnology.co.uk/new-potain-yard-in-turkey/>

The screenshot shows the Macchine Edili website. The main article is titled "Manitowoc: il dealer turco si espande" and is dated 12 marzo 2015. It features a large aerial photograph of the new Potain yard in Gebze, Turkey, which is filled with yellow Potain tower cranes. The article text describes the facility as a 15,000 m² site designed to serve the growing market for tower cranes in Turkey. It mentions that the yard will handle up to 40 Potain tower cranes and provide spare parts, training, and general after-sales support. The article also includes a quote from Mr. Alay Çoşkunç, Chairman of the Board of TEKNO Group, stating that the opening of the new yard is a significant milestone in their expansion plan.

**Headline:**  
Manitowoc: il dealer turco si espande

**Website:** Macchine Edili

**Issue Date:** 03/12/15

**URL:** <http://www.macchinedilnews.it/manitowoc-il-dealer-turco-si-espande/>

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### Teknovinc opens Potain tower crane yard in Turkey

by James Morgan on Mar 16, 2015

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**RELATED ARTICLES:** Potain duo chosen to build Lyon's tallest building  
 1 Manitowoc pulls off 230t lift at Russian gasworks 1 Tong Win buys five 300T Grove all-terrain cranes

Teknovinc, Potain's authorised dealer for Turkey, has opened a new storage facility with the capacity to house up to 40 tower cranes at any one time.

The 15,000m<sup>2</sup> facility will also be used for the provision of spare parts, training, and after-sales support to Potain's Turkish customers.

Located in Gebze, approximately 50km east of Istanbul, the site forms part of Teknovinc's ongoing strategy to reaffirm its position as the largest tower crane operator in Turkey.

"The opening of our new Potain tower crane yard in Gebze marks a significant milestone in our expansion plan, which is fundamental for our continued, high-quality service to customers in this region," explained Altay Çoşkunlu, chairman of the board of TEKNİK Group.

The crane yard's layout has been designed to allow two-lane access for loading trucks. The facility includes designated zones for welding, painting, and high-pressure cleaning, all of which comply with local environmental regulations.

The site also features an area for the making of anchoring beams and the preparation of ballast blocks for tower crane bases and counter jibs. The Gebze facility is fully serviced by two tower cranes.

During the yard's inauguration, Teknovinc was presented with an 'ELITE Dealer' plaque, in recognition of its focus on customers, the Turkish market, and the Potain brand. The Turkish firm first achieved ELITE Dealer status in 2012 as part of a dealer development programme initiated by Potain's parent company, Manitowoc.

"Teknovinc's continuous investment into the team, and the facilities to better serve their customers, make us confident that they will remain an ELITE Dealer for many years to come," said Yannick Richaud, director for Manitowoc Crane Care in the Middle East and Africa (MEA) region.

The next stage of Teknovinc's expansion plan will involve the opening of another Potain yard in Turkey's capital city,

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**Headline:**  
Teknovinc opens Potain tower crane yard in Turkey

**Website:** Construction Week Online

**Issue Date:** 03/16/15

**URL:** <http://www.constructionweekonline.com/article-32962-teknovinc-opens-potain-tower-crane-yard-in-turkey/>

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**NEW Potain yard in Turkey**  
 Written by Laura Hutton - 23 Mar 2015

Turkish Potain dealer Teknovinc has opened a new tower crane yard in Gebze, Turkey.

The new 15,000 square metre site can house up to 40 Potain tower cranes and will be used to provide spare parts, training and after sales support. The facility also has areas for welding, painting and high-pressure cleaning, as well as an area for making anchoring beams and to prepare ballast blocks for tower crane bases and counter jibs, a company spokesperson said.

Altay Çoşkunlu, Tekno Group chairman of the board, said: "The opening of our new Potain tower crane yard in Gebze marks a significant milestone in our expansion plan, which is fundamental for our continued high-quality service to customers in this region."

The company plans to open another Potain yard in Ankara.

