

# Looking **UP**

MANITOWOC CRANE GROUP MAGAZINE

## National in NY

**Product Focus**  
New GMK3055

**Job Site Report**  
Millau Viaduct

**Manlift Launch**  
Toucan Duo



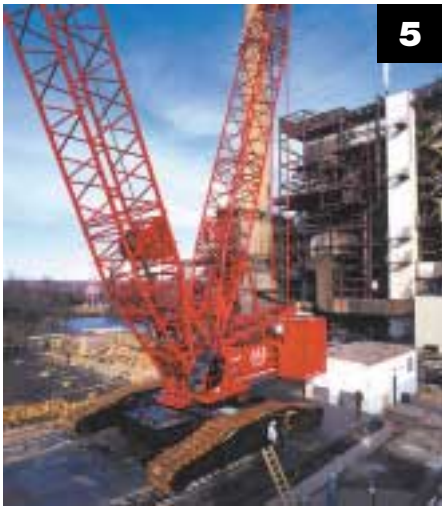


# Better together.

The world's largest crane company is extending its reach. Rising above the rest. By joining forces, we provide you with the products, the technology and the support to meet any lifting need. Anywhere. Manitowoc Crane Group. Together, we're doing more.



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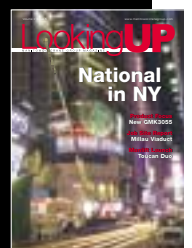
Manta Equipment Company is one of Asia's – and the world's – biggest Potain dealers. Ben Shaw paid a visit to the company's Singapore office.

## 23 CraneMAN

Manitowoc Crane CARE Corner offers advice on the use and maintenance of hooks, while CraneMAN's Top Pick this issue is a Manitowoc Model 888.

## ON THE COVER:

A National 1800 series boom truck at work in Times Square, New York City, US. For the full story turn to page 12.



What a difference a year makes. It's now over 12 months since the acquisition of Grove and the creation of today's Manitowoc Crane Group with all its component parts. And a lot has happened in that time. The regional restructuring is complete. Divisions such as Manitowoc Crane CARE and CraneCREDIT have been given group-wide relevance and are asserting themselves on the market. There have been new product launches, new personnel joining the group, new facilities opened and other facilities closed.

Of course, none of the above was unexpected. In fact, the consolidation of the group, the regional re-structuring and the commitment to product development has progressed almost exactly as laid out by Glen Tellock in his interview with *Looking Up* this time last year. But in an uncertain world, and with even less certainty surrounding the economic climate, there is no doubt Manitowoc Crane Group can be very pleased with the first 12 months of the 'new' group.

It is also one year since Manitowoc Crane Group launched the new-look *Looking Up*. Today the magazine has a circulation of 18 000 and is published in

seven languages. It is now among the most widely-read magazines about lifting equipment in the world. To analyze our performance of the past 12 months we'd like to hear from you. After all, *Looking Up* is written for you – the customer.

Enclosed with this issue you will find a survey asking for feedback. Tell us what you like, and what you don't. Tell us what you'd like to see more of or what kind of information we should be including. By using this information we hope we can bring you more news about the company, more information on new products, more examples of how lifting equipment around the world is being used, and more interviews, tips and features.

To encourage you to return your completed surveys, *Looking Up* is giving away crane models to 10 lucky readers drawn at random. Not only that, but each model will be custom-painted in your company's colors! So don't delay. Return your form to us as soon as possible. And keep your eyes out for the lucky winning models in an upcoming issue of the magazine.



*Ben Shaw*

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GROVE



Manitowoc  
Crane CARE

MANLIFT

NATIONAL  
CRANE

POTAIN

A number of trade and brand names appear in *Looking Up*. For ease of design, these are displayed without their superscript or subscript symbols. The most common names are: MANITOWOC CRANE GROUP®, GROVE®, POTAIN®, MANLIFT®, TWIN-LOCK™, MEGATRAK®, MEGAFORM™, EPIC®, VISION CAB™, MAX-ER™ and RINGER®.

# Grove flagships get busy in Europe

Deliveries of the Grove flagship all terrain crane, the 450 t capacity GMK7450 (550 USt GMK7550 in the US) have begun in Europe, and one of the first sold has been delivered to long-standing Grove customer Krangården of Hostebro in Denmark. Among the first jobs for the new unit was the dismantling of a 110 m (361 ft) telecommunication mast and the erection of a new 106 m (348 ft) high mast at Skive.

"We currently have 14 mobile cranes in our fleet – and 13 of them are Grove GMKs," said Fin Vandborg, managing director of Krangården. "Our previous biggest crane was a 400 t (441 USt) capacity unit of another make but the Grove tops it. We think the GMK7450 will be perfect for the increasing number of long-reach applications which are coming up, such as wind turbine erection," he added.



