Hot Chile

News Report
CICA 2009
Bauma 2010
Showguide
Same fleet.  
Greater capability.

New Manitowoc 16000 wind attachment

The Manitowoc 16000 wind attachment makes a great crane even stronger. This new attachment allows you to lift larger turbines with the same highly reliable crane model. Whether adding this attachment to your existing cranes or buying a new 16000 with wind attachment, you will gain an impressive 44 percent lift capacity at the radii most commonly used for wind turbine erection.

Wind attachment performance advantages:

• Compatible with all existing Manitowoc 16000 cranes
• Ability to set larger megawatt turbines
• Higher productivity in windy conditions
• No modification necessary to base machines

The Manitowoc 16000 wind attachment increases lift capacity by 44%

Load Comparison — Manitowoc 16000 vs Manitowoc 16000 WA

For more information, contact your local dealer or visit us at www.manitowoc.com.
The contrast between bauma 2010, taking place this April, and the event three years ago is significant. In early 2007, the crane market was enjoying global success as it headed toward its most successful period in recent memory. But 18 months after the excitement of bauma 2007, an unexpected collapse began—the effects of which are still being felt today.

The industry has learned a lot in three years, dealing with unprecedented levels of demand followed by unprecedented shortages of work.

There’s no doubt that this year’s event will lack some of the magic that characterizes the world’s largest construction equipment show, but it will still be a catalyst for improvement in the industry. For one thing, nearly half a million people are expected to make the trip to Munich to see the latest the industry has to offer.

From a Manitowoc perspective, customers, friends and colleagues can expect to see new cranes, new technology and some familiar faces. Although not exhibiting on quite the same scale as 2007, bauma 2010 is still the most important industry event for the company this year, and Manitowoc will demonstrate its commitment to its customers and to the crane industry.

For those of you making the trip to Germany (and we hope there are many), please be sure to make Stand 1002/6 in the Outside Area one of your first visits. A warm Manitowoc welcome awaits.
Dealer growth

Manitowoc dealer ETAC, which distributes the Potain range of tower cranes and self-erecting cranes to the Chilean market, moved to a new state-of-the-art headquarters. The new facility is in Chile’s capital and largest city, Santiago.

ETAC’s new home has management and administration areas as well as significant warehouse and workshop space. Approximately 140 staff members work in the new facility that covers 24,882 m² (267,000 ft²).

Jaime Prieto, general manager of ETAC, said the new facility would help the company grow. “We are committed to providing excellent service to our growing Potain customer base, and to meet our commitment, it was necessary to move to a larger place,” he said. “This new location is twice as big as our old facility, and it represents an investment of over $5 million. It will allow us to build for the future and continue to be the market leader for tower cranes in Chile.”

In addition to sales, ETAC also operates a rental fleet which features 106 tower and self-erecting cranes.

Launch pad lift

A refit of one of the launch pads at the Kennedy Space Station in Orlando, Fla., U.S., required the heavy lift assistance of a Manitowoc Model 18000 crawler crane. The 750 t (827 USt) crane, belonging to Crane Rental Corp., was used on a series of lifts to refit Launch Pad 39-B as part of the Constellation Program.

The refit transformed the launch pad from one suited to Space Shuttles to one suited to Ares I-X, the prototype in NASA’s program for human space flight, which launched in October 2009. The crane helped remove components including the Orbiter access arm, walkways and platforms. It helped place new items including supports and walkways suited to the new rocket.

Positioning the crane proved a challenge to Crane Rental Corp., as the concrete next to the launch pad was not designed for heavy equipment. But the company used oak mats, plastic mats, steel platforms, sand and engineering ingenuity to create a solution.

Together in China

Nearly 100 Manitowoc dealer delegates from across China met in early January to discuss the coming year and plans for combined growth. The delegates came from companies representing all Manitowoc brands sold through dealers in the country: Potain tower cranes, Grove mobile cranes and Dongyue truck cranes. Dealers representing Manitowoc Crane Care were also present.

Thomas Wong, senior vice president of sales for Manitowoc in China, said it was an historic event. “This was an important and successful meeting for us and also the first of its kind in this country,” he said. “We are restructuring our sales channels to provide an even higher level of service to customers.”

Manitowoc’s sales and marketing team in China is now split by region with individuals representing all brands. The country is divided into four sales regions, and dealers in each region will begin selling more than one Manitowoc brand in their area. Jack Lee, general manager of Manitowoc Crane Care in Asia-Pacific, also attended the event to explain to dealers the full range of support services the organization has in place.
Training courses run by Manitowoc Crane Care in Asia-Pacific have experienced strong growth in recent months as crane users in the region respond to increased resources. Formal training from Manitowoc Crane Care first arrived in the region in 2005 with the launch of the Mobile Training Unit, a training room housed in a shipping container that can travel to customers' facilities for on-site training.

