

LIFTING INDIA



April 2011 Issue 1

Perfectly suited Potain

Jaiprakash Associates Ltd, one of India's most prominent civil and industrial engineering companies uses Potain cranes for its erection and concrete placement activities.

Jaiprakash is involved with many different market sectors, including engineering and construction, infrastructure, hospitality and real estate. The company began its cement production activities in 1985 and since then has grown to be the third largest cement producer in India. Jaiprakash builds its own cement production facilities, most of which are located in the Satna cluster in the northern state of Madhya Pradesh.

As early as 1980, Jaiprakash turned to Potain to aid in the construction of these massive facilities.

Mr Baldev V Raisinghani, senior joint president of purchasing for Jaiprakash, said that his company's very first Potain is still in the equipment fleet.

"We bought a used Potain H4/36B tower crane 30 years ago," he said. "And that crane is working to this day lifting 10 t at



Mr Baldev V Raisinghani.

distances of up to 30 m in various erection and concrete placement activities."

Jaiprakash has the largest number of Potain MD 1100 special application tower cranes in any single crane fleet in the world.

Jaiprakash bought the first of these cranes in 1990 (it was known as an MD 900 at the time) from the Gujarat Electrical board.

"Potain cranes are robust and can work long hours. That is why we keep buying one crane after another to expand our fleet."

Baldev V Raisinghani, joint president of purchasing for Jaiprakash



The MD 1100 can lift 18 t at 60 m, and it has a good freestanding height of 80 m.

Mr Raisinghani said that it is Potain's strength and reliability, coupled with superior after sales support, that keeps the company coming back.

"Potain cranes are robust and can work long hours," he said. "That is why we keep buying one crane after another to expand our fleet. The capabilities of the MD 1100 meet our requirements, as we typically need around 60 m of jib to lift 15 to 16 t loads. The MD 1100 can lift 18 t at 60 m plus it has a good freestanding height of 80 m. The cranes are perfectly suited for our needs."

Mr Raisinghani also said that Manitowoc Crane Care has been prompt and effective for after sales support.

"When we need the assistance of Manitowoc Crane Care, for either parts ordering or technical support, we know we can rely on the organization 100 percent," he said. "In addition, Manitowoc sales and commissioning team has initiated regular preliminary site visits even before the crane arrives there. This helps tremendously when it comes to commissioning the crane."



Since then, the company has added six more MD 1100s to the fleet. And the company is considering adding two more this year.

Jaiprakash uses these cranes at various jobs such as erection work at cement plants or in the pre-heater buildings. Three of the cranes bought in 2009 are currently installing boilers and captive power plants in Uttar Pradesh, Churke and Dhalla.

A Potain MD1100 special application crane at work on one of Jaiprakash's facilities in India.

Crane Care Talk

Service commitment anywhere

Manitowoc Crane Care recently repaired a customer's crane in India and got the crane up and running with reduced downtime, saving the customer time and money.

Site technicians for Krishna Construction Company in Gurgaon checked all the parameters and circuits of the Potain MCi85A that broke down but could not find the fault. They quickly contacted Manitowoc Crane Care to dispatch a technician to the job site.

When Crane Care technician Karuna Awasthi arrived on site he inspected the crane and discovered that the trolley motor was not moving and that it was consuming more electricity than it should.

Awasthi checked all the related electrical circuits and confirmed that the trolley winch brake, trolley brake, trolley forward and reverse contactors were working properly. However, when he checked the electrical current of the motor he found that the amperage was abnormally high and heating up the motor. Even after removing the trolley winch brake the motor refused to move.

Awasthi then suspected that the fault was in the bearing and removed the motor from the trolley winch. Upon inspection, he found that the bearing was badly damaged due to heavy usage of the crane. He replaced the damaged bearing, reassembled the motor and found it to be in working condition when he did a test run.

The repair took two and half days to complete, despite extreme conditions such as high winds and very low temperatures.

The customer too was very pleased with Awasthi's and Manitowoc's commitment, "We were very impressed with Awasthi's

thoroughness and skill in pinpointing the problem and getting it fixed right away. We were under a lot of pressure to complete the job, and having the crane repaired in a short time helped us meet our deadline," said Col TPS Rana, Manager Mechanical, Krishna Construction Company.