## Model 18000 provides the power

One of the Model 18000 crawler cranes belonging to US rental company All Erection & Crane Rental Corp has been put to work on the Dominion Energy power plant in Possum Point, Virginia, US for help with refurbishment work. Working for main contractor The Babcock & Wilcox Construction Company, the 600 t (660 USt) rated unit from Manitowoc will make a series of lifts, the heaviest of which will involve placing a 41 t (45 USt) load at a radius of 49 m (160 ft).



Jack Swan, operations director at All Erection, explained the reasons for his company's choice of crane on this project: "We selected the Model 18000 for this job because of its large lifting capacities at long distances, and because the area constraints of the site meant there were very few rigs that could actually set up in the space available."

## More Potain giants for Asian dam work

Three large Potain tower cranes have been sold to the Longtan Hydropower Development Co Ltd for the construction of the Longtan Dam in the Guangxi Province in southern China. Two MD 2200 units and one MD 1800 will be supplied to help construct the dam which will measure 190 m (623 ft) in height and have a crest stretching for 750 m (2460 ft).

The MD 2200 units are rated at 60 t (66 USt) maximum capacity and can

accommodate boom lengths of up to 80 m (262 ft) at which point they can handle 23.15 t (25.5 USt). One of the MD 2200 units will be erected to a height



of 185.6 m (609 ft) and will be fitted with the Topbelt concrete-pouring conveyor system, the other MD 2200 will be erected to a height of 139.8 m (459 ft). The MD 1800, meanwhile, will lift a maximum of 60 t (66 USt) and will be fitted with 70 m (230 ft) of boom at the end of which it will handle 20.15 t (22.2 USt). The MD 1800 at Longtan will be erected to a height of 112.8 m (370 ft) and will be mounted on a special travelling portal measuring 15 m x 15 m (49 ft x 49 ft).

# Model 1015 on duty in Portland

A Model 1015 duty cycle crawler from Manitowoc Cranes is currently being used to excavate slurry wall shafts on the West Side CSO project in Portland, Oregon, US. Working for Dallas, Texas-based Bencor Corporation of America the unit is excavating shafts which will connect a 5.5 km (3.4 mile) long tunnel being constructed 43 m (140 ft) below the ground surface. Once completed the tunnel

will reduce the frequency and volume of combined sewage overflows into the local Willamette River.

For the excavation work the Model 1015 has been fitted with a Leffer wall grab and is using it to dig 62 m (205 ft) deep vertical shafts of varying sizes. The 120 t (132 USt) capacity Model 1015, which was launched late last year, has been designed specifically for foundation and duty-cycle work and can achieve line



speeds of 131 m/min (430 fpm) on its 294 kN (66,000 lb) drum. Power

comes from a Cummins Model QSX15 rated at 447 kW (600 hp) at 1800 rpm.

## A quiet celebration

Grove's GMK all terrains are the first mobile cranes to be awarded the 'Blauen Umweltengel' (or 'Blue Angel') Environmental Award. The awards are presented to manufacturers of industrial equipment by the German organization RAL, an inde-

pendent institute for quality standards. To gain a Blauen Umweltengel award a company must meet tough environmental targets, especially in noise reduction, for machines working in public areas.

Although the Grove

cranes were already well within the maximum permissible noise limit of 101 decibels, additional steps were taken to apply new techniques to reduce noise levels even further. The first cranes to be awarded the Blauen Umweltengel award are: the 200 t capacity GMK5200 (220 USt GMK5220 in the US); the 220 t GMK6220 (240 USt

GMK6240 in the US); and the 300 t GMK6300 (350 USt GMK6350 in the US). Other models are expected to follow.



*Pictured with a Blue Angel award is Lothar Hahn, managing director of the Manitowoc Crane Group – Wilhelmshaven facility in Germany where the Grove GMK all terrains are built.*

## European cities go topless

The distinctive looking MDT 178 topless city crane from Potain, which was launched at Intermat, has swiftly found favor across Europe. In the five months since the unit was introduced several dozen have been sold to companies throughout Western Europe.

The innovative crane is

the first in a series that sets a new standard in modularity for tower cranes. The number of components required to erect the crane is significantly lower than on standard top slewing cranes and the weight of each component is also reduced. Its topless upper works, meanwhile, effectively lowers the working height required on sites which means reduced congestion. The unit can lift a maximum of 8 t (9 USt) and can be fitted with jib lengths of up to 60 m (197 ft) at which point it can handle 1.5 t (1.7 USt).



