

# LIFTING INDIA



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## Manitowoc 16000 WA erects windfarms in Rajkot

Amrik Singh & Sons Crane Services Pvt Ltd has bought India's first Manitowoc 16000 with wind attachment. Although the company is familiar with Manitowoc cranes with a fleet of 20 Krupp all-terrain cranes (a brand acquired by Grove in 1995), including a Krupp 500 GMT, the Manitowoc 16000 is Amrik Singh's first crawler crane.

Gurvinder Singh, director at Amrik Singh said, "We're heavily involved in wind turbine work and we've found even the used cranes manufactured five years ago don't have the capabilities we need to assemble current and future generations of wind turbines. We looked at lots of cranes that can do the type of wind power work we need, but we liked the Manitowoc 16000 with wind attachment best."

Amrik Singh purchased the crane through TIL Limited, Manitowoc's crawler crane and mobile crane dealer for India. The crane arrived in the middle of last year and has been working on the huge Jasdan 100 MW project in Jasdan, near Rajkot, Gujarat. There are more than 50 of the 2.1 MW turbines to place on the project, each taking two to three days to assemble at every wind mill location.

Gurvinder Singh said there was more to consider than just the lift ability with the 16000.

"Initially, we did a lot of research on what we needed from a crane," he said. "Even though the 16000 had a little more capacity than we were looking for, we decided it was a worthwhile investment as we will be able to secure jobs for it for the next four to five years. Wind turbines in India are getting larger and with the 16000 we have the perfect crane to assemble them."

Amrik Singh has worked on wind power projects in India since 1993 when it took on its first project for Vestas. That first job involved the installation of a 250 kva turbine with a 30 m tower and a nacelle weighing 9 t. Today, on the Jasdan 100 MW project the 16000 is lifting 85 t nacelles on to towers of up to 80 m.

Gurvinder Singh sees numerous other opportunities for the crane.

"Over the next 20 years in India there's going to be a lot of work on projects like bridges, infrastructure, power plants, cement plants etc," he said. "To build this we will need to make big lifts, so large capacity cranes like the 16000 will find themselves busy."

Amrik Singh & Sons was formed in 1975, many years after the company's founder, Amrik Singh began a trucking company. There are currently three generations working in the family business – three sons and three grandsons of Amrik Singh. The headquarters is in Mumbai and the company runs 75 cranes in its fleet.



(Above) India's first 400 t Manitowoc 16000 WA at work erecting a windmill at the Jasdan project near Rajkot, Gujarat.

(Below) Three generations of family are running the business at Amrik Singh & Sons Crane Services Pvt Ltd.



## Voice of Customer

## India makes its mark as international training center

The reputation of Manitowoc Crane Care's training operation in India continues to grow – and not only within Asia. Last November the government of Nigeria sponsored a team of 21 construction professionals to attend a comprehensive instruction program for 18 days at the Manitowoc Crane Care training center in Gurgaon.

One of the standout aspects of Manitowoc Crane Care training is that attendees have an opportunity to spend a large amount of time on practical training to experience exactly how cranes behave in real life situations. To do this, Manitowoc sent participants to see Potain cranes at work on local job sites to get firsthand experience in climbing cranes, assembly and dismantling. They also learned the difference between external and internal climbing cranes and were given the opportunity to operate the cranes. Vikas Chugh, training manager for India with Manitowoc Crane Care, said the course was a huge success.

"This course was held over three weeks and covered all aspects of tower crane operations, like safety, rigging and maintenance," he said. "Many said that the best part was seeing how the theory translates to practical operations. So after we discussed things like erecting the crane, climbing operations, and operator processes, we were able to step outside the classroom and demonstrate what we had just discussed."

In addition to the practical aspects of running the cranes, the participants also learned how to read a load chart and understand the safety devices in Potain tower cranes.

Vikas Chugh said there is an increasing focus on training not only in India, but in many other fast-growing markets.

"In 2009, fewer than 100 participants passed through Manitowoc Crane Care's training programs in India, but in 2010, that number increased to 222, and in 2011 to 655," he said. "Companies recognize that training improves not only safety, but also efficiency. The more they understand their cranes, the faster and harder they can work them."