Since then Manitowoc Crane Care has opened training centers in Singapore (2005), China (2006), Australia (2007) and India (2008). One company that recently attended training at the Zhangjiagang facility in China is Song Da No 5 JSC, a major Vietnamese contractor.

Pham Manh Hung, vice director of Song Da No 5, said the course was professional and helpful.

“Our training course, led by the highly experienced Zou Yitao, was very useful,” he said. “We were taught with great enthusiasm, and the professional knowledge was excellent. It’s helped us in our operations back in Vietnam, and we hope we can use the service again.”

Customers interested in learning more about the full range of training services available should contact their local Manitowoc Crane Care representative.

KSG, a crane rental company based in Hamburg, Germany, purchased a Grove GCK3045, the newest mobile crane that Manitowoc launched during 2009. The distinctive crane has a single cab, and its compact dimensions make it ideal for working indoors or in crowded urban settings.

Lutz Seidler, one of the operators at KSG, said the new crane was efficient and profitable to run.

“We have experience with single cab cranes from other companies, but a number of factors persuaded us to invest in Grove,” he said. “It is very easy to maneuver and handles easily, even in the tightest job sites. It’s a comfortable crane, and features such as variable outrigger settings allow us to be more flexible on cramped job sites.”

The GCK3045 has a maximum capacity of 45 t (50 USt) and a 34 m (111 ft) boom with optional twist jib.
Two Potain luffing jib tower cranes, including a new MCR 225A, are working on a condominium development called The Columns Legazpi Village in Makati City, Philippines. Manitowoc’s Philippines office sold the cranes to Makati Development Corp., one of Manitowoc’s largest customers in the Philippines and the construction branch of local developer Ayala Land, Inc.

The new MCR 225 A is working inside the building, climbing from floor to floor. It is working with a maximum capacity of 10 t (11 USt) and 50 m (164 ft) jib configuration with tip load capacity of 3.25 t (3.58 USt). Also working on the project is a Potain MR 90 B.

Long Naaman, sales manager for Manitowoc in the Philippines, said because of the layout of the project, luffing jib cranes were the best choice.

“With so many other buildings close to this new development, luffing jib cranes were the best solution,” he said. “The cranes have been performing well on this $43 million development, and the customer has been very happy with the Manitowoc Crane Care support.”

Fulvio Gomes and his business partner Armando Fonseca have established a new crane service and rental company called Alfatec Solutions, in Sao Paulo, Brazil.

According to Gomes, the Brazilian market is very strong right now, despite economic challenges throughout the rest of the world.

Alfatec Solutions provides technical support and service for all types of cranes working in and around the region. Their customers are typically contractors working the petroleum, mining and construction industries. They function as a dealer for PAT Hirschman, a supplier of LMI systems.

Alfatec Solutions recently purchased a National Crane 1800 to help with crane service in the field.

“With the National 1800, we can now repair cranes in the field, rather than always having to bring the crane back to our shop,” he said. “But feedback from the field suggests that some operators still like the traditional control and feel of a standard cab. This new cab makes that traditional set-up available.”

The cab on the GTK1100 protects operators from the elements and its heating and air-conditioning system maintains a comfortable operating environment. It can also tilt back to 20 degrees for better visibility. The first company using the new cab with a GTK1100 is Usabiaga of Spain.
Igo in the ice

A Potain Igo 18 self-erecting crane worked on construction work at the Arrivals Hall for a cable car station on Germany’s highest mountain, Zugspitze. The crane, delivered by Manitowoc dealer Bregler & Klöckler, was disassembled to its core components before shipping to the remote project.

Tobias Klöckler, one of the managing directors at B&K, said innovative engineering and design were the reason for the installation’s success.

“This was a challenging job, but thanks to our engineering team and the clever Potain design we were able to get the crane into position,” he said. “We dismantled the crane down to its core parts, none of which weighed more than 1.4 t (1.5 USt). We then used a helicopter and train to carry the parts and reassembled it on site. Even in the most difficult weather conditions, we were able to deliver for our customers.”

The Potain Igo 18 has a 1.8 t (2 USt) maximum capacity and 24 m (79 ft) jib.

More GTKs for China

The owner of the first GTK1100 in China has another unit and signed a letter of intent to purchase two more. China Power Equipment Installation Engineering Co. Ltd., placed its latest order at a special signing ceremony in Shanghai at the start of the year.

Zhu Jingcheng, chairman of CPIE, said the latest orders were based on the success of his company’s first crane.

“We received our first GTK1100 in the middle of last year, and it was an instant success,” he said. “It helped install 92 wind turbines, and we were very pleased with the performance. With the huge investment in wind power in China, there is demand for innovative and productive cranes to help the country meet its targets. With Grove cranes, we expect to be a leading player.”

In addition to the GTK1100, CPIE owns several Grove all-terrain cranes. The new GTK1100 will arrive later in 2010, and its first job will be on a wind power project in Inner Mongolia.

