

# LIFTING INDIA



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## Manitowoc solutions for L&T

Larsen and Toubro is India's largest engineering and construction company, with annual sales near \$12 billion and business interests in 30 countries. It is a long-time user of Manitowoc cranes, including models from the crawler crane line and the Potain tower crane line.

Mr. N Srinivasan, head of plant and machinery for all L&T's divisions, said the company's experience with Manitowoc goes back over 30 years.

"L&T bought the first Manitowoc crawler crane in India back in 1980. We purchased a Manitowoc 4100W RINGER for work on

a power station that Neyveli Lignite Corp. was building in its home town of Neyveli," he said. "We still have that crane, and today it's working for Tata Steel in Jamshedpur. We're also a long-time user of Potain tower cranes. Our oldest Potain crane, an E218B G33B, is 24 years old. That crane is still working, too; it's currently on a project in Mumbai."

One L&T division, the Metallurgical Material Handling Independent Company, has several Manitowoc crawler cranes. The division runs projects in the water, utilities, minerals and mining industries.

they give us very few problems. They are user-friendly and easy to rig and de-rig."

Aside from the four Manitowoc 999 cranes at the MMHIC division, there is another Manitowoc 999 used by L&T's Hydrocarbon Construction & Pipelines division. Mr. Manjit Singh, head of plant and machinery for this division said the 999 was purchased in 2009, and spent the first year on an oil refinery in Batinder, Punjab.

"It is now working on a power plant in Talwande, also in Punjab, where the crane is lifting loads of up to 120 t as part of a boiler construction project. We also purchased a



(From left) N Srinivasan, M Govindasamy, P K Viswambaran, Manjit Singh and Davinder Singh from L&T.



One of L&T's five Manitowoc 999 cranes.

MMHIC ordered four Manitowoc 999 and nine Manitowoc 8500 cranes in 2008. Earlier this year, it added an additional four 8500 cranes. These cranes join a number of 4100W and 4100S2 cranes that have been in the MMHIC division for many years. The cranes are often used to build production facilities in steel plants, working for industry giants like Tata Steel, Jindal and Bhushan Steel.

Mr. M Govindasamy, head of plant and machinery for L&T's MMHIC division, said the company likes several features of Manitowoc cranes. "The Manitowoc 999 has excellent reach, and we use it for a lot of different lifting projects," he said. "Overall, Manitowoc crawler cranes are reliable, and

Potain MC205 that was on site from 2008 to 2009 lifting pipe spools, connecting works, reinforced materials and shuttering materials. Overall, we are extremely pleased with the cranes and would definitely consider purchasing Manitowoc cranes for future needs," he added.

In addition to the Manitowoc crawler cranes, L&T owns a large number of Potain tower cranes, which are popular in other L&T divisions. For example, the Buildings & Factories Operating Company has a fleet of 60 Potain cranes. Of these, 20 are less than five years old — highlighting L&T's commitment to continuous fleet renewal

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and investment in the latest technology.

Mr. P K Viswambharan, head of plant and machinery for the Buildings & Factories Operating Company, said L&T also has a reputation for innovation with its Potain tower cranes. “In 2009, we purchased an MC 205 that we converted to a floor-climbing crane,” he said. “This was a first for India. Since that time, we’ve

converted five more MC 205 cranes for that purpose.”

Potain tower cranes are also used by L&T’s Infrastructure division, which works on projects such as roads, bridges, subways, ports and nuclear facilities. Currently, one of the largest single projects for the division is the Kakrapar Atomic Power Station, where there are nine Potain tower cranes. These include a new MD 560, two MC115s, three MC205s and three MC175s, which are constructing a foundation for the nuclear reactor.

Mr. Davinder Singh, Head of Plant & Machinery for the Infrastructure Division, said these cranes are being used to pour 22,000 m<sup>3</sup> of concrete for the reactor building foundation. They are also performing enabling services such as lifting shuttering reinforcements, steel structures and the shell of the reactor steel structure. Added Mr Davinder, “Our experience with Manitowoc has been very positive overall – all maintenance issues are resolved with minimum downtime, and the cranes have proved to be totally reliable,” he added.