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**Headline:**  
New Potain yard in Turkey

**Website:** International Cranes and Specialized Transport

**Issue Date:** 03/25/15

**URL:** <http://www.khl.com/magazines/international-cranes-and-specialized-transport/detail/item106129/New-Potain-yard-in-Turkey>

**Subject: BRAZIL STEEL MILL**

**Release title:** Manitowoc 18000 helps renovate Brazilian steel mill

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### Manitowoc 18000 helps renovate Brazilian steel mill

tags: Manitowoc Guindastes Tatuapé

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Published: 16.03.2015, company: Manitowoc

**Manitowoc**

Manitowoc cranes have become integral to many of Brazil's most thriving industries. Across the country, Manitowoc crawler cranes and Grove rough- and all-terrain cranes are helping fuel the country's economic growth in a diversity of projects.

A great example of this is at the Usiminas steel plant in the city of Cubatão, in the state of São Paulo. Located in the coastal mountains of Southeastern Brazil, the plant was due for a major overhaul when a Manitowoc 18000 was specified to

**Headline:**  
Manitowoc 18000 helps renovate Brazilian steel mill

**Website:** Lectura Press

**Issue Date:** 03/16/15

**URL:** <http://press.lectura.de/en/manitowoc-18000-helps-renovate-brazilian-steel-mill/12922>


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Home - Business - Manitowoc 18000 helps renovate Brazilian steel mill

## Manitowoc 18000 helps renovate Brazilian steel mill

March 18, 2015



Manitowoc cranes have become integral to many of Brazil's most thriving industries. Across the country, Manitowoc crawler cranes and Grove rough- and all-terrain cranes are helping fuel the country's economic growth in a diversity of projects.

A great example of this is at the Usiminas steel plant in the city of Cubatão, in the state of São Paulo. Located in the coastal mountains of Southeastern Brazil, the plant was due for a major overhaul when a Manitowoc 18000 was specified to perform a host of restoration and maintenance duties. Work on the 52-year-old facility included the installation of a new 104 m (341 ft) chimney tower, new lattice steel structures, and maintenance to a dome-shaped roof.

The 600 t (660 US) capacity crawler crane (750 t (825 US) with MAX-ER attachment) was chosen for its versatility, reach and hefty capacity, explained Luciano Dias, Manitowoc's vice president of sales in Brazil.

"The Manitowoc 18000 was selected to complete the lifts at Usiminas because of the crane's flexibility and its generous specs, which provided the contractor with plenty of flexibility to tackle this demanding project," he said.

One of the biggest challenges on the job site was the crane's positioning. Tight working quarters between steel mill piping structures left only 22 m (72 ft) of space to maneuver. The Manitowoc 18000, though, provided an ideal solution — the crane features a compact 10 m (33 ft) tail swing that enabled it to navigate the narrow workspace, but still provide ample capacity to complete the heavy lifts.

The crawler crane was rigged with 91.4 m (300 ft) of boom to accommodate the large lifts on the congested facility grounds.

"The crane performed flawlessly due to its compact footprint and robust body, which kept the lifts

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**CRANES IN THE NEWS**

**Potain's new MCT 205 builds luxury homes in Manila**  
Mar 1, 2015 - 10:38  
The first Potain MCT 205 telescopic tower crane in the Philippines has been installed on the construction of the Botanika Nature Residences - 4...

**Manitowoc launches new best-in-class Grove GMR250L**  
Mar 5, 2015

**Lindes Cementa goes fishing**  
Apr 8, 2015

**Manitowoc 18000 builds foundation for \$20 billion Hudson Yards**  
Apr 10, 2015

### Headline:

Manitowoc 18000 helps renovate Brazilian steel mill

Website: Cranesy

Issue Date: 03/18/15

URL: <http://www.cranesy.com/manitowoc-18000-helps-renovate-brazilian-steel-mill/>

Subject: VPC - MAX


Release title: Manitowoc MLC650 successfully completes VPC-MAX testing

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## Manitowoc's MLC650 Crawler Completes Test with VPC-MAX Attachment

Crane Company: Manitowoc



March 18, 2015 - **Manitowoc** reports it has successfully completed maximum load testing the MLC650 crawler crane with the VPC-MAX attachment.

The VPC-MAX attachment increases the MLC650's capacity to 770 tons, which is 55 tons more than its standard configuration. The VPC-MAX (variable position counterweight) attachment includes additional counterweight and a beam that automatically extends the counterweight beyond the rear of the crane based on lifted load, increasing its load moment. For the max load test, the crane was positioned to apply the maximum stresses through the structure, including the boom positioned over the corner of the crawler crane.