(Left) Karuna Awasthi, Manitowoc Cranes and Col TPS Rana, Krishna Construction.

Meet Manitowoc

Subir Datta

Subir Datta, based in the Manitowoc Cranes' Gurgaon office, has been a service manager for Manitowoc Crane Care since 2008. He heads the service and parts department for Grove mobile and Manitowoc crawler cranes in India. He has over 17 years experience as a mechanical engineer, customer support engineer and area manager for product support.



Why do you like working for Manitowoc?

I always feel proud when visiting customers wearing the Manitowoc brand proudly because we are a world leader in the crane industry. Manitowoc also uses the latest technology which allows me to develop my knowledge with the best name in the crane business.

What is your best experience while working at Manitowoc?

The first time my crew and I assembled a Manitowoc 999 crawler crane with luffing jib in Korba, Chhattisgarh for LNT in 2009 was the most memorable experience for me because we finished the job in record time.

Gordon Nelson

Gordon Nelson is a friendly face from Faridabad, now based in Pune as Manitowoc Crane Care service manager for Potain tower cranes in India. He manages after sales service to analyze and troubleshoot crane problems. He also works at maintaining close relationships with customers in India. Nelson has been with Manitowoc for over two years and before that was in various customer support roles dealing with maintenance, servicing and spare parts for over 30 years.



Why do you like working at Manitowoc?

I love my job because my role is challenging. I also like that my work environment allows me to tackle jobs independently - as long as the customer is satisfied with my team's performance. It is not always easy - but that makes my job more challenging.

What is your best experience while working at Manitowoc?

There have been so many good experiences but I must say the best part of the job is when I get feedback from our customers commending a job well done by Manitowoc Crane Care.

Event report

Manitowoc steals the show at bC India

Manitowoc Cranes enjoyed a spectacular show at the inaugural bC India exhibition held in Mumbai from February 8 to 11, 2011. On display at its 646 sq m stand were a Potain MC125, a Potain Igo 32, a DongYue GT25-5A truck crane and a Potain cab with simulator. There was a steady stream of visitors that came to see the two new cranes and also to meet with the Manitowoc staff who were at the show.

Manitowoc's India sales team was at the show in full force. Also at the show were Eric Etchart, president, Manitowoc Cranes; Gilles Martin, executive vice president for Greater Asia Pacific; Bob Hund, executive vice president for Crane Care, and a full team of marketing support from France, Singapore and China. Customers who visited the Manitowoc stand came from all over India as well as neighbouring countries like Bhutan, Nepal and Sri Lanka.

The MC 125, featuring a maximum lifting capacity of 6 t and a maximum jib length of 60 m, is perfect for a variety of city center and general building projects. This model will be manufactured at the Manitowoc factory in Pune, India.

The 4 t capacity Igo 32 self-erecting cranes offers significant timesaving on small- and medium-sized job sites.

The GT25-5A, a 25 t capacity crane mounted on a three-axle carrier, has a five-section 40.2 m telescopic boom that offers a maximum lifting height of 49 m when working with the jib.

MC125 handover

Manitowoc celebrated the purchase of the newly launched MC125 by Tricon Infra. Tricon Infra also owns the Igo32 that was at Manitowoc's stand.

"We are so pleased to be associated with Manitowoc Cranes because we know they provide excellent quality tower cranes. And the after sales service is totally reliable as they are responsible, thorough and complete the job quickly. The sales team always knows which crane is best suited for a project and Manitowoc also ensures the cranes we order arrive on time as promised," said Mr Abhijeet Lunkad, director, Tricon Infra.



Tower crane training

Manitowoc Crane Care trainer Vikas Chugh conducted tower crane training over three days for nearly 50 managers, engineers and crane operators. The training included topics such as tower crane operation, maintenance, tower crane safety, and practical lessons on the cab simulator that was at the show.

