

LIFTING INDIA



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Sai Infraaequipments buys Pune factory's 1001st Potain tower crane

Manitowoc has built more than 1,000 Potain tower cranes at its manufacturing plant in Pune, India. Leading Indian construction equipment rental company Sai Infraaequipments purchased the 1,001st crane and a handover ceremony was recently held to mark the occasion.

Potain's Pune factory has almost tripled its production rate in the past six years to meet growing demand for the company's high-quality cranes.

Potain was the first manufacturer to build tower cranes in India and the Pune factory remains one of the largest tower crane production facilities in the country – facts that Ashwani Mattoo, Manitowoc's tower crane sales director in India, is proud to highlight.

"We are very proud to pass this milestone and set the standard as the leading producer of high-quality tower cranes in India," he says. "We have continually increased production to meet demand and we continually expand our product range to offer more diversity. We look forward to making the next 1,000 cranes."

Sai Infraaequipments now owns 11 Potain tower cranes. The company was so impressed with the durability and efficiency of its first Potain crane that it bought 10 new Potain MCi 85 As in the space of 12-months, as Katthirvelu Ilango, managing director at Sai Infraaequipments; and his wife Vasugi Ilango.

Potain cranes working at Sai Infraaequipments' jobsite



From left: Raman Joshi, Manitowoc Cranes; Ashwani Mattoo, Manitowoc Cranes; Katthirvelu Ilango, managing director at Sai Infraaequipments; and his wife Vasugi Ilango.

"Potain has cemented its place as India's leading producer of tower cranes, which made it the easy choice to buy this new crane," he says. "We work to tight schedules on many different projects so we need excellent equipment that can be flexible. Our new Potain crane will get to work right away and we are sure it will provide many years of efficient service."

Sai's Potain tower cranes are constantly in use. Current projects include a 40-storey residential tower in Bengaluru, a 16-storey commercial development in Pune and a 14-storey commercial project, also in Bengaluru.

Potain's Pune plant, which operates using the same processes and to the same high standards as all Manitowoc's global production facilities, recently passed the two million hour (735 days) mark with no lost time accidents. The Pune factory builds several models from the Potain range: the MC 125, MC 175 B, MC 205B, MC310 K12, MC310 K16, MCi 48 C and the MCi 85 A, which is one of the most popular tower cranes in India. The cranes offer capacities from 1 t to 10 t, with maximum jib lengths up to 60 m.

In addition to working all over India, Pune-built Potain cranes are used at job sites around the world including Bangladesh, Sri Lanka, Azerbaijan, the United Arab Emirates, Vietnam, Argentina, Peru, Columbia, Mexico and Egypt.



From Manitowoc Crane Care

EnCORE gives Potain tower crane second life in Pune

A Potain tower crane has been brought back to life in Pune, India even though its owners thought it was beyond repair.

The MCi 85 A suffered structural damage after it endured 150 km/h winds during a cyclonic storm in Gurgaon. But EnCORE, Manitowoc Crane Care's remanufacturing service, repaired the 5 t capacity crane and it is now back at work, building another high-rise tower in Gurgaon.

EnCORE undertook the repairs for the crane which Time Autotech, Manitowoc's tower crane dealer, had previously purchased from another customer. Time decided to get this repaired and refurbished before deploying the crane at its jobsite.

Surdeep Singh, Manitowoc Crane Care country manager in India, was delighted that the repairs were successful and executed in a timely manner - and at an efficient cost.

"This was a huge job but we completed it in great time and kept costs to a minimum - we are delighted with the result," he says. "When major components are damaged, logistics costs increase because new parts need to be sourced from different factories. But the work was executed well with

FROM THIS



the confidence that all repairs were done according to manufacturer standards using genuine parts!"

TO THIS



The repair took 25 days. A team of eight EnCORE engineers performed repairs to the crane's telescoping mast and cage, cathead, cabin, hoist winch and control panels, as well as replacing 50 m of jib parts, and the counter jib assembly.