*The Manitowoc Crane Care training included theory lessons in class and practical sessions on jobsites where the Nigerian students had first-hand experience on the tower cranes.*



## Meet Manitowoc

## Ravneet Kaur

Ravneet Kaur has recently joined Manitowoc Cranes in India as a marketing executive and is based in Gurgaon, Delhi. Ravneet's primary role is to assist and support all marketing activities in India for Potain tower cranes, Grove mobile cranes and Manitowoc crawler cranes. Ravneet's previous job experiences included brand management, public relations, corporate communications, events management and media planning.

**Why did you join Manitowoc?**

Before joining Manitowoc, I was in the automobile sector and the crane industry is totally new to me. It is very exciting for me to join an entirely different sector where things are developing, changing and constantly growing, and I learn something new every day.

**What is your best experience at Manitowoc?**

Currently I am working closely with my new colleagues on a number of important projects in India. The sales team in India is extremely goal oriented and constantly motivating me to do my best and more to help achieve their targets.

## Amol Badgujar

Amol Badgujar, regional sales manager for Potain tower cranes has been with Manitowoc Cranes for over three years. Prior to this he was with another construction equipment company also doing sales for close to seven years.

**Why did you join Manitowoc?**

In my previous job, I used to hear a lot of good things about Potain tower cranes and wanted to be a part of this global company. I also felt I had a lot to offer and in exchange, I could learn a lot from Manitowoc Cranes.

**What is your best experience at Manitowoc?**

I feel a sense of accomplishment every time we sign an order for a crane by providing productive solutions to a customer's complicated requirements. We got an inquiry from India Bulls last year for a job site right in the middle of Mumbai city centre, to build high-rise towers. With help from a team of technical experts from Singapore, France and India we came up with a brilliant solution and secured an order for eight Potain MC205 tower cranes. Now that was an excellent learning experience for me.





## Voice of Customer



We bought our first Potain in 1997 and we currently have nine Potain cranes in our fleet. We are using an MCi85 on a residential development in Kolkata, Unitex, which has two towers at 130 m height. The crane is lifting concrete buckets, reinforcement steel, shuttering materials, scaffolding materials, concrete bars, tiles, plumbing materials, doors, etc, weighing up to 2 tons. We chose Potain cranes because we wanted to have a standardized fleet of cranes with common mast sections, motors, gear boxes and components. And when we wanted to try internal floor-climbing cranes, we had to go with the trusted name - Potain. We also find Potain tower cranes much better than other brands in terms of handling, transportation and ease of use.

*S P Mukherji, head of logistics; and Umesh N, manager of logistics, Mfar Constructions, Bangalore*



We recently purchased a Potain MCi85 tower crane to work on two 80 m residential towers in Noida. We had space constraints as the crane angle and reach was not easy. And it was not easy to dismantle the crane at the end of the job. We looked at other brands in the market but were very impressed with Potain's attention to detail and consistent communication. That's when we decided to go for internal wall-climbing crane. We also spoke to ATS, WIG Brothers as well as Krishna Construction who sang praises about Potain cranes and its after sales support - Potain's dealer Time Autotech is in NCR and Manitowoc Crane Care is in Gurgaon. Even our operators say that the Potain cranes are better to work on and that the speed of the Potain tower crane is faster than other cranes.

*Sameer Abbi, director, OPBK Constructions P Ltd, Noida*



We bought four Potain MCi85 tower cranes in 2007 to work at the Windmills of Your Mind project in Bangalore. It is a 25-acre development with 405 residential homes and seven wind towers that are 65 m high. The floor climbing cranes are lifting formwork, steel, concrete, building blocks, I-beams, glass decks, etc. This is our first tower crane because this is the first time we are building high-rise buildings. We chose Potain because, in terms of service, Potain is fast with its response time. And the crane is serving its purpose very well. In addition, we are pleased with the robust communication with the sales and after sales team from Manitowoc. We foresee many more high-rise projects in the future, and we will definitely need more cranes. And Potain will be our crane of choice.

