

LIFTING INDIA



October 2010 Issue 2

Soma uses Manitowoc cranes at Chennai metro project

Soma Enterprise is using Manitowoc crawler cranes at the on-going Chennai Metro Rail project. There are four crawler cranes at the project - two 110 t Manitowoc 12000, an 80 t Manitowoc 8500 and an older 250 t Manitowoc M50W.

The cranes are on site working four to five hours a day with fixed jibs lifting loads of up to 1.5 t. They are helping to install piles, vibro hammers and rebar cages and to pull out 38 t temporary liners.

A total of 1932 concrete segments will be used for the project. Manitowoc's cranes are shifting the 45 t concrete segments within the yard and then unloading them on site. There are two launching girders which Soma is using to erect the 35 m segments.

"The Manitowoc cranes are working extremely well, and we are pleased with their performance," said P.S.B.S Chowdary, deputy general manager, Special Structure Projects, Soma Enterprise.

"The Manitowoc 8500 features very smooth operation. The cranes are very operator friendly and have an excellent hydraulic system. With other machines, we need to rev up the engines, but not with this crane. The crane can be on idle mode and there is no need to even accelerate for operations."

Soma purchased these cranes through TIL, the Grove and Manitowoc dealer for India, which is also providing after sales customer support.

At the end of this year, all four crawler cranes at the Chennai Metro project will be transported to the 19 km Chennai elevated highway project, which will connect the Chennai port with Maduravoyal.

Soma currently has four additional Manitowoc 8500 working at the Bengaluru metro project, two 80 t Manitowoc 8500 in Cochin working on an approach road for a container terminal and a Manitowoc 12000 in Assam for a hydro electric project. Manitowoc crawler cranes also carried out rigorous lifting duties for Soma at the Delhi metro construction project. Soma has a total of 14 Manitowoc crawler cranes ranging from 70 to 110 t and two Potain MC205 tower cranes with 10 t capacity.

About Chennai Metro Rail project

Chennai Metro Rail Limited, which will operate the metro once it is completed, awarded the ₹199 crores design and construction contract for the 4.5 km elevated viaduct from Koyambedu to Ashok Nagar to Soma Enterprise in 2009.

Phase 1 of the Chennai Metro Rail Project consists of two corridors with a combined length of 45 km. Corridor I, at a length of 23.1 km, will run from Washermanpet to the Airport via Anna Salai. The



(Left) P.S.B.S Chowdary, deputy general manager, Special Structure Projects, Soma Enterprise.

(Below) The Manitowoc 8500 is installing piles, vibro hammers and rebar cages as well as pulling out 38 t temporary liners at the Chennai metro project.



22 km Corridor II will run from Chennai Central to St. Thomas Mount via Koyambedu. The elevated section of the project is scheduled to be operational by 2011. About 55 percent of the corridors in Phase I is underground and the remaining is elevated.

Phase one of the ₹14,600 crores Chennai Metro Rail Project is due for completion in 2015.

Cranes on site

Potain building high rise in Kolkata



Partha Roy Chowdhury, Mani Group (left) and Prashant Gujjar, regional sales manager for tower cranes, Manitowoc Cranes.

(Left) The MCi 85 A at the Tirumani residential development will eventually reach a height of 95 m.

Mani Group, an Indian contractor specializing in real estate, infrastructure and IT developments, purchased two Potain MCi 85 A cranes, each for a separate high-rise project in Kolkata. The cranes are working on high-end residential developments, one on the 20-story Tirumani development and the other on the 24-story Manikala project.

Partha Roy Chowdhury, senior mechanical manager with Mani Group, is very pleased with the crane's performance and after sales service. He gave his reasons as to why Mani Group prefers Potain.

"We had some language difficulties with some of the other brands whose manuals and materials were not in English," he said, "This is confusing for our operators. Plus we were always dissatisfied with the quality we saw in other cranes. With Potain, we don't have to worry. The cranes are safe, operator-friendly and technically sound."