But before repair work could begin, the first challenge was transporting the crane 1,465 km from the customer's job site in Gurgaon to Potain's facility in Pune. The facility is one of a handful of places in the country that can carry out such extensive repair work. It features specialized workshops and equipment dedicated to Potain repairs.

Meet Manitowoc

G. Muniraj

G. Muniraj, sales manager for mobile and crawler cranes in the South joined Manitowoc in 2012. He used to work in sales at JCB.

Why did you join Manitowoc?

I have always wanted to represent capital equipment. So to be part of Manitowoc, a world class leader in crane manufacturing, dealing with the best brands in the crane industry is very exciting for me. This helped me add value to my development as I learnt more about key account management.

What is your best experience at Manitowoc?

One of our customers Modern Cranes, needed a 220 t crane in Hyderabad. Prem Naithani, national sales manager and A.Balasubramanian, territory sales manager from our region, helped me provide extensive technical support to the customer. And when the customer placed the order for a Grove GMK5220, I felt very motivated. I look forward to more such challenging experiences in the future.



Rajith Murali

Rajith Murali, from Kerala, is a sales manager for tower cranes and has been based in Bengaluru for the last two years. Prior to this he was handling construction equipment sales for two years for a European concrete pump manufacturer.

Why did you join Manitowoc?

I joined Manitowoc because I thought it was an excellent opportunity for me to experience a completely new product segment. Also, I am very proud of the Potain brand name which has gained popularity and now has hundreds of tower cranes building high-rise towers all over India.

What is your best experience at Manitowoc?

There have been so many good experiences, but I must say the best experience of the job was when I was part of bCIndia 2013. It gave me the opportunity to meet our potential customers and I also learned about our competitors and new technologies. Now, I enjoy handling different customers from different segments.



Voice of Customer

**K S Ravikumar - Senior DGM (Logistics)****Mfar Constructions Pvt. Ltd.**

Mfar Constructions Pvt Ltd was set up in 1996 as an associate of one of the largest engineering and contracting companies in the Middle East. We bought our first Potain tower crane in 2002, and so far have 10 MCI 85As. Our cranes are working on numerous projects in Bengaluru, Mangalore and Kolkata, to name a few. We're currently working on the highest residential project in Kolkata, where our cranes are building a 40-storey tower. As we have many projects, we rely on the flexibility and smooth operation of our Potain cranes, which can be adapted to fit any requirement. We're really happy with the working pace of the Potains, and the support we receive from Manitowoc Crane Care is top quality.

**Ashish Krishnaswamy - Director****KNK Nexgen Construction Pvt. Ltd.**

KNK Group was established in 1972 and has grown to be a leading construction company in Bengaluru. We bought our first Potain crane three years ago and we were so impressed with its efficiency and overall quality that we bought three more and plan to buy more this year. Our Potain cranes are always hard at work. Right now, two cranes are building a 27-story tower in Club Meadows, Bengaluru, while another crane is working for Sidhartha academy of higher education on a 6 storey building. All our projects must stick to very tight schedules but we know that our Potain cranes will perform well and complete jobs on time. Plus we have the great local support from Manitowoc Crane Care.

**Mohankumar. EP - AGM- construction plant & equipment****Afcons Infrastructure Limited**

Afcons Infrastructure has joined forces with the Russian giant Transtunnelstroy Ltd to construct two underground corridors and a number of stations in Chennai. Our experience has shown that Manitowoc cranes can be trusted with important jobs, and more than half the cranes we're using on the project are from Manitowoc. Our ten Grove RT700Es are currently performing general lift and excavation work, and we are very satisfied with their performance. Manitowoc's after sales service is also excellent and very prompt, with TIL helping us on all service related issues. We have been working with Manitowoc for several years, and we hope to continue our relationship by adding more Manitowoc cranes to our fleet.