Grove cranes belonging to W.O. Grubb placed stage pieces for a rock concert by U2.

U2 gets a lift from Grove

Two Grove truck cranes played a starring role in U2’s latest world tour by erecting a space-age stage in the shape of a giant claw to wow crowds in Virginia, U.S.

Dubbed “The Claw,” the colossal stage featured a 360 degree platform and cylindrical video screen surrounded by a four-legged steel claw structure — giving fans an unimpeded view of the band from every angle.

There were four cranes on the project, including two Groves, all belonging to rental company W.O. Grubb. They were put to work for the concert at the University of Virginia’s Scott Stadium in Charlottesville, Va., as part of U2’s 360° Tour. The 82 t (90 USt) Grove TMS900E and 80 t (80 USt) TMS800E lifted the steel structure into place, as well as constructed the light towers, sound booth, speakers and other large props.

W.O. Grubb selected these cranes because they could easily travel through the narrow tunnel leading into the stadium. Once the concert was over, the cranes returned to disassemble “The Claw.”

A Potain Igo 18 works in the snow.

Celebrating an order for more GTK cranes in China. Seated (left to right) are: Gilles Martin, Manitowoc; and Zhu Jincheng, CPIE. Standing (left to right) are: Ding Jie, Manitowoc; Thomas Wong, Manitowoc; Eric Etchart, Manitowoc; Jennifer Zhu, CPIE; Glen Tellock, Manitowoc; Phua Fong Kiat, Manitowoc.
One of the first Manitowoc Model 18000 crawler cranes in Chile is playing an integral role in the construction of a large thermoelectric power plant in the northern part of the country.

The crane, which is owned and operated by Ingeniería y Construcción Sigdo Koppers S.A., is being used to install several of the larger components of the Angamos coal-fired thermoelectric power facility in Mejillones, Antofagasta, Chile.

Construction on the plant began in December 2008, and the crane arrived on site in August 2009. It was commissioned in a special ceremony on October 29, 2009.

Many components
The crane is installing several components at the plant. It will lift two desalination plants, each weighing 177.5 t (195.6 USt). These will be set at a radius of 34 m (111.5 ft).

There are also two feedwater tanks to install. These weigh 74.5 t (82.1 USt) each and will be set at a radius of 36 m (118 ft).

Two generators will also be lifted into position with the help of the Model 18000. These each weigh 238 t (262.4 USt) and will be set at a radius of 24 m (78 ft).

The crane is expected to be on site until June of this year when the second generator is scheduled to arrive and be installed.

This Model 18000 is the first crane of this capacity in Sigdo Koppers’ fleet in Chile.

Sandro Tavonatti, deputy vice president of logistics and procurement at Sigdo Koppers, said the company chose the crane for its capacity and reach and also because it anticipates more heavy-lift jobs.

“We needed a crane that could not only handle the components on this job, but also one that could handle even heavier loads in the future,” he said. “This reflects the general trend in the industry toward constructing large facilities in large-scale assemblies. This not only helps reduce construction time, but it lowers the risks involved with working at height.”

Boom options
For this project, Sigdo Koppers will use the Model 18000 with boom lengths ranging from 42.7 m (140 ft) to 73.2 m (240 ft). Boom lengths are varied according to the lift schedule at a particular area of the site. The company is also using the MAX-ER capacity enhancing attachment which increases the Model 18000’s capacity to 750 t (825 USt). It is also varying the additional counterweight on the MAX-ER according to the lift schedule.

When operational, the Angamos plant is expected to generate 460 MW of power. This power will not only supply the power grid in northern Chile, but also help with the significant electrical power needs of the copper mines in the region. The facility represents an estimated $1 billion investment by project owner AES Gener, the Chilean power giant. Sigdo Koppers is the main construction subcontractor working for POSCO E&C, the engineering, procurement and construction services contractor on the site.

The power plant is expected to be operational by 2011.

A new Model 18000 was commissioned in a special ceremony in October 2009 at the Angamos power plant project site in northern Chile.

This Manitowoc 18000 is one of the first in Chile.
Milan makeover

Tower cranes from Potain work on an ambitious Italian redevelopment, the Porta Nuova project, in Milan. Eliza Arnould reports.

Colombo Costruzioni, a leading Italian contractor and major Manitowoc customer, is managing work on the Porta Nuova project, which will completely rework the cityscape of the Italian city of Milan. For this project, the company is using five Potain MD 208 A cranes and one MD 185 A H8. The Potain cranes were ideally sized for the scale of the core and slab specifications on this project. The MD 208 A cranes can lift a maximum of 10 t (11 USt), while the MD 185 A H8 cranes have a maximum lift capacity of 8 t (8.8 USt).

Gianfranco Cesana, project director for Colombo Costruzioni, said the company looked at more than lifting capacity when selecting Potain tower cranes for the job. “We considered several factors when choosing cranes for this project,” he said. “Lift capacity and hook height were two obvious ones, but we also considered factors such as safety, reliability and support. On high-profile projects there are often significant penalties for delays. We need cranes that will keep us on schedule, and we need confidence in a manufacturer that will give us the required product support.”

