

LIFTING INDIA



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Sobha expands its Potain tower crane fleet



Srikanth Kulkarni, senior vice-president Sobha Developers, with one of the Potain MCi85A tower cranes at the Sobha City project site.

One of the largest tower crane owners in India, Sobha Developers, is progressively expanding its Potain fleet. Since 2004, they have exclusively bought Potain cranes and now operate a fleet of 40 cranes, 26 of which are Potain. The developer has purchased 10 new Potains in the past 18 months.

After comparing Chinese and European manufacturers, Sobha Developers selected Potain tower cranes for their ease of assembly, strong after-sales support and flexibility, particularly in climbing applications, said Srikanth Kulkarni, senior vice-president at the company.

"The cranes perform well and are very adaptable as they can be used with different mast sections depending on the required height," he said. "And if there is ever a problem, we know that Potain has a great support network in India, which makes our large fleet much easier to manage. We want

to standardize our range to make servicing simpler and plan to add more Potain cranes in the future."

Sobha's most recent order was for five MCi 85 A units, with 5 t capacity, which will join the company's existing fleet. The

MCi 85 A is Potain's most popular crane in India, and Sobha already owns several, including two special traveling versions. For the new order, three of the MCi 85 A cranes will be supplied with a chassis.

One of the biggest projects for Sobha at present is using six of its Potain cranes. The Sobha City development in Bangalore is a 36-acre site that will include more than 1,500 new homes. The cranes are lifting a variety of construction materials at the project, which is due to complete by the end of 2014. Working heights for the cranes on this job will go up to 90 m.

Elsewhere a further three Potain cranes are working on another Sobha development, the Sobha Forest View, where they will remain until July. The development is a cluster of residential towers that will house more than 800 apartments set amid dense woodland.

Many of Sobha's projects are high-rise developments that need tower cranes working at heights of 70 m to 90 m. For maximum flexibility, Sobha has a mix of 1.2 m² and 1.6 m² mast sections.

With such a large fleet, customer support is vital and Sobha makes use of the Manitowoc Crane Care Contact Center in Pune, for ordering parts, arranging service or for general advice. The Contact Center gives customers technical support 24 hours a day through its linkup with other facilities in China, France and the U.S.



We recently ordered some more cranes and expect them to be operational soon. We have added Potain's anti-collision device, for safe operations when cranes overlap. We are using these tower cranes in our real estate and contract projects. We are very pleased with the good support from Manitowoc Crane Care.

P. Ravindranath, SGM | Plant & Machinery



Potain Cranes are user friendly, electrical circuit is very easy to understand. The service team is very supportive and available round the clock. We've in house team as well who help us to solve the issue immediately. We're planning to place order for 10 more Potain Cranes for our growing business.

Vijaianand S, General Manager | Plant & Machinery



Showstopping display by Manitowoc



Manitowoc put on a show-stopping display at the recently concluded bC India in Mumbai, launching two new Potain tower cranes as well as showing one of its largest Grove mobile cranes. In addition, Manitowoc Crane Care, its customer support division, staged live training classes on the booth, which proved hugely popular.

One of the biggest attractions on the company's booth was the new Potain MCi 48 C tower crane. The crane, which is built at the company's factory in Pune, was launched at the bC India 2013, and got a lot of interests from visitors to the booth.

Another Potain tower crane on the Manitowoc booth was the much larger Potain MC 175 B which is partially built at the company's Pune facility. The crane has an 8 t maximum capacity and can lift 1.4 t at its maximum outreach of 60 m. This crane is well-established in India, and a firm favorite on larger high-rise developments. Indian contracting giant Larsen & Toubro is the owner of the unit at bC India.

Also on display at Manitowoc's booth was Shri Dinesh Cranes' second unit of Grove GMK6300L. An international hit, the Grove GMK6300L has



raced to 100 deliveries in a little over two years with customers around the world drawn to its 300 t capacity and class-leading 80 m boom.