**Janarthanan Suresh - General Manager****Harinarayanan Structural Pvt. Ltd.**

Harinarayana Structural bought our first Potain tower crane in 2012 and subsequently ordered a second one - after which we could never use anything else. We trust the quality of Potain cranes and we can rely on the smooth running of our two MCI 85As. They are incredibly low maintenance, and the Manitowoc Crane Care team is always quick to respond whenever they're needed. At the moment, one of our Potain cranes is working on the Kochar Panchsheel project in Ambattur, building 434 flats built over 16 floors. Our second MCI 85A has just finished work on the Amara Akasha residential apartments. We're really satisfied with our Potain cranes, and we hope to expand our fleet in time.

**Anurag Srivastav - Asst Manager, P&M****L&T Limited (ECC Division)**

L&T and Alstom have secured a joint venture contract to design and build viaducts, tunnels and depots for Chennai Metro Rail. We've chosen two Manitowoc 8500 crawler cranes to help us get the job done. Phase one of the project is already underway, and the 8500s are building two 45 km underground corridors, with the elevated section of the project set to start by mid-2014. Our Manitowoc cranes are reliable and hardworking, coping perfectly with any job we throw at them, be that up to 8 hours of lifting or 20 hours of excavation work. Manitowoc is always the first name we think of and, what's more - our operators like the machines as they are easy to use and always reliable.



Cranes on site

Grove GMK6300L paves the way in Rajasthan



Two Grove GMK6300L cranes doing a tandem lift for a bridge in a Rajasthan road project.

Manitowoc's two Grove GMK6300Ls are being put to test in Rajasthan, working 10 hours a day to expand the state's huge road network, which already covers more than 17,500 km of highway.

Crane rental specialists Shri Dinesh Cranes and Asiatic Cranes own the two Grove GMK6300Ls. The 300 t capacity all-terrain cranes are used almost every day at the project. Their quick set-up, versatility and class-leading 80 m main boom are among their features that make them best suited to the project.

Shri Dinesh owns two Grove GMK6300Ls and the company was the first to purchase one in India. That crane has completed over



Sumit Joshi and Ganesh Poojari.

3,000 working hours in less than two years, which easily convinced the company to purchase a second crane, as Mr. Sumit Joshi, director of Shri Dinesh, explains:

"We are extremely happy with our

GMK6300Ls," he says. "Our first crane exceeded our expectations so we were keen to add a second to our fleet. Both cranes perform perfectly. The service back up from TIL & Manitowoc has been really excellent and if the market conditions were good in India we would have gone ahead with a third Grove GMK6300L, which we will surely do in the near future."

The Grove GMK6300Ls started work in Rajasthan in October last year and will remain there until work is completed later this year. The cranes are predominantly used to build bridges along the vast road network expansion.

The GMK6300Ls move with the project and are deployed where required to perform a wide variety of lifts, both alone and in tandem. Among the most challenging lifts so far for the GMK6300Ls was the placement of huge steel girders, which measure up to 37 m long and weigh between 85 t and 110 t. To carefully place these loads, the cranes worked in tandem and were used at a radius of 12 m.

"We kept a keen eye on Shri Dinesh's GMK6300L since it arrived in India," adds Mr. Ganesh Poojari, partner at Asiatic Cranes. "We were really impressed by what it offers – versatility, easy operation, impressive reach and it looks superb. So the decision to purchase the crane was easy for us."

Based in Thane, Shri Dinesh Cranes is a leading crane rental company in India, offering a wide range of higher capacity mobile all-terrain cranes.

Asiatic Cranes, based in Navi Mumbai has grown rapidly in the last few years and is now one of the leading crane rental companies in India. It provides both crane rental and repair and refurbishment services to customers across the country.

Manitowoc Crane Care's comprehensive support network



Manitowoc Cranes - Regional Offices in India

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Hyderabad Tel 040 40114034 • Kolkata Tel 91 9007909027 • Mumbai Tel 91 738 7272981 • Pune Tel 020 66445500

Grove, Manitowoc (India)
Potain (India)

Potain
(Bangladesh, Bhutan, Sri Lanka & Nepal)

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TIL Limited • Kolkata, India • Tel 033 66334000
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