The cranes are working with different jib lengths, ranging from 35 m to 62.5 m (115 ft to 205 ft), according to the layout of the site.
All of the cranes, apart from one MD 208 A, are working with reduced jib lengths to optimize lift ability. The largest capacity configurations are for two of the MD 208 A cranes which can lift 10 t (11 USt) out to 15 m (49 ft). Tip loads for the cranes range from 2 t to 4.2 t (2.2 USt to 4.6 USt). During 12 construction phases, three of the MD 208 A cranes will climb to over 130 m (427 ft), with the tallest reaching a height of 196 m (643 ft).

The Porta Nuova project will cover over 290,000 m² (72 acres) and encompass a series of skyscrapers, piazzas, parks and bridges, reconnecting the districts of Garibaldi, Varesine and Isola.

Cesana said the complex project called for careful thought and detailed planning. “Often the selection of the right crane, in the right position, for the right duration can determine the success or failure of a job,” he said. “In a project the size of Porta Nuova, that is magnified. Our engineers approach each project as if it is their own property, and we expect the same kind of commitment from our suppliers. With Manitowoc, we get exactly that.”

One of the central aims of the Porta Nuova project is to provide a balance between function, beauty and sustainability. The ecological side of the development will be assessed by the Leadership in Energy and Environmental Design program, run by the U.S. Green Building Council. This will ensure that all aspects of Porta Nuova have the lowest possible environmental impact.

The LEED program began in 1994 to promote more sustainable construction and integrated whole-building design practices. Having started in the United States, it has now spread to 30 countries where it is recognized as the standard for environmental leadership in the building industry.
Replacement work

As wind farms become more common across North America, more cranes and lifting services are needed to help keep the turbines in working order.

Last fall, Northwest Crane Service, a crane rental company based in Hermiston, Ore., U.S., used its Grove GMK7550 all-terrain crane to replace a generator on a 1.5 MW wind turbine at the Leaning Juniper wind farm in Arlington, Ore.

The company had to lift the replacement generator, which weighed 17,600 lbs (7,983 kg), to the top of nacelle, at a height of 262 ft (80 m).

Arlin Phillips, general manager for Northwest Crane Service, said the maintenance job was a standard project for the company.

“We help with wind turbine maintenance quite a bit,” he said. “The Grove GMK7550, which is the highest-capacity crane in our fleet, is well-suited for the work.”

On this job, the project owner had ensured not only clear and easy-to-navigate access roads, but also good ground preparation and crane pads around the lift site.

The Grove GMK7550 is a 550 USt rated crane (called the GMK7450 in markets outside the U.S. and rated at 450 t). To complete the lift on the Oregon job, the crane was equipped with 170 ft (54.6 m) of main boom and 118 ft (36 m) of fixed jib. It also had 40 USt (36.3 t) of counterweight.

Growth of a business

When Northwest Crane Services first started out, the company owned a small rough-terrain crane that it used to help with its work fabricating and installing components in food processing facilities. It found that other contractors would often request the use of this crane to help with other lifting work.

Soon, the company began to charge for this service, and the crane rental side of the business was born.

Today, after 18 years in business, Northwest Crane Service has six cranes in its rental fleet, three of which are Grove truck cranes. The crane fleet ranges in capacity from 25 USt (22.7 t) to the 550 USt GMK7550, which is the only Grove all-terrain crane in the company’s fleet.

Ryan Karlson, assistant manager and lead operator for Northwest Crane Services, said although the GMK7550 was his first experience of operating Grove all-terrain cranes, he has learned fast.

“Most of my experience has been operating other types of cranes, so it took me a while to get used to the computer system on this crane, but once I did, it was intuitive and easy to operate,” he said. “I also found that the superstructure on the crane is very solid.”

Northwest Crane Service uses a TM500E-2 truck crane to help assemble the fixed jib on its Grove GMK7550 all-terrain crane.
Manitowoc will highlight its cranes, and the lifting technology behind those cranes, at bauma 2010. The show, which is the largest construction equipment exhibition in the world, takes place this April in Munich, Germany.

Cranes from Manitowoc’s Potain and Grove brands will be featured, joined by staff from the company’s divisions around the world, including the Manitowoc Crane Care customer support brand and the Manitowoc Finance financing division.

Taking center stage on the booth will be the new Grove GMK6300L all-terrain crane. This new 300 t crane (which will be the 350 USt GMK6350L in the U.S. market) has some of the strongest lifting capabilities in the six-axle class. It offers especially strong lifting duties at longer heights.

Michael Preikschas, senior regional product manager for all-terrain cranes in EMEA, said the crane has special appeal in many popular applications.