Tower Crane training

Manitowoc Crane Care trainer Shashidhar Chaudhuri conducted tower crane training over four days for nearly 60 managers, engineers, technicians and operators. The training included topics such as tower crane operations and maintenance and, tower crane safety practical on the simulator Cab that was at the show.

Manitowoc Crane Care's reputation as the leading provider of crane training in India is continuing to strengthen, with the company offering on-line and on-site training, as well as providing live training at its factory.

Simulator Cab and spare parts



Manitowoc Crane Care displayed a simulator where visitors could sit in a replica crane cab and simulate operating a Manitowoc crane. And there was also a spare parts display with details on the range of spare parts available in India.



bC India 2013 Review

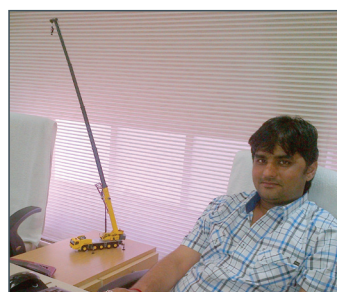


Anand Ramadoss
Head – Plant & Machinery

Larsen & Toubro ECC

Larsen & Toubro ECC has about 150 tower cranes out of which almost 60 per cent are Potain. Why Potain? The **delivery time for Potain cranes is very fast** and in time for our projects because the manufacturing factory is located in India. The second reason is that their after sales service is very reliable. Whenever service back up is needed we get **immediate response from Manitowoc**

Crane Care. And we are very pleased that their service network is always in line with our job sites where the cranes are at work. Potain cranes give great performance and we hardly have any problems.

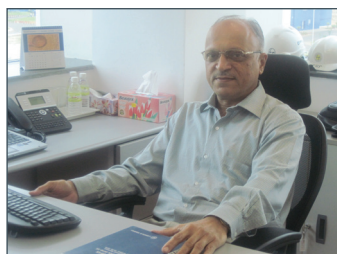


Rakesh Pandey
Managing Director

Shree Mateshwari Cranes Service

With units from 12 months to 30 years old, we run a mix of truck cranes and all-terrain cranes used in mines, refineries and power plants. Their 80 t to 220 t capacity range allows for flexibility on various jobsites. Because we were familiar with the **well-known reputation of Grove** before we made our first purchase, we didn't even look at other brands. Put simply, **Grove cranes**

have a great combination of capacity and lifting height — two key attributes to look for in any crane. After enjoying success with our fleet of Grove cranes, we'll certainly be looking at adding more in future.



P.R. Prabhu
Executive VP for Shipbuilding

Larsen & Toubro Shipbuilding

Larsen & Toubro Limited has added two Potain MD 1100 special application cranes at its new shipbuilding facility near Chennai. The customized cranes, with capacities of 32 t and 40 t, were built to L&T's specifications and designed by Manitowoc's special application cranes team. We're very impressed with **Manitowoc's ability to**

meet all our needs. We had unique requirements for these cranes in terms of capacity and size of the footprint. We provided Manitowoc with details of our requirements and were supplied with two unique cranes. The **dedication shown by the Manitowoc engineers** made all the difference.



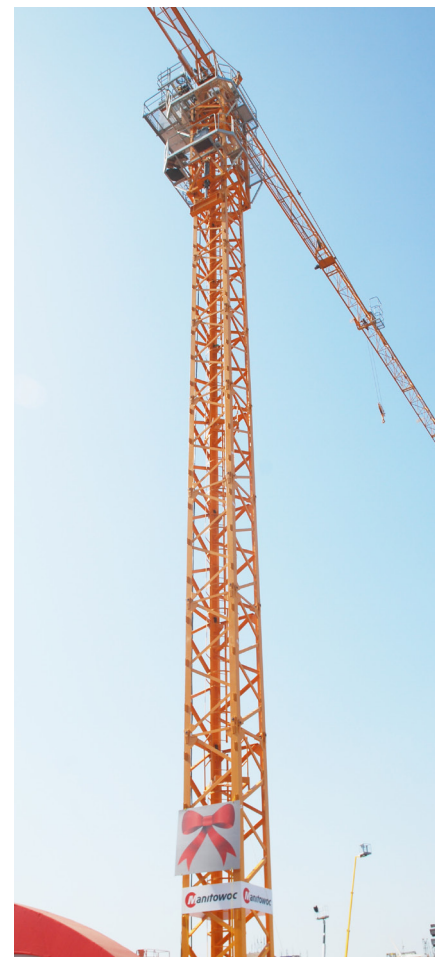
P.K. Mohanty
Senior Executive (Harbour Mobile Cranes)

Orissa Stevedores Ltd.