The VPC-MAX attachment provides capacities similar to wagon- or tray- mounted attachments, but requires fewer components and assembly steps, reducing setup time and transportation costs. Also, job sites will require less ground prep, resulting in additional savings, as customers do not have to buy, transport or install as much matting when compared with a traditional configuration.

Dustin Soerens, marketing manager for lattice-boom cranes at Manitowoc, said the testing went according to plan. "We attached hundreds of strain gauges to the MLC650 and picked a number of loads in the test yard to test its capacity with the VPC-MAX attachment," he said. "The testing went very well with no surprises." He added that Manitowoc is on its way to releasing the crane to the global market."

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### Headline:

Manitowoc's MLC650 Crawler Completes Test with VPC-MAX Attachment

Website: Crane & Rigging Hotline

Issue Date: 03/18/15

URL: [http://www.cranehotline.com/articles/7125/manitowocs\\_mlc650\\_crawler\\_completes\\_test\\_with\\_vpcmax\\_attachment/](http://www.cranehotline.com/articles/7125/manitowocs_mlc650_crawler_completes_test_with_vpcmax_attachment/)



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**Manitowoc MLC650 successfully completes VPC-MAX testing**

tags: Manitowoc MLC650 VPC-MAX

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Published: 18.03.2015, company: Manitowoc

The Manitowoc MLC650 crawler crane, which features the industry-changing variable position counterweight (VPC), has successfully completed max load testing with the VPC-MAX attachment.

The VPC-MAX attachment for the MLC650 raises the crane's capacity to 700 t (770 US ton), an increase of 50 t (55 US ton) over its standard configuration. The VPC-MAX attachment includes additional counterweight and a beam that automatically extends the counterweight beyond the rear of the crane based on lifted load, increasing its load moment. For the max load test, the crane was positioned to apply the maximum stresses through the structure, including the boom positioned over the corner of the crawler crane.

Dustin Soerens, marketing manager for lattice-boom cranes at Manitowoc, said the

## Headline:

Manitowoc MLC650 successfully completes VPC-MAX testing

Website: Lectura Press

Issue Date: 03/18/15

URL: <http://press.lectura.de/en/manitowoc-mlc650-successfully-completes-vpc-max-testing/13031>

## Subject: J&D PIERCE ORDER

Release title: New Grove cranes lift steel company in Scotland

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Compact Platform!

Repeat order for J&D Pierce

March 19, 2015 | Comments (0)

Scottish structural steelwork and steel erection contractor J&D Pierce has taken delivery of its second Grove GPK4100L and Grove GPK3055 All Terrain cranes, having purchased the same models in 2013.

The four-axle 100 tonne GPK4100L features a 60 metre main boom and offers a under hook height of 82 metres with its swingaway extension. The three-axle 55 tonne Grove GPK3055 features a 43 metre main boom plus a 15 metre swingaway extension. All four Grove cranes are currently working on the £220 million development of a college in Glasgow, where they will install more than 6,000 tonnes of steel and 20,000 tonnes of precast concrete.

J&D managing director Derek Pierce, said: "These four new Grove cranes have helped us deliver some of the biggest steel structure projects in Scotland. They work hard and are very reliable. As our business grows in this market, we are sure to expand our fleet, and I am confident that Grove cranes will be part of our expansion for many years to come."

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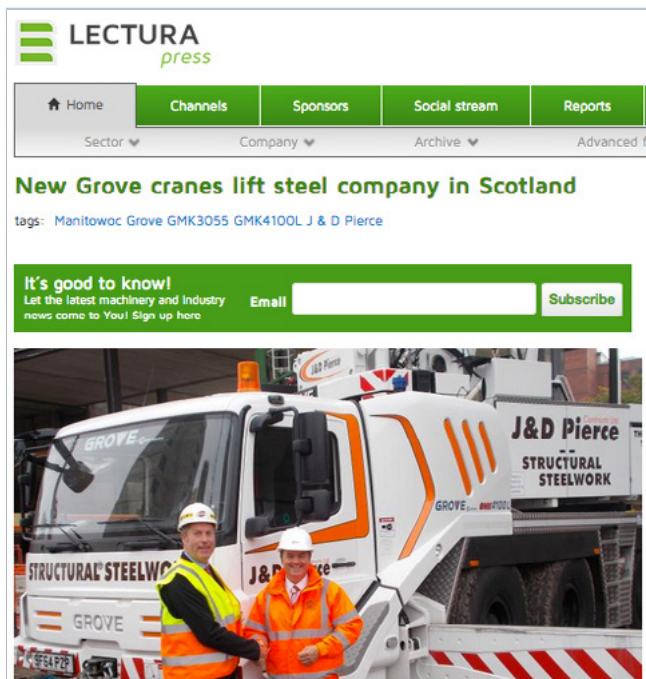
Website: Vertikal.net