“This crane will offer unprecedented ease in applications such as tower crane erection, chimney work or placing services on tall buildings in downtown areas,” he said. “It makes really impressive picks, without the need to rig the jib. For example, with the boom extended to 74.8 m (245 ft) it will lift 14.3 t (15.8 USt); and with the full boom of 80 m (262 ft), it will lift 12 t (13.2 USt).”

Also on the Manitowoc stand will be the
Potain MDT 368, the range-leading topless crane that made its debut at Intermat in Paris, France last year. The crane has all the design features and ease-of-use attributes that customers expect from MDT cranes. Jean-Pierre Zaffiro, global product director for tower cranes, said the new crane has completed on time and everything about the MDT 368 is faster and more efficient.”

Both the GMK6300L and the MDT 368 join other cranes, including the Grove GCK3045. This 45 t (50 USt) compact mobile crane was launched last year and is already proving a success throughout the EMEA region.

“**This crane [the Grove GMK6300L] will offer unprecedented ease in applications such as tower crane erection, chimney work or placing services on tall buildings in downtown areas.**”

Michael Preikschas, senior regional product manager for all-terrain cranes in EMEA

already won admirers in the marketplace. “Since its launch last year, the MDT 368 has impressed on its first projects,” he said. “The crane is very easy to assemble, and its strength and control are second to none. Contractors are under pressure to get projects completed on time and everything about the MDT 368 is faster and more efficient.”

In addition to the cranes, Manitowoc will also have a demonstration of its CraneSTAR telematics-based asset management system. The company is strategically introducing this leading edge technology for its new products across its brand range. ♦

Manitowoc at bauma 2010

**Stand:** 1002/6 Outside Area  
**Booth size:** 1,350 m² (14,500 ft²)  
**Dates:** April 19-25, 2010  
**Venue:** New Munich Trade Fair Centre

Bauma 2010 may be taking place when the markets are low, but this incredible show still has all the attractions that visitors expect. In fact, more exhibitors than ever before – more than 3,000 – will welcome over 400,000 anticipated visitors.

We look forward to welcoming as many visitors as possible to our Manitowoc booth where we will be showing our strength, both in terms of our products and our company. We have some new and exciting cranes to show, and our best people will be on hand to discuss how we can help our customers in these trying times.

When times are hard, it is tempting to skip industry events and concentrate on affairs at home, but I would encourage those thinking of missing bauma 2010 to think again. It is the best opportunity this year to talk to Manitowoc, its dealers, its customer service staff and many others. It is the only time this year when representatives from all areas of our company will be in one place.

When times are hard, those that prosper are the ones who revaluate their products, their structure and their market. And the best way to do that is to meet, discuss and plan. Munich in April will be the perfect place to do this.

Best wishes,

Philippe Cohet  
Executive Vice President  
Manitowoc Cranes  
EMEA
International cooperation

Cranes from one of Manitowoc’s China factories worked with South Korean contractors to build a landmark energy facility in Thailand. Punitha Govindasamy reports.

Six Potain tower cranes on the construction of the first Liquefied Natural Gas plant in Thailand.

Six Potain tower cranes from the Manitowoc factory in Zhangjiagang, China played a central role in the initial phase of construction of Thailand’s first Liquefied Natural Gas terminal. The cranes, all MC 310 K12 units, arrived at the project between October and December 2008, and stayed until the end of 2009. At the start of this year, four were dismantled and two remain on site.

The LNG facility, with a production capacity of 5 million t (5.5 million USt), is still under construction in Rayong, 200 km (124 mi.) southeast of Bangkok. GS Engineering & Construction Corp. of South Korea is managing the $700 million project on behalf of Thailand’s biggest energy firm, PTT.

Kyung-Jae Park, tank civil supervisor for GS Engineering & Construction Corp., said this was his first experience with Potain cranes from China.

“‘This is the first time we’ve used cranes from Manitowoc’s Chinese factory, and we were a little unsure at first,” he said. “But Daewon Crane Global, one of the companies that rented the cranes to us, said they had the Potain guarantee of quality. It turned out to be a great decision because the cranes are operating well, and we are getting great local support from the Manitowoc dealer here in Thailand.”

The 12 t (13.2 USt) capacity cranes were supplied by Daewon and KIL from South Korea and were supported locally by SB Siam, the recently appointed dealer for Potain in Thailand.

Hook heights for the cranes varied up to 75 m (246 ft), and they were used to lift a variety of loads including formwork, steel plates and concrete buckets. The heaviest loads were the buckets, which weighed up to 6 t (6.6 USt).

The project will complete in May 2011.
Wind turbine boost

An innovative new attachment for the Model 16000 crawler crane boosts the crane’s capacity for lifting the latest generation of wind turbines. Tom Cioni reports.

Erecting wind turbines requires enhanced lift capacity at shorter radii. The new Manitowoc 16000 wind attachment utilizes existing hardware to give the crane this added capability.