With so many Manitowoc cranes on such a wide variety of projects, keeping them working at their optimum ability is a priority. To ensure this, L&T uses only genuine parts from Manitowoc Crane Care and keeps a large selection of parts in stock. It also ensures its technicians have the latest training.

Mr. Srinivasan said investing in product support was a key element in L&T’s success. “Our reputation has been built over decades, delivering high-quality construction solutions to our clients,” he said. “We’ve learned the importance of investing in our equipment and our personnel. The money we’ve put in has more than paid for itself in the repeat business and a growing reputation that we enjoy.”

With India’s economy one of the world’s bright spots, it’s clear that L&T is now primed to take advantage of the increase in construction activity predicted for the coming years.

Two of L&T’s Potain tower cranes on an IT building project site in Chennai.



## Meet Manitowoc

### Gloria Biju

Gloria Biju has held the position of supervisor of sales administration at the Manitowoc Cranes India tower crane manufacturing facility in Pune for almost a year. Her duties include coordinating with the Pune factory production planning team, planning the dispatch of cranes to local customers and coordinating local crane orders from Europe. Before joining Manitowoc, Gloria had over nine years of experience in similar roles.



#### Why did you join Manitowoc?

I have worked in various industries, but cranes are new to me. I also heard that Manitowoc is the only multi-national company that manufactures tower cranes in India, so working for such a great name like Manitowoc was a dream come true.

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

I was involved with the bCIndia exhibition in Mumbai this year where I met our customers and learned about our competitors. I also experienced Manitowoc’s wonderful work culture where the full sales team from India and the global marketing team from US, Europe and Asia came together and worked as a team.

### Neeru Ganjoo

Neeru Ganjoo, based in Gurgaon, Delhi, is the sales administrator for mobile and crawler cranes in India since June 2011. Her main role is to coordinate between customers, sales managers and the factory to process the orders for mobile and crawler cranes. She also supports the sales team with other administrative duties. Prior to joining Manitowoc, Neeru has over nine years of experience in similar roles.



#### Why did you join Manitowoc?

I joined Manitowoc because of its employee-friendly work environment and the learning and development opportunities it provides to employees.

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

One of our customers called in a panic one day because their crane was stuck in the customs department until additional documentation was furnished. I coordinated with the customer, the customs officials and the shipping company to resolve the issue. Eventually, the crane was released and delivered to the customer. I received an appreciation letter from the customer, which was very gratifying.

## Voice of Customer



We won a contract to build a six-tower residential project for JP, and one of the prerequisites was that we had to use a tower crane. We conducted a market survey and discovered that Potain is the undeniable leader of tower cranes. When we realized that Potain cranes also have very high resale value, we decided to buy a Potain MCi85 tower crane. None of the other brands have the resale value of a Potain, and the performance of the other cranes is not up to the mark. Other reasons for selecting the Potain crane are its low maintenance cost, productivity, easy buying process and availability of spare parts. I was very happy to hear that with the appointment of the new dealer in Delhi NCR — Time Autotech — the spare parts will be readily available in Delhi.

*Paras Badhwar, director, Badhwar Universal Constructors Pvt Ltd, Noida*



We chose the Potain brand for our first tower crane to construct the TVH Ouranya Bay in Chennai. With 29 stories, the TVH Ouranya Bay is the tallest building in Chennai. Our previous work was for low-rise buildings so this is the first time we needed tower cranes. We bought two Potain MCi85 tower cranes because we heard it is a world famous brand, and we also got excellent feedback from other customers who had used Potain tower cranes before. The two cranes are lifting steel bars, concrete buckets for pouring concrete and formworks. The cranes are performing very well, and we are very happy to have Baskaran Balaiah as a local point of contact in Chennai, who is always there to support us.

*Jeyakrishnan, senior project manager; and P Sivamani, project coordinator, Tavas Construction Pvt Ltd, Chennai*



We have a Potain MCi85 working on a residential project, Pushpadruma, in Chennai, comprising three 54 m towers. The MCi85 is tied with anchorage to two of the towers at a 130 deg angle. The crane was delivered in January 2010, and has been working long hours each day to complete the project on time. The crane has been lifting concrete buckets, steel bars, bricks and shuttering column bars, weighing up to 4 tons. After the project is completed at the end of 2011, it will be dismantled and taken to another project 3 km away — Savithanjili, which has six towers, each 60 m tall. We are very happy with the local after sales support from the Manitowoc Crane Care team based in Chennai. They respond very quickly when we have any maintenance needs.