Issue Date: 03/19/15

URL: <http://www.vertikal.net/en/news/story/22384/>

MANITOWOC COVERAGE REPORT MARCH 2015

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**Headline:**

New Grove cranes lift steel company in Scotland

**Website:** Lectura Press

**Issue Date:** 03/19/15

**URL:** <http://press.lectura.de/en/new-grove-cranes-lift-steel-company-in-scotland/13108>



**Headline:**

More Grove cranes for J&D Pierce

**Website:** The Construction Index

**Issue Date:** 03/20/15

**URL:** <http://www.theconstructionindex.co.uk/news/view/more-grove-cranes-for-jandd-pierce>



**Headline:**

Grove cranes on a 'super' site

**Website:** Scottish Plant

**Issue Date:** 03/23/15

**URL:** <http://www.scottishplant.co.uk/grove-cranes-on-super-site/>

**Subject: TAHITI DAM**

**Release title:** Topless Potain crane used at Tahiti dam



**Headline:**  
Topless Potain used at Tahiti dam

**Website:** UKPT

**Issue Date:** 03/20/15

**URL:** <http://www.planttechnology.co.uk/topless-potain-crane-used-attahiti-dam/>



**Headline:**  
Topless crane reaches dam project in Tahiti

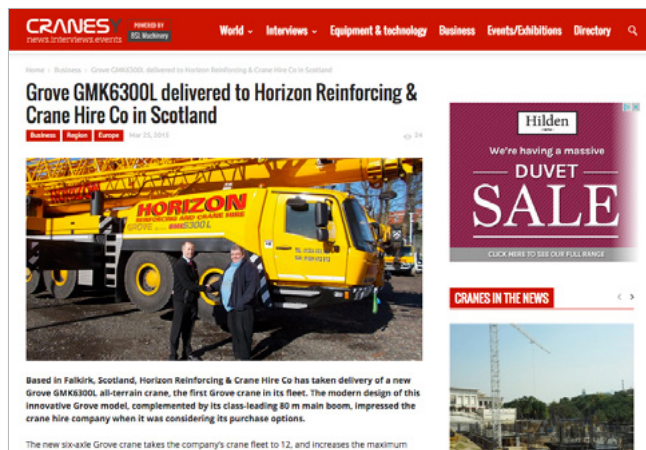
**Website:** Cranes Today

**Issue Date:** 03/25/15

**URL:** <http://www.cranestodaymagazine.com/news/topless-crane-reaches-dam-project-in-tahiti-250315-4540257>

**Subject: HORIZON SALE**

**Release title:** GMK6300L to Horizon (Scotland)



**Headline:**  
Grove GMK6300L delivered to Horizon Reinforcing & Crane Hire Co in Scotland

**Website:** Cranesy

**Issue Date:** 03/25/15

**URL:** <http://www.cranesy.com/grove-gmk6300l-delivered-horizon-reinforcing-crane-hire-co-scotland/>



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## 20 years experience

### First Grove for Horizon

March 20, 2015 | Comments (0)

Falkirk, Scotland based Horizon Reinforcing and Crane Hire has taken delivery of its first Grove crane – a 300 tonne GMS300L All Terrain.

The six-axis GMS300L features a seven section, 80 metre main boom and a 29 metre bi-fold swingaway extension and boasts a 120 metre maximum tip height. Features include Magatrac independent suspension and all-wheel steering.

Ran by the Dougal family, Horizon has a fleet of 12 cranes which is topped by the GMS300L. Established in 1973 the company also deals in the steel reinforcing industry.