Mike Wood, global product director for Manitowoc’s crawler cranes, said the new development would maintain the Manitowoc 16000’s position as the preferred crane for wind farm work.

“Since we launched the Manitowoc 16000, it has become one of the leading cranes for wind turbine erection,” he said. “Our customers love them. They are quick and easy to erect and disassemble, and easy to transport. With this new attachment we can ensure that the Manitowoc 16000 continues to be the best tool for wind power work.”

Manitowoc has made it simple for customers to take advantage of the new attachment. There is no adjustment needed to the base machine. It simply utilizes existing heavy boom inserts and other common components that customers might either have or would need to purchase.

Familiar feeling

Kevin Blaney, project leader on the development of the attachment, said customers would appreciate the familiarity when rigging the new configuration.

“From an operational standpoint, customers are using the same components and processes they’re familiar with,” he said. “We’ve seen the wind industry evolve and look to larger turbines, so we’ve evolved our product to meet the changing market.”

In recent years, many markets have seen a shift from 1.5 MW to 2.5 MW and larger turbines as wind farm operators look to maximize the power generated on their land. To position these larger turbines requires greater capacity and reach, which is exactly what the Manitowoc 16000 wind attachment offers.

Strong advantage

The Manitowoc 16000 wind attachment has the same base machine as the 400 t (440 USt) regular Manitowoc 16000, but when working in wind attachment configuration the maximum capacity of the crane is 129.9 t (143.1 USt). The most improved lifting duties are at shorter radii and at 18 m (60 ft), it has a capacity advantage of 44 percent compared with a regular Manitowoc 16000. This allows it to install most 2.5 MW wind turbines (and several larger ones) on towers between 80 m (262 ft) to 85 m (279 ft). For example, when working with 89 m (295 ft) of main boom the attachment can lift 110.3 t (121.7 USt) on to an 80 m (262 ft) tower.

Aside from the wind attachment, the Model 16000 offers superior line pull, which is especially useful for wind turbine installation. The 16000 line pull is 155 kN (35,000 lb) – the best in its class.

Blaney said this powerful line pull is particularly well-liked in wind turbine applications.

“In wind farm assembly, our customers like the power and speed they get from the line pull,” he said. “It means they get their components in the air and assembled faster with the reassurance of Manitowoc’s strength. It’s simply more productive.”
Show of strength at CICA

Manitowoc put on a fantastic show at the Australian crane industry’s premier event.

Punitha Govindasamy reports.

Last year’s Crane Industry Council of Australia Conference welcomed attendees to Canberra to hear about the latest issues and to network with other members of the crane industry. Manitowoc displayed two cranes on its 18 m² (194 ft²) booth at the event and Gilles Martin, Manitowoc’s executive vice president for Asia-Pacific, was a central member on the conference’s panel discussion. In addition, John Stewart, Manitowoc’s senior vice president of Asia less China, gave a presentation on counterfeits to more than 300 industry delegates.

Cranes on show

The two all-terrain cranes on the booth were an 80 t GMK4080-1 (100 USt GMK4100B in the U.S.) and a 100 t GMK4100 (115 USt GMK4115 in the U.S.). Both cranes belong to Blayney Cranes from Blayney, NSW.

The company’s managing director, Nelson Scott, said he was pleased to display his cranes at the conference.

“It was fantastic to see all the crane enthusiasts walking around and wanting to know more about our GMK,” he said. “It works wonders for us at mining and quarry sites and infrastructure and construction projects.”

Manitowoc’s booth was busy with customers and other visitors. Dealers WATM, HIAB Australia and Active Crane Hire were all present at the event.

One traditional highlight of the conference was the panel discussion composed of leading members from the global crane manufacturers. This time, Gilles Martin represented Manitowoc during the question and answer session. CICA director and president John Gillespie began the session by posing a series of questions to the panel. The audience was also encouraged to participate.

Industry trends

John Stewart, who recently relocated to Australia, gave a presentation on an important topic for Australia – the latest Manitowoc research on counterfeits in the crane industry. Besides recent incidents involving counterfeit cranes in Australia, he covered other issues including counterfeit spare parts and used cranes.

At the closing of CICA 2009, Manitowoc pledged to be the platinum sponsor for next year’s event. The conference will take place in Perth, and Manitowoc will jointly host with its dealers WATM, D&G Verticon, Hiab Australia and Active Crane Hire. ♦
Made in China

Manitowoc Cranes has introduced a new 100 t capacity crawler crane to the Chinese market. Stephen To reports.

Recent infrastructure development projects have made China one of the fastest-growing construction equipment markets in the world. To help serve this market with quality construction equipment, Manitowoc has introduced a new crawler crane.

The new crane, called the MLC100, is a world-class crawler crane engineered and manufactured by Manitowoc in China. The company is backing it with Manitowoc Crane Care’s China-based field technicians and its local contact center. The MLC100 is the first in what will be a new product line manufactured in Asia.