*Satish Kumar, assistant general manager of plant & machinery, Marg Limited, Chennai*



We are a 15-year-old real estate developer with nearly 18 projects in Delhi NCR currently, most of which are group housing projects. We used to build low-rise buildings no higher than 15 stories, but when we had to build a 22-story residential tower, Antrikish Golf View 1, we had to use a tower crane. After conducting the due diligence, we decided on a Potain MCi85 internal wall-climbing crane. Our associates, who had been using Potain tower cranes, recommended it. And the sales and marketing team from Manitowoc were very knowledgeable on the subject. Plus, we were on a tight deadline, and we knew a Potain tower crane has the fastest and most efficient performance. We will definitely look into buying more cranes for future projects.

*Sri Shailendra Nigam, general manager, Antriksh Developers & Promoters P Ltd, Noida*



We own nine Potain MCi85, two MC205 and two of the old model H25 and are waiting for two more MCi85 tower cranes to be delivered. We first bought a Potain tower crane in 2004 and then bought two cranes from another manufacturer. We were very unhappy with the slow service and spare parts availability from this manufacturer so we went back to buying Potain cranes in 2007. We now prefer Potain tower cranes because they stand for good performance; least downtime; good technology; good and prompt service support; readily available spare parts; and cranes which are easy to operate. Most of all, we can interchange the masts in our fleet which saves us time and money. And of late we are even more pleased with the local office in Chennai with a Crane Care personnel on standby.

*G. Boopathi, Resource planning manager, Consolidated Construction Consortium Ltd*





## Cranes on site

# Potain climbing on Sunshine

Sunshine Infrawell, a residential developer in Noida is used to building low-rise buildings. But when they decided to build a high-rise development, they knew they needed a tower crane to get the job done right. The project, The Helios, is a 21-story residential development that will have 400 flats when completed.

Mr. Deepak Kumar Mittal, general manager at Sunshine Infrawell Pvt Ltd, researched viable crane options by searching the internet and asking his peers in the construction industry. One name stood out as the most well-known and reliable brand – Potain. He also visited other construction sites that were using Potain tower cranes. He was especially impressed when he saw how efficiently five Potain tower cranes were working on the ATS Hamlet, a huge residential project in Noida.

He then approached the Potain sales team that explained the differences between internal and external floor-climbing cranes. The team advised Mr. Deepak to purchase two MCi85 floor-climbing tower cranes to complete the project on time.

“The Potain sales team provided very good service and steered us in the right direction. They provided us with the best and most suitable solution for our project that we know will save us time and money.”

Potain's internal floor-climbing cranes have no recurring costs because there is no need to purchase additional masts to increase the height of the crane – the whole crane shifts from floor-to-floor as the height of the building increases. There is also no



First time tower crane user Mr. Deepak (inset) has found the Potain MCi85 internal floor-climbing crane (above) to provide invaluable support at The Helios' job site in Noida.

foundation cost because the crane uses the raft of the building as opposed to external cranes that need a separate foundation.

Mr. Deepak was also full of praise for the Crane Care staff and their competency during the erection and commissioning of the two cranes. “The team arrived promptly, started assembling the crane and finished much quicker than what we expected. They also trained our service team to handle the crane,” he added.

Mr. Deepak is very fortunate to have an experienced crane operator who is very familiar with Potain cranes. He has one other

crane operator and two helpers. The cranes have been lifting materials, steel rebars, concrete buckets, shuttering materials 16 hours a day without causing any downtime.

Said Mr. Deepak, “Buying a Potain tower crane was the best thing we did. It has been a really positive experience throughout – before the purchase, during crane erection and after sales. The kind of progress shown by the two MCi85 cranes is remarkable during the last six months.”

The Helios project began in December 2010, and is expected to complete by June 2013.

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