*Manjunath Nagaraj, president, Operations, Total Environment, Bangalore*



We are using two Potain MCi85 internal climbing tower cranes to build Pavilion Heights, a seven tower residential project that is part of Jaypee Greens development in Noida. In the past, we built towers that were 13 floors high without a tower crane and faced labor shortage issues. So we decided to buy a tower crane for this project. As we wanted the best brand in the market and not compromise on quality just for the price, we went for a Potain tower crane. We are also familiar with Potain, and know it is the best. In addition, four of our operators are very familiar with Potain tower cranes. Each crane covers three and a half towers and we are very satisfied with the efficient performance of the cranes and the rapid progress of the job.

*Viren Jain – MD, Akasva Infrastructure P Ltd, Noida*



We own 16 Potain tower cranes, which were purchased between 2004 and 2007. There are five Potain MCi85 tower cranes working at the Skywood project in Bangalore, a project comprising seven towers, each 20 floors and 70 m high. The project started in November 2010, and is expected to be completed in June 2013. Each lift averages 1 to 2 tons and includes concrete buckets, steel reinforcements, blocks buckets and material shifting. After the first crane worked so well, we decided to buy additional cranes. The operation of the cranes is good, and it is easy to use. There is no noise, and the operators are very comfortable using the Potain cranes. We are also carrying out the E&C of the Potain tower cranes ourselves. Potain cranes are the best cranes among all the brands.

*Makesh, mechanical engineer, Puravankara, Bangalore*



## Cranes on site

# First Igo in India completes job

The first Potain Igo self-erecting crane delivered to India - an Igo 32 - has completed its first project. It helped build a movie theater on the roof of an existing shopping mall in Pune, western India.

The crane belongs to Tricon Infra, a two-year-old construction company that is expanding rapidly and investing in the latest technologies. In addition to the Igo 32, the company owns two MCi85A cranes from Potain's top-slewing range. Tricon Infra's investment in Potain tower cranes has coincided with rapid growth at the company. Since buying the cranes, the company's order book has increased 40 fold.

Brajesh Singh, a partner at Tricon Infra,

attributes part of the company's success to its versatile Potain cranes and believes there is no better crane in the market.

"After seeing other crane brands, I would say using a Potain crane for the first time is like driving a car with power steering for the first time," he explains. "It is much smoother to operate, more convenient, uses less energy and helps us maneuver faster. If you want a top-end car, you buy a BMW or Mercedes. If you want a top-end tower crane, you buy a Potain."

Having set up the business in April 2009, Tricon Infra bought the 4 t capacity Igo 32 soon after and set it to work almost immediately on the movie theater project.

Because construction work was happening on an existing shopping mall, space was extremely limited and the construction timeline was just six months to minimize disruption to retail activities. Given these constraints, Tricon Infra decided the Igo 32 was a perfect solution.

The crane completed the job on-time and without incident, much to its new owner's delight. "The Igo 32 is the best crane we have ever bought. We also get access to Manitowoc Crane Care and the excellent after sales service it offers," says Abhijit Lunkad, another partner at Tricon Infra.

The Igo 32 is one of the largest self-erecting cranes from Potain. It has a maximum hook height of 22 m and can lift 1.1 t at its 30 m jib end.

Ashwani Mattoo, national sales manager for Potain cranes at Manitowoc Cranes India, says with the country's construction landscape changing so quickly he expects more companies to take an interest in the benefits of self-erecting cranes.

"There is a huge amount of development taking place in India and as jobsites become tighter contractors must be more creative in what cranes they send to jobsites and where they put them," he says. "Potain self-erecting cranes are hugely popular in Europe and North America where customers value their speed, simplicity and smooth operation - not to mention their ability to get into difficult spaces. The concept is still relatively new to customers in India but they can already see the advantages of these cranes."



*Below: India's first self erecting crane from the Potain range, an Igo 32.*

*Left: Abhijit Lunkad & Brajesh Singh, partners at Tricon Infra*



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