Rigorous standards
Gilles Martin, executive vice president of Manitowoc’s Asia-Pacific region, said the company followed its rigorous product development standards in designing this new crane.

“Transportability, reliability, ease-of-assembly and operating speed were all factors we considered when developing the MLC100,” he said. “We used our expertise as a truly global manufacturer to combine the best locally-available components with Manitowoc technology for a new class-leading range of cranes.”

Manitowoc is manufacturing the MLC100 at its Zhangjiagang factory in China, which also manufactures a range of Potain tower cranes. Three years ago, Manitowoc moved operations to a new state-of-the-art facility in Zhangjiagang. Manitowoc also manufactures Dongyue truck cranes at a factory in TaiAn, China.

The MLC100 is a 100 t (110 USt) capacity crane. Maximum boom length is 73 m (240 ft), and a 24 m (79 ft) fixed jib option is available. The maximum combination length is 58 m (190 ft) of main boom working with 24 m (79 ft) of jib, which gives a maximum tip height of 81.8 m (268 ft).

Precise control
The MLC100 has a Tier III compliant Cummins QSL300 engine that generates 224 kW (300 hp) of power. The crane’s pilot-controlled hydraulic system means smooth operation and precise control to increase productivity and facilitate safe operations. It can be transported in four truck loads when the crane is configured with its 70 m (230 ft) boom plus 24 m (79 ft) fixed jib.

Manitowoc plans to introduce a 150 t (165 USt) crawler crane to the Chinese market by the end of 2010.  

Manitowoc’s new MLC100 crawler crane is manufactured at its factory in Zhangjiagang, China.
Potain special application cranes are tailor-made to customer requirements. This crane is working on a new cement plant in India.
The ability to customize a crane to fit the needs of a large infrastructure job can often "make or break" a contractor’s ability to win a bid or complete a job safely and profitably. In Manitowoc, this customization is handled by the special application crane division.

Thibaut Le Besnerais, Manitowoc’s vice president for special application cranes, said understanding the requirements of individual projects is critical.

"We really differentiate ourselves by understanding the requirements of a project and creating a unique lifting solution," he said. "Our reputation is built around this approach and we are now working even more closely with customers to supply cranes for the next generation of infrastructure projects."

Special application cranes from Potain have assisted on landmark projects such as the Three Gorges dam in China, the Melbourne Convention Center in Australia and rebuilding work at the Chernobyl nuclear power plant in the Ukraine.

The special application crane range has six models ranging from 600 tm to 4,000 tm. One of the most popular is the MD11000. It has a maximum capacity of up to 50 t (55 USt) and a maximum jib length of 80 m (262 ft). At its 80 m (262 ft) radius, the crane can still lift 9.5 t (10.4 USt). The maximum height under hook extends to over 103 m (338 ft) and, as with all special application cranes, it is equipped with powerful hoisting winches.

At any one time there are special application cranes working on projects around the world. The mix of projects reflects the flexibility and strength these Potain cranes offer. Some notable projects for the MD 1100 cranes in early 2010 are:

**China: Shipyards**

Samsung Heavy Industries Co., is using two Potain MD 1100s at its shipyard in Rongcheng, China. The traveling cranes handle 32 t (35 USt) blocks out to 27.8 m (91 ft). Both cranes are mounted on 7 m x 7 m (23 ft x 23 ft) portal bases which are 8 m (26 ft) tall to allow vehicles to pass underneath. The cranes have a height under hook of 50 m (164 ft) and jibs of 80 m (262 ft). To protect against coastal elements, they also have customized marine paint.

**South Korea: Nuclear facility**

Chunho Construction Co. Ltd., in South Korea has a Potain MD 1100 working on a new nuclear power plant project close to Busan. The crane is mounted at a height under hook of 90.8 m (298 ft). In its configuration, it has a maximum capacity of 40 t (44 USt) and is fitted with the full jib of 80 m (262 ft). At the jib end it can lift 10 t (11 USt).

**India: Cement plant**

Jaiprakash Construction Company, based in Delhi, is using two Potain MD 1100s in its construction of Jaypee Himachal, a large cement plant in Milothi, northern India. The cranes have climbed to 144.5 m (474 ft) and travel on an 8 m x 8 m (26 ft x 26 ft) chassis. They have a maximum capacity of 40 t (44 USt) and 60 m (197 ft) jibs, with an 18 t (19.8 USt) capacity at their tip.

**South Africa: Power station**

A Potain MD 1100 is in the Limpopo province of South Africa where it is working with a Potain MD 485 on the new Medupi coal-fired power station. Both cranes are being used for mechanical and structural assembly duties such as transporting formworks and lifting steel rebar. They are working on the construction of the air cooled condenser.