(L-R) Jerry Dougal of Horizon with Horizon managing director Steven Dougal

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**Headline:**  
First Grove for Horizon

**Website:** Vertikal.net

**Issue Date:** 03/20/15

**URL:** <http://www.vertikal.net/en/news/story/22398/>

**Subject:** GHC DEBUT

**Release title:** Grove unveils GHC series

**AMERICAN CRANES & TRANSPORT** **ACT** **khl**

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### Grove debuts GHC telescopic crawlers

Written by John Siskly - 24 Mar 2015



Manitowoc unveiled the new GHC series of telescopic crawler cranes during a launch event at its Shady Grove facility in March. Flying high to reveal and showcase from North America, the company showed off the new Grove cranes with a dramatic curtain drop and live demonstration of their capabilities.

All three cranes in the series were shown at the event: The 80-ton GMS80, the 77-ton GMS75 and the 130-ton GMS130. The GHC cranes will be distributed exclusively by Grove in the Americas as a result of an exclusive partnership with Sennebogen Maschinenfabrik, whose telescoping was also on hand for the launch event.

The event proceeded smoothly in Shady Grove on the morning of March 8 and went down to Manitowoc's R&D facility – only the space had been turned into an event venue, complete with a full audio and video setup that included lights, music and projection screens.

Dave Hull, senior vice president, global sales and marketing at Manitowoc Cranes, addressed the crowd and extolled the crane's unique features.

"From time to time, we look beyond our traditional borders to re-evaluate our portfolio to ensure we are offering our customers a complete line of lifting options to suit their needs," said Hull. "It's with this in mind that we are introducing to you the new Grove GHC telescopic series, which we know will find plenty of use in North and Latin America, from utility projects to construction and everything in between."

Following the speeches and a short video on the GHC series, thrills rolled before the curtain that served as the stage's backdrop fell to the floor, revealing the cranes. Under full stage lights, the GMS80 and the GMS130 were unveiled, allowing customers to see the cranes up close.

Following the unveiling, the event moved outside and into the snow, where a full demonstration of the GMS75 was given to attendees. Of particular note were the crane's maneuverability features, including self-steering and counter-rotation. The crane also demonstrated its 100 percent pick and carry capability on up to 4 degrees of incline. These benefits, along with the ability to fully telescope a load with the robust full power boom, are a few of the series' most productive features.

Each of the GHC cranes include load capacity for level, and load charts for both 2 degrees and 4 degrees out of level, providing excellent versatility for varying job site conditions.

John Bear, product manager for Grove telescopic crawler cranes, played MC for the demonstration, explaining in detail the crane's features, which also include a Tier 4 Final compliant Cummins engine, optional job site, higher and personnel basket attachments, and efficient transportability and self-lifting capabilities. After the demonstration, several

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**SGRA** Specialized Carriers & Rigging Association

**Headline:**  
Grove debuts GHC telescopic crawlers

**Website:** American Cranes & Transport

**Issue Date:** 03/24/15

**URL:** <http://www.khl.com/magazines/american-cranes-and-transport/detail/item106240/Grove-debuts-GHC-telescopic-crawlers>

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HOME | NEWS | GROSSE INTRODUCES GHC CRANE RANGE WITH LIVE DEMO

**Grove introduces GHC crane range with live demo**  
by James Morgan on Mar 24, 2015

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**RELATED ARTICLES:** Tropic Woon buys five 300T Grove all-terrain cranes | Manitowoc VPC-MAX attachment passes max-load test | Tight squeeze for all-terrain Grove unit in London

Grove has introduced its GHC Telecrawler series of telescopic crawler cranes to the Americas.

The mobile crane manufacturer conducted a live demonstration with the cranes immediately following their unveiling.

All three models in the series were shown during the launch event: the 50-tonne capacity GHCS, the 70-tonne capacity GHCT5, and the 120-tonne capacity GHCT30.

From time to time, we look beyond our traditional borders to re-evaluate our portfolio to ensure we are offering our customers a complete line of lifting options to suit their needs," said Dave Hull, senior vice president of global sales at Grove's parent company, Manitowoc.

"It's with this in mind that we are introducing to you the new Grove GHC Telecrawler series, which we know will find plenty of use in North and Latin America, with utility projects to construction, and everything in between," he added.

After the launch, attendees – which included a selection of Grove's regional dealers – were taken outside where a full demonstration of the GHCT5 was conducted. Grove displayed the model's self-steering and counter-rotation capabilities in a bid to showcase the model's manoeuvrability. The crane also demonstrated a pick-and-carry lift on a 4° incline.

"We expect that companies working in the utility, bridge building, and marine industries are going to find considerable use for these cranes," commented David O'Connell, president of Manitowoc dealer, Shawmut Equipment.