Conference participation

Gilles Martin gave a keynote address on global construction and cranes outlook while Raman Joshi, vice president, Manitowoc Cranes, spoke on global challenges at the Second Equipment India Conference. Jack Lee, vice president for Manitowoc Crane Care, Gurdeep Singh, country manager for Manitowoc Crane Care, India and Vikas Chugh, training manager for Manitowoc Crane Care gave a group presentation on safety at the CFI AEM Workshop.



(From left) Mr Raman Joshi, Manitowoc Cranes; Mr Abhijeet Lunkad, Tricon Infra; Mr Brijesh Singh, Tricon Infra; Mr Malpe Deepak, Tricon Infra; Mr Amol Badgujar, Manitowoc Cranes; and Mr Ashwani Mattoo, Manitowoc Cranes.



(From left) Mr Gilles Martin, Manitowoc Cranes; Mr Raman Joshi, Manitowoc Cranes; Mr Sathiyarayanan M, Sobha Developers; Mr Srikant Kulkarni, Sobha Developers; Mr Eric Etchart, Manitowoc Cranes; and Mr Ashwani Mattoo, Manitowoc Cranes.

bC India (continued)

Dealerships

bC India also saw Manitowoc Cranes announce Potain tower crane dealers from Bhutan, Sri Lanka, Nepal, Bangladesh, and Mumbai, Bengaluru and Delhi NCR in India.

“With the new dealers in place we will widen our reach and tap into new markets in South Asia. Our dealers are very experienced and familiar with their respective markets so it is a matter of time before the skylines in this region will see even more Potain tower cranes than before,” said Mr Joshi.

Mr Chaminda Ranawana, General

Manager, Diesel and Motor Engineering PLC, Potain dealer for Sri Lanka added, “Potain is a popular brand in Sri Lanka and there are already many Potain tower cranes in the country. We recognise the high quality of these cranes and have every confidence Potain will be the choice crane at construction sites in Sri Lanka.”



Mumbai dealer
Infinity Solution



Bangalore dealer
Focus Infra Engineering India Pvt Ltd



Sri Lanka dealer
Diesel and Motor Engineering PLC



Delhi NCR dealer
Time Autotech Pvt Ltd



Bangladesh dealer
Milontika Engineering Services



Bhutan dealer
DZ Trading Enterprise



Nepal dealer
Auto-Electro-Mech Pvt. Ltd

New Potain tower crane dealers in South Asia

Bangalore, India	Focus Infra Engineering India Pvt Ltd
Delhi NCR, India	Time Autotech Pvt Ltd
Mumbai, India	Infinity Solution
Bangladesh	Milontika Engineering Services
Bhutan	DZ Trading Enterprise
Sri Lanka	Diesel and Motor Engineering PLC
Nepal	Auto-Electro-Mech Pvt Ltd

Lifting India is a publication of Manitowoc Cranes and copies are available free of charge to crane customers, dealers, end users and enthusiasts. Material published in Lifting India remains the intellectual property of Manitowoc Cranes and may not be reproduced without prior written approval.

The editorial team is unable to accept any liability for errors or omissions that may occur, although every effort has been taken to ensure that all information is correct at the time of going to press.

To contact the editorial team for contributions or subscriptions, please write to

punitha.govindasamy@manitowoc.com
or call 91 20 66445500

www.manitowoc.com



Manitowoc Cranes - Regional Offices

Pune • 72-76, Mundhwa Industrial Complex Pune 411036, India •
Tel 020 66445500 Fax 020 66445599

Delhi • 2nd Floor, Plot No. 117, Sector-44, Gurgaon, Haryana, India •
Tel 0124 4780100 Fax 0124 4780150

Hyderabad • 1st Floor, MIG 60, Dharmareddy Colony, Phase-2, Hydernagar, Kukatpally, Hyderabad 500072, India • Tel 040 40114034

Chennai • No.1, West Road, West C.I.T.Nagar, Nandhanam, Chennai – 600035 •
Tel 044 42831171

Manitowoc Cranes - Dealer Office

TIL Limited • 517 BT Road, Kolkata 700 058, India • Tel 33 66334000
Fax 33 2553 2546/5971 • E-mail mkt.dept.kmt@tilindia.com