At Medupi, the MD 1100 will be on site for six years mounted on a traveling 8 m x 8 m (26 ft x 26 ft) chassis. It has a maximum capacity of 40 t (44 USt) and is working at a free standing height of 86.7 m (284 ft). Jib length is 80 m (262 ft) and at jib end the maximum capacity is 10 t (11 USt). The MD 485 has been erected on top of the condenser platform, 50 m (164 ft) above ground level. It is rail-mounted on a 13.5 m x 13.5 m (44 ft x 44 ft) base and has a hook height of 22 m (72 ft) above the 50 m (164 ft) platform (giving it a hook height of 72 m (236 ft) above ground level). Jib length is 40 m (131 ft).

These are a small sample of the current projects using Potain MD 1100 cranes. They highlight the variety of applications the cranes are suited to, and the future potential as more large infrastructure projects begin in 2010.

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**Made to measure**

The special application crane division at Manitowoc is the market leader in custom tower cranes for large infrastructure projects. Eliza Arnould reports.
Manitowoc Crane Care’s decision to consolidate U.S. parts distribution in a state-of-the-art logistics facility in Jeffersonville, Ind., will have a number of benefits for not only Manitowoc’s North American customers, but for customers worldwide.

When the company embarked on the project to build a new U.S. parts distribution center, extensive research helped decide how to best serve customers, both in North America and around the world.

According to Bob Hund, executive vice president of Manitowoc Crane Care, the Jeffersonville parts distribution center will dramatically improve Manitowoc’s service levels in a critical area – fulfilling replacement parts orders.

“A core philosophy of Manitowoc Crane Care is making sure our customers are expediently taken care of when they need it the most – when a crane is down in the field,” he said. “The experienced people, modern facilities and advanced logistics systems used at the Jeffersonville parts distribution center represent a significant commitment by Manitowoc to serve its customers in ways that go far beyond supplying a crane.”

Manitowoc Crane Care’s new parts distribution center in Jeffersonville, Ind., U.S., stocks over 70,000 part numbers.
benefits

Key location
Because the warehouse is within the Louisville, Ky., metropolitan area and just 15 miles (24 km) from the airport – home of one of the largest air freight hubs in the country – air freight parts orders can now bypass a stop at a local hub, saving considerable time. This also extends the cut-off time for placing next-day parts orders in the U.S. to 10 p.m. Eastern time.

According to Dave Hardin, vice president of Manitowoc Crane Care in the Americas region, a time extension has significant benefits for customers throughout North America but especially for the west coast of the United States.

“If a crane in Seattle breaks down in the afternoon, our customers used to have to wait until the next day for shipment of a replacement part,” he said. “Now, west coast customers can order parts until 7 p.m. local time and expect next day delivery.”

Jerome Chanel, director of global supply chain for Manitowoc Crane Care, said customers in other regions of the world also benefit from the extended parts shipment deadline.

“Improved processes and a later cut-off time, allows an urgent order to ship same day even if export paperwork is required,” he said. “For example, our dealer in South Africa can order a replacement part from Manitowoc for direct ship delivery from the U.S. until 6 p.m. local time. His order will be processed and transferred to the U.S. the same day by our contact center in Wilhelmshaven, Germany. Then, Jeffersonville will process this order and ship that day as well as produce the necessary export paperwork – all while their European counterparts are asleep.”

In addition, 70 percent of Manitowoc’s North American parts delivery addresses can be reached with ground freight shipping options within two days – rather than 50 percent. This means less overall transit time for parts delivery, and a reduction in freight costs.

Global reach
Diversity of product range, complexity of cranes and unpredictable volumes makes it challenging to manage the proper replacement parts inventory levels in emerging markets. Jeffersonville’s faster order fulfillment and extended parts shipment cut-off time solve this problem.

For example, when it is 11 a.m. in Singapore or 2 p.m. in Sydney, Australia, it is 10 p.m. the previous day in Jeffersonville – and early enough to place an order for same day shipment to these markets.

Chanel says that day-by-day improved logistics are a contributing factor in helping Manitowoc serve emerging markets the same as the rest of the world.

“Because of the improved systems at Jeffersonville, each emerging or remote market in the world can expect a shipment in the same timely manner as customers in major crane markets,” he said. “This helps our service offerings be more consistent on a global level.”

More value
Today, with improved capacity to provide same-day parts shipments both locally and globally, customers, distributors and Manitowoc Crane Care facilities around the world will enjoy significant cost or time savings.◆
A new level of lifting

The GMK6300L features the most powerful 80 m boom on six axles

The new Grove GMK6300L offers the strongest, longest boom combination on six axles. Exceptional lift capacities and fast setup times make this crane ideal for a broad range of applications, ensuring unmatched performance and versatility.

**GMK6300L advantages:**
- Exceptionally strong load charts with 80 m of main boom reach
- 37 m hydraulic luffing jib
- MEGATRAK™ independent suspension and all-wheel steering for unmatched on/off highway performance
- Fully automatic Allison transmission
- Five outrigger positions provide ultimate flexibility

Contact your dealer or visit www.manitowoc.com.

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