"This is because of the quick setup times, the 100% pick-and-carry capacities, the cranes' full 360° swing capabilities, and because the GHC series cranes can still pick a load when not completely level," he said.

The GHC series will be distributed exclusively by Grove in the Americas, as part of the firm's partnership with Sennebogen Maschinenfabrik.

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Grove introduces GHC crane range with live demo

**Website:** Construction Week Online

**Issue Date:** 03/24/15

**URL:** <http://www.constructionweekonline.com/article-33051-grove-introduces-ghc-crane-range-with-live-demo/>

**Subject: WESTERWALD SHOPPING MALL**

**Release title:** Potain building Westerwald shopping paradise

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**Fashion outlet for Fritz Mayer**  
Written by Laura Hutton - 25 Mar 2015

Construction contractor Fritz Mayer used two Potain tower cranes to help build a new shopping centre in Montabaur, Germany.

The €17.5 million (US\$ 19 million) project had a tight schedule of 12 months. To build the 14,000 square metre Westerwald fashion outlet centre, Fritz Mayer used a 70 tonne capacity Potain MDT 218A, 115, two 8 tonne capacity MDT 175 and a 6 tonne capacity MDT 120.

The tower cranes were rented from Neuhorn-based rental company Rack. Tasks for the towers included lifting on average 22 tonnes of material a day, which increased to 40 tonnes a day at peak times. Most of the units lifted up to five load duty cycles per hour.

To support the cranes on site, reinforced foundations were created. Rigging was achieved with support from Potain riggers.

Mario Engelen, site manager at the Alsterkirchen-based company, said, "This work with a wide variety of building materials and often with pre-fabricated components. During the entire construction cycle, crane capacities have to match these loads and every individual lift process."

Warner Rack, owner of Rack, added, "From on-time delivery to support with rigging the cranes, Potain in Langerfeld, Manitowoc's distribution and service facility, has provided excellent service."

The Westerwald Fashion Outlet is due to open in April 2015.

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## Headline:

Fashion outlet for Fritz Mayer

**Website:** International Cranes and Specialized Transport

**Issue Date:** 03/25/15

**URL:** <http://www.khl.com/magazines/international-cranes-and-specialized-transport/detail/item106131/Fashion-outlet-for-Fritz-Mayer>



## Subject: FRANCE PRISON

**Release title:** Potain tower cranes sent to historic prison in France

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### Potain tower cranes sent to historic prison in France

Posted by Peter | Date: March 26, 2015 | In: Cranes, Features, News | Leave a comment | 48 Views



A team of four Potain tower cranes are central to the renovation, demolition and construction taking place at a former jail in Lyon, France. The inner-city job site, which is a protected historic monument, is a maze of old and new. Seven buildings are under construction, four buildings are being renovated and several others are being demolished.

The historical significance of the project and complicated architecture that dates back to 1825 makes building a new university and mixed-use development in place of the former jail a real challenge. Meticulous planning and careful construction are paramount, as Jean-Pierre Chagnard at main contractor EAB, explains.

"This job site requires the utmost care and attention – added to that is the fact we are in the middle of a busy city and working to a tight deadline," he said. "These Potain cranes are crucial to our success. We have used Potain tower cranes for many years and are confident in their ability to deliver to the high standards we demand. I am pleased to see the project is moving ahead on schedule."

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Potain tower cranes sent to historic prison in France

**Website:** UKPT

**Issue Date:** 03/26/15

**URL:** <http://www.planttechnology.co.uk/potain-tower-cranes-sent-to-historic-prison-in-france/>

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### Prison project for EAB

Written by Laura Hallon - 30 Mar 2015



French construction contractor EAB has four Potain tower cranes to work at the development of a former jail in Lyon, France.

The prison site covers 15,000 square metres and is being converted into a new university and mixed-use development. The project includes the construction of seven new buildings and the renovation of four existing buildings. Several others are being demolished.

On site are two 10 tonne capacity MDT 258 A and a 12 tonne capacity Potain MDT 258 B tower cranes. The cranes have been configured with heights up to 80 metres and full jibs up to 67.5 m. The fourth Potain on site is a 4 tonne capacity lgo 50 self-erector with 45 m jib.

Potain partner Valente Assistance supplied the cranes. They are working six days a week, lifting general construction materials and equipment.