The MCi 85 A on the Tirumani project is lifting concrete buckets, steel reinforcements and shuttering plates. It will eventually reach a height of 95 m and is working with a 40 m jib. The crane has a maximum capacity of 5 t.

Meet Manitowoc

Anujit Sarkar

Anujit Sarkar, from Kolkata, West Bengal, recently joined Manitowoc Cranes as regional sales manager for tower cranes. His duties include generating sales, customer education and expanding Manitowoc's presence in the east of India including Kolkata, Ranchi and Patna. Before joining Manitowoc, Anujit was with Terex Vectra for seven years as a marketing manager and sales manager for skid steer loaders.



Why did you join Manitowoc Cranes?

I joined Manitowoc because I thought it is an excellent opportunity for me to experience the market in a completely new product segment. Since I started working for Manitowoc, I have learned so much about tower cranes and am very happy to have expanded my knowledge in construction machinery. And, I also enjoy handling different customers now as most of my customers are from the corporate segment and the past five months has presented a whole new world of experience for me.

Baskaran Balaiah

Baskaran Balaiah is another new member of the Manitowoc Cranes family. He is from Chennai, Tamil Nadu and has joined as regional sales manager for tower cranes. Baskaran's job involves expanding Manitowoc's leadership position in the tower crane market in the states of Tamil Nadu and Karnataka. Baskaran was in marketing and sales at Everest Industries Ltd before joining Manitowoc and brings over 12 years of experience in capital equipment sales.



Why do you like working for Manitowoc Cranes?

I have always heard a lot of good things about Manitowoc which is well known for its wide range and types of cranes manufactured and sold all over the world. Also, I am very aware of the Potain brand name which has gained popularity with the hundreds of tower cranes all over India building high-rise residential developments as well as cement plants. Knowing Potain tower cranes' strong reputation in India, I am motivated and inspired to work for Manitowoc Cranes.

Voice of the Customer



Tower cranes are now a must for multi story developments because the projects require more lifting and to much greater heights. Compared to using traditional methods, tower cranes make job sites progress 10 times faster. So when I needed a new tower crane for the Urmi Estates project, a 50-storey development with two towers, I had no doubt that I was going to buy a Potain tower crane. Monarch Enterprise has purchased three new Potain MCi 85 A tower cranes since 2009 to work on this and other projects in Mumbai. They are good cranes and we are very satisfied with it as well as the after sales service. We are now so used to working faster and completing projects quickly, I can't imagine a life without tower cranes."

Dinesh Patil, Managing Director, Monarch Enterprise, Mumbai



Potain tower cranes are robust and can be made to work long hours with minimal downtime. Jaiprakash Associates turned to Potain to aid in the construction of its cement production facilities as early as 1980 when we invested in a used Potain H4/36B tower crane. Today, that tower crane is lifting 10 t loads at 30 m radius in our cement erection and concrete placement activities at various project sites. We have now purchased seven Potain MD 1100 top slewing tower cranes and are looking at adding more to our fleet as more and more projects come our way. The market is moving at a fast pace, and I believe there is huge potential in the market for tower cranes at cement and thermal power plant installations.

Baldev V Raisinghani, Joint President (Purchase), Jaiprakash Associates Limited, Noida



I was first introduced to Potain in 1968 while I was in Bokaro Steel City working for Gammon in India, which had a Potain K40/27C tower crane. When I joined DLF in 2007, they had bought their first Potain tower crane - an MC 115 in 2006 - so I was quite familiar with the brand. To date, DLF has 21 MC 115, 17 MC 205, one MC310K16 and five E1-13B Potain tower cranes working in India. We have seen many tower crane brands, but the Potain design is perfect and features the best erection system. We have more confidence in the brand and will keep on buying them. We are especially pleased with Manitowoc Crane Care after sales service and the availability of spare parts. The excellent rapport we have with Manitowoc's sales and after sales teams cements our relationship.