*Pictured is a unit at work in Bordeaux, France.*

# Further ISO certification for MCG facilities

## A family affair



Following the recent announcements that ISO 9001:2000 certifications have been achieved at the Manitowoc Crane Group – Shady Grove facility in the US and the Manitowoc Crane Group – Zhangjiagang facility in China, there have been several other ISO awards confirmed. A number of facilities in Europe have received ISO9001:2000 certifications as has the Manitowoc Crane Group – Manitowoc plant in the US.

*Sunderland, UK*



*Manitowoc, Wisconsin, US*



*Niella Tanaro, Italy*



*Porto, Portugal*

In the industrial area of Flieden, near Fulda in Germany a new logistics center for health care products is being constructed by local contractor Emil Steidle on behalf of client Grieshaber AG. A central feature of the project is a Potain F15/15C tower crane, which is being dismantled and moved around the site as the



building work progresses. This exercise is being managed by heavy-lift specialist Inkra Nova of Dipperz, near Fulda, which is using a 100 t capacity Grove GMK5100 (120 USt GMK5120B in the US) for the dismantling and erection work.

The F15/15C city tower crane is working with a 50 m (164 ft) jib but in spite of this it still needs to be moved throughout the construction process as the site covers such a large area. The floor space for the new center alone covers 20,000 m<sup>2</sup> (215,000 ft<sup>2</sup>). The F15/15C has a maximum capacity of 6 t (6.6 USt) or it can handle 1.3 t (1.4 USt) at its maximum outreach of 50 m (164 ft). The crane is mostly being used to handle prefabricated concrete structural segments.

have received the latest ISO certification are detailed in the table below. In addition 11 Manitowoc Crane CARE facilities around France have met the necessary ISO 9001:2000 requirements and are now certified. These latest certifications mean that ISO9000:2000 is now applied on a global scale to Manitowoc Crane Group locations facilitating common planning, procedures and goal-setting.

The certification at the Manitowoc Crane Group – Manitowoc facility in the US, was managed by Det Norske Veritas (DNV) while the certifications in Europe were handled by TÜV.

### FACILITIES CERTIFIED TO ISO 9001:2000

LOCATION	ACTIVITY
Manitowoc, Wisconsin, US	<i>crawler cranes</i>
Shady Grove, Pennsylvania, US	<i>mobile cranes</i>
Zhangjiagang, China	<i>tower cranes</i>
Moulins, France	<i>tower cranes</i>
Porto, Portugal	<i>tower cranes</i>
La Clayette, France	<i>tower crane components</i>
Charlieu, France	<i>self-erecting tower cranes</i>
Niella Tanaro, Italy	<i>self-erecting tower cranes</i>
Ecully, France	<i>EMEA headquarters</i>
Décines, France	<i>Manitowoc Crane CARE</i>
Baudemont, France	<i>training</i>
Sunderland, UK	<i>regional headquarters</i>

## NEWS ROUND-UP

◆ At the spare parts **Manitowoc Crane CARE facility in Decines, France** working hours have been extended. The location is now open from 6 am to 9 pm local time every day. The new opening hours will allow the facility to serve European customers even better than previously with a greater timescale for deliveries and more precise scheduling of deliveries. The extended hours also allow the facility to work more closely with the Manitowoc Crane CARE parts facilities in the US and Singapore.

◆ The **400th Grove AT422T** all-terrain has been shipped to the US military under a contract the manufacturer has with the US Army Tank, Automotive and Armaments Command. The cranes are used by the Army, National Guard and Army Reserves worldwide, often in humanitarian relief efforts. Grove's AT422T is rated at 20 t (22 USt)

capacity and has a 21.4 m (70 ft) boom. It is built at the Manitowoc Crane Group – Shady Grove facility in the US.

◆ **Deutsche Grove** has announced the appointment of Kranagentur Werner GmbH as the sales agent for Grove mobile cranes in the south-west and a large part of eastern Germany. The area covers Rheinland-Pfalz, Saarland, Baden-Württemberg, Thüringen, Sachsen, Sachsen-Anhalt, Berlin, Brandenburg, Niedersachsen teilweise, eastern Germany (excluding Mecklenburg-Vorpommern). Kranagentur Werner is a new company, lead by long-standing crane sales professional Andreas Werner and supported by Frank Lichtenberg, for used equipment, and Wolfgang Simon, for sales in eastern Germany. In other parts of Germany Grove crane sales will continue to be handled by the existing regional managers.