Jean-Pierre Chagnard at EAB, said: "This job site requires the utmost care and attention – added to that is the fact we are in the middle of a busy city and working to a tight deadline," he said. "These Potain cranes are crucial to our success. We have used Potain tower cranes for many years and are confident in their ability to deliver to the high standards we demand. I am pleased to see the project is moving ahead on schedule."

The project is scheduled for completion in 2017. It will house a new university, shops, restaurants, a library and residential apartments.

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Prison project for EAB

**Website:** International Cranes and Specialized Transport

**Issue Date:** 03/30/15

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## Subject: MANTIS CRANES SALE

### CRANES & ACCESS (MARCH 2015)

Headline: Potain Igo T85As for Mantis

news

**Mateco plans major investment**

German rental company Mateco will purchase more than 1,100 new aerial work platforms this year. Specific details have not been provided however the company has said that it will also add new models - including those 100-tonne 30-40 boom lifts - to its product range, as well as focusing on hybrid work platforms.

The orders will also include truck-mounted lifts with working heights of 35, 45, 54 and 62 metres, as well as a substantial number of 3.5-tonne truck cranes.

Mateco chief executive Armin Rappert said: "Modern equipment is a top priority. Our customers benefit enormously from a young rental fleet and aerial work platforms up to five years old stand a better chance of meeting current safety standards than machines of 10 years old. We aim to bring the average age of our fleet down to less than five years."

Mateco runs more than 6,500 lifts and telehandlers from 38 locations across Europe. The new deliveries will take the fleet close to 7,000 units.

Mateco plans to add 1,100 aerial lifts to its fleet this year



**Potain Igo T85As for Mantis**

UK-based self-erecting tower crane specialist Mantis Cranes has taken delivery of the country's first new Potain Igo T85A self-erecting tower cranes for its rental fleet.

The six-tonne capacity T85A has an under hook height of 20 to 35 metres and can lift 1,250kg at its maximum radius of 45 metres. Features include wireless remote control and a new allowing hoisting mechanisms which Potain claims is capable of lifting loads of up to two tonnes 35 percent faster than previously.



With an under hook height of 20 to 35 metres the T85A can handle up to 1,400kg in a radius of 45 metres

**Time celebrates 50th anniversary**

Time International is celebrating the 50th anniversary of the founding of Time Manufacturing in Citrus, Texas, USA, with the launch of new VersaHill aerial work platforms.

The five anniversary models are modified versions of its existing 13/14 metre van mounts intended for street light maintenance. Mounted on 3.5-tonne Mercedes Sprinter and Ford Transit chassis, the two 'Light' models feature a 95 degree articulating jib and an outreach of up to 7.2 metres with platform capacity of 250kg. Two 'Medium' models offer up to 7.3 metres of outreach and a maximum platform capacity of 220kg. They also offer up to 110 degrees of jib articulation. The final model - mounted on a five-tonne Mercedes Sprinter chassis - has 220kg platform capacity. Features on all models include a lightweight sub-frame, 360 degree drive and dual joystick controls.



The 475-26-135F mounted on a Ford Transit chassis is one of the five models launched

**MEC unveils 60ft boom**

MEC 60	ALG 600E	Sania 500	Sanyk CB11	Manitou M410PS	
Working height	20.3m	20.4m	20.3m	20.5m	20.65m
Capacity	227kg	225kg	227kg	227kg	220kg
Outreach	13.0m	13.1m	13.0m	13.0m	13.5m
GA length	9.30m	9.31m	9.40m	9.35m	9.93m
GVW	8.1t	10.0t	9.7t	10.0t	11.7t
AE	No	No	No	No	No

MEC launched its new 60ft straight boom, the 602 at the Rental Show in New Orleans last month. The company has designed an easy machine to be simpler and easier to transport than machines of the same working height.

It employs a single stage over-centre rear-hydraulically linked to the main boom, which rises or lowers proportionally with the boom angle, shifting the boom pivot point forward as the boom angle increases. The longer rise and standard jib allows the machine to reach its full height with a two section boom, eliminating the need for chain or cable extensions.

Most competitor machines are 60ft models in which the boom has been added, converting them to 60ft models. That weight is just over 8.1 tonnes, allowing two machines to sit in a trailer in the USA. The company says that most buyers now specify an articulating jib, by including this in a 60ft machine it can keep the weight down and bring the boom in at a price said to be a good 10 percent below competitor's machines without compromising margins. MEC Rental claims to have agreed an exclusivity deal for the 602 for 2015.