R.B. Sharma, Head (Procurement & Engineering), DT Projects Limited, Gurgaon



When Mackintosh Burn won a contract to build the superstructure for Phase 1 of the 85 m Sankalpa Housing project in Kolkata, we needed a bigger crane. After visiting Potain's manufacturing facility in Pune we were so convinced that we purchased not one but two Potain MC 115 tower cranes with 6 t capacity. The Potain MC 115 tower cranes are doing a great job at this site. They work up to 12 hours a day and once went on to work for 16 hours. Since we bought the cranes we found that we save costs as we require less labor on site. We also have a safer environment as the workers don't have to carry loads to the higher floors or tie up the materials and then lift them up. And most importantly, having the Potain tower cranes means we are so much more productive every day.

Susan Patra, Project Engineer & Site in charge, Mackintosh Burn Ltd, Kolkata



The two units of MCi 85 A tower cranes that are working in Phase 1 of the Rainbow Vistas project in Hyderabad are performing exceptionally well. They are working at a height of 55 m, lifting loads for material shifting, steel bars as well as buckets of concrete from 1 to 2.5 t. Facing a lot of pressure from our customers we knew we needed mechanization to complete the project on time. We had to buy a Potain tower crane to speed up the project which is due for completion in December 2011. I have used different cranes while working on other projects but nothing comes close to a Potain crane. They may cost more than the other brands but when I compare it with the workability of other cranes Potain always comes out on top.

K. Arun Ratna Kumar, Project Manager, Cybercity Builders & Developers, Hyderabad

Cranes on site

Tempus trusts Potain

A multi-story development in Kokapet, Hyderabad is one of the latest projects in India to use Potain MCi 85 A tower cranes.

Tempus Infra Projects is using the four cranes on the residential project it is building for Power Grid Corporation's Power Welfare Society. Tempus will add another two cranes to its fleet later this year.

Once completed, the development will have seven towers over seven acres - two 25-story towers and five 29-story towers.

Shivashankar, senior manager, plant and machinery at Tempus, is relying on Potain tower cranes to get the job done fast and efficiently.

"Since I am very familiar with Potain tower cranes, I knew we had to get the trusted Potain brand if we wanted to complete the project on time," he said.

Potain cranes are being used to lift concrete buckets, steel shuttering plates, steel bars and formworks weighing 0.5 t to 1.2 t. Three of the cranes have a maximum jib length of 50 m with two working up to a height of 75

m and one to a height of 93 m. The fourth crane is working at a height of 93 m with 40 m jib. Another two Potain cranes are due on site soon and will work at lower heights of 24.7m with 50 m jib.

"Potain tower cranes feature reliable safety systems, excellent mechanisms and rigid construction, compared to other tower cranes in the market. We haven't had major maintenance issues and the mechanisms are uncomplicated so our own technicians can handle anything easily."

The cranes in Kokapet are in operation 24 hours a day. Tempus' maintenance foreman, S.K. Mahanti, has been using Potain MCi 85 A tower cranes for over six years.

"I've worked on many other cranes, but Potain cranes are the best in the way they function and are the easiest to operate and



Potain's MCi 85 A has a 1.3 t lift capacity at its maximum jib length of 50 m

maintain," he said.

Potain's MCi 85 A is easy to assemble and has excellent lift abilities. The crane has a free-standing height of 34.5 m, a maximum capacity of 5 t and a 1.3 t lift capacity at its maximum jib length of 50 m.



Shivashankar (right) and Subbaiah Gajjalakonda, regional sales manager for tower cranes, Manitowoc Cranes at the Kokapet development site (below).



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 411 036, India •
Tel 020 66445500 Fax 020 66445599

Delhi • 208, ABW Tower, Iffco Chowk, NH-8, Gurgaon 122002, Haryana, India •
Tel 0124 4780100 Fax 0124 4780150

Hyderabad • 1st Floor, MIG 60, Dharmareddy Colony, Phase-2, Hydernagar, Kukatpally, Hyderabad 50 00 72, India • Tel 040 40114034

Chennai • No.1, West Road, West C.I.T.Nagar, Nandhanam, Chennai - 600 035 • Tel 044 42831171

Kolkatta • Tel 09007112663

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