We recently bought a Grove RT 9130E-2, a 120 t rough-terrain crane, which will be carrying out general port works, stevedoring, and cargo and bulk material handling. At the moment the crane is working for at Paradip Port in Orissa, handling various cargos unloaded at the port. Although the crane has not yet been utilized to its full potential, **we're very satisfied with the work it has done to**

date. Even our operator says he is **extremely comfortable operating this user-friendly machine.** Whenever we needed support with minor technical issues, Manitowoc's dealer, TIL, has been very prompt in responding to us.

Tower crane for India



The Potain MCi 48 C that was launched at bC India is aimed squarely at mid-level construction jobs to help speed India's ambitious development program. While the use of tower cranes on high-rise buildings is common across India, smaller buildings usually rely on low-cost options for material handling. But that is changing as contractors are growing more aware of the improved productivity tower cranes offer.

At present there is no Potain crane serving the target market for the MCi 48 C, so Manitowoc expects it to be a huge success as contractors continue to work under tight deadlines.

The maximum capacity for the MCi 48 C is 2.5 t, while it can lift 1 t out to its maximum jib end of 36 m. Freestanding working height for the crane can be up to 34.7 m, but it can climb much higher with its telescoping cage. The mast is 1.2 m by 1.2 m. Hoisting power comes from a 15 PC 13-5 which can raise 2.5 t at up to 21 m/min or 1.3 t at up to 42 m/min.



Cranes on site

Shri Dinesh's buys second Grove GMK6300L

Last year, Shri Dinesh Cranes invested in a Grove GMK6300L, the first of these cranes in India. The company was so impressed with its class-leading 80 m boom plus its huge 300 t capacity that it ordered a second unit which was on display at bC India last February. Sales of the GMK6300L continue to soar, with the 100th delivery taking place this past January.

Sumit Joshi, managing director of Shri Dinesh Cranes, said he was proud to show off his latest delivery at bC India. "The GMK6300L is one of the most advanced machines at the show," he said.

Shri Dinesh Cranes purchased both cranes through Manitowoc Cranes' dealer TIL, and since the delivery of the first, the Thane-



Shri Dinesh Cranes, TIL and Manitowoc Cranes at the official handover of the second Grove GMK6300L in India.

We know the GMK6300L is one of the best Grove cranes available. Its cab, the structure, the engine – overall, it's a beautiful machine.

Sumit Joshi

based rental company kept it continually busy. Its first job was at the Sahara Star hotel in Mumbai where Chennai-based contracting giant Larsen & Toubro used it to lift a variety of heavy components including steel columns ranging from 5 t to 50 t. Since then it has been employed on a range of construction and industrial job sites, proving its worth.

The GMK6300L has a seven-section, full-power Megaform boom with Twin-Lock pinning and its class-leading boom



length means it can tackle jobs where similar cranes would need to rig a jib. It also has the patented, independent, six-axle Megatrak suspension system that enables it to navigate even the toughest of job site terrains.

Sumit Joshi is confident the second crane will be as successful as the first.

"This will be a great machine for day-to-day jobs," he said. "The second GMK6300L will be put to work on a range of projects similar to the first, including refinery shutdowns and tower crane erections."

"We know the GMK6300L is one of the best Grove cranes available," Joshi said. "Its cab, the structure, the engine – overall, it's a beautiful machine."

Shri Dinesh Cranes' first GMK6300L working at the Sahara Star hotel in Mumbai. Inset : Sumit Joshi

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