The new MEC 602

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**Potain Igo T85As for Mantis**

March 5, 2015 | Comments (0)

UK based self-erecting tower crane specialist Mantis Cranes has taken delivery of the country's first new Potain Igo T85A self-erecting tower cranes for its rental fleet.

The six-tonne T85A has an under hook height of 20 to 35 metres and can lift 1,250kg at its maximum radius of 45 metres. Features include wireless remote control and new slewing/hoisting mechanisms which Potain claims are capable of lifting loads up to two tonnes 35 percent faster than with older models.



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Headline:  
Potain Igo T85As for Mantis

Website: Vertikal.net  
Issue Date: 03/05/15

URL: <http://www.vertikal.net/en/news/story/22278/>

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**Mantis Cranes adds Potains to UK fleet**

Written by Laura Nelson - 11 Mar 2015



UK rental company Mantis Cranes has added two Potain Igo T85A self-erecting tower cranes to its fleet.

The Igo T85A has a 6-tonne capacity, a 46-metre maximum jib length and a 35 m maximum hook height. The model can lift 1.25 tonnes at 45 m and has variable height with a reach from 20 to 35 m with optional mast masts, a spiderboom or wheel.

The models are remote control operated and are suitable for a number of applications, including multi-story residential developments and commercial construction projects.

The two models joining the Mantis Crane fleet are the first ones to be made available in the UK. They join a fleet of 75 self-erecting models, including HCT 80s.

The Potain Igo T85A self-erecting tower crane

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**SPECIAL REPORT**

**ACT 100**

ACT 100 5 Year Toplist 2015-2014

American Cranes & Transport's ACT 100 tracks the largest crane-owning companies in North America. Our new top 100!

Headline:  
Mantis Cranes adds Potains to UK fleet

Website: International Cranes and Specialized Transport  
Issue Date: 03/11/15

URL: <http://www.khl.com/magazines/international-cranes-and-specialized-transport/detail/item105715/Mantis-Cranes-adds-Potains-to-UK-fleet>

MANITOWOC COVERAGE REPORT MARCH 2015

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## Subject: GROVE - MOVING HOUSE

### OSNOVNIIE SREDSTVA (MARCH 2015)

WAITING IMAGE

## Subject: DAYTONA SPEEDWAY

The screenshot shows a news article from Fox 35 Orlando. The headline is "Daytona International Speedway Prepares to Remove Iconic Sprint Tower". The article is dated March 05, 2015, at 4:48 PM GMT. The text describes the demolition of the Sprint Tower at Daytona International Speedway, a 490-foot tower that will be removed and disassembled in a 30-day process. The article mentions that the tower represents 1,000 gross tons of steel and that the materials will be placed on the ground. More than 40 tractor trailers recently transported the massive crane to the site. The article also mentions that the removal of the Sprint Tower marks another huge milestone for the DAYTONA Rising project, which is preparing to ramp up construction once again. The article is accompanied by a photo of the tower and a video player.

#### Headline:

Daytona International Speedway Prepares to Remove Iconic Sprint Tower

Website: Fox Orlando

Issue Date: 03/06/15

URL: <http://www.myfoxorlando.com/story/28280848/daytona-international-speedway-prepares-to-remove-iconic-sprint-tower>

## Subject: NEW WAREHOUSE CHILE

The screenshot shows a magazine article from KHL (Construcción Latinoamericana) titled "Manitowoc expande disponibilidad en el Cono Sur". The article is dated March 12, 2015. The text describes the expansion of Manitowoc's availability in the Southern Cone region. The article mentions that Manitowoc recently inaugurated a new warehouse in the region of Alto Hospicio, in the northern region of Tarapacá. The article also mentions that the new warehouse will have a capacity of 1,000 m² and will be used to store and distribute Manitowoc's products. The article is accompanied by a photo of the new warehouse and a video player.

#### Headline:

Manitowoc expande disponibilidad en el Cono Sur

Website: Construcción Latinoamericana

Issue Date: 03/12/15

URL: <http://www.khl.com/magazines/construccion-latinoamericana/detail/item105869/Manitowoc-expande-disponibilidad-en-el-Cono-Sur?nltr=wd>