◆ **Manitowoc Crane Group Australia** has opened a new office in Sydney. The new location reflects the Crane Group's growing presence in the country and will be operated as a local sales and Manitowoc Crane CARE center. Details for the new office are: *Manitowoc Crane Group Australia*  
1/57 Prince William Drive  
Seven Hills  
NSW 2147  
Tel (main): +61 (0) 2 9674 3455  
Tel (parts): +61 (0) 2 9674 3466  
Fax: +61 (0) 2 9620 4062

◆ **Manitowoc Crane CARE** has signed a \$7.8 million (€6.6 million) order with the Algerian Ministry of Defense. The order covers spare parts provision for the government's range of mobile cranes for a period of three years and is the biggest ever single deal secured by Manitowoc Crane CARE. The deal was completed in association with Manitowoc Crane Group's local dealer in Algeria, Serif Litim.

OBITUARY  
Tom Engquist

The founder of Head & Engquist Equipment, which is today known as H&E Equipment



Services, passed away on August 14 of this year. H&E Equipment Services is one of Manitowoc Crane Group's largest dealers, although little could Tom Engquist have known in 1961 that the company he started with Frank Head would grow to such a size.

However, it was certainly Tom Engquist's entrepreneurial flair which set the company on its road to success. Having spotted an opening in the market, the first Head & Engquist office was opened in Baton Rouge, Louisiana, US selling construction equipment. Today the company has 41 facilities ranging from the Pacific Northwest to the Gulf Coast, making H&E Equipment Services one of the largest construction equipment dealers in the world.

In 1999 Head & Engquist merged with another large MCG dealer, ICM, creating the company known today as H&E Equipment Services.

In recent years Engquist was effectively semi-retired but, he maintained an active interest in the company he founded and used his spare time to pursue his hobbies. He is remembered by those who knew him for his honesty, commitment and sense of humor. He believed passionately that the key to business success lay in providing quality equipment and personalized customer service. It was a principle he never forgot and it remains a guiding principal at H&E Equipment Services today.

A fitting legacy left by the man they called affectionately, "Mr Tom".



## WHERE IN THE WORLD

You can find Manitowoc Crane Group at these events

**The Rental Show**

February 26 - 29, 2004  
Atlanta, Georgia, US  
[www.ararental.org](http://www.ararental.org)

**CICA Annual Conference**

September 2 - 4, 2004  
Sydney, Australia  
[www.cica.com.au](http://www.cica.com.au)

**bauma China**

November 16 - 19, 2004  
Shanghai, China  
[www.bauma-china.com](http://www.bauma-china.com)

**bauma 2004**

March 29 - April 4, 2004  
Munich, Germany  
[www.bauma.de](http://www.bauma.de)

**SC&RA Workshop**

September 23 - 25, 2004  
Chicago, Illinois, US  
[www.scranet.org](http://www.scranet.org)

**SMOPYC**

March 1 - 5, 2005  
Zaragoza, Spain  
[www.smopyc.com](http://www.smopyc.com)

**SC&RA Conference**

April 20 - 24, 2004  
Destin, Florida, US  
[www.scranet.org](http://www.scranet.org)

**SAIE 2004**

October 13 - 17, 2004  
Bologna, Italy  
[www.saie.bolognafiere.it](http://www.saie.bolognafiere.it)

**Conexpo-Con/Agg**

March 15 - 19, 2005  
Las Vegas, Nevada, US  
[www.conexpoconagg.com](http://www.conexpoconagg.com)

## Show: Matexpo

**Location:** Kortrijk, Belgium

**Dates:** September 3 – 7, 2003

**Notes:** This show is growing in popularity with construction equipment buyers in Belgium and Northern France. Grove was present through local dealer BLE and exhibited a 100 t capacity GMK5100 all terrain (120 USt GMK5120 in the US) and a 45 t (50 USt) RT600E rough terrain that was recently sold to Belgian company Aertssens. BLE reports that the show was well attended with a lot of enquiries received and the company's now-famous 'Driver's Bar' was more popular than ever.



## Show: SC&RA Crane & Rigging Workshop

**Location:** Washington DC, US

**Dates:** September 18 – 20, 2003

**Notes:** The Crane & Rigging Workshop staged each year by the Specialized Carriers & Rigging Association (SC&RA) attracts operations managers from crane using companies across North America – and often from even further afield. MCG was among the exhibitors at the event's Products Fair and also sponsored a number of evening events and conference sessions.

## Show: Building Exhibition

**Location:** Dublin, Ireland

**Dates:** September 18 – 20, 2003

**Notes:** The Potain Igo MB 13 self-erecting crane made its first appearance in Ireland at the Building Exhibition 2003 in Dublin and duly won the New Product Award in the category 'Equipment'. The crane was exhibited on the stand of local company Mantis Cranes.

*Pictured from left: Christophe Simoncelli, Potain; Seamus McMenamin, Mantis Cranes; Noel Ahern, Minister of State at the Irish Government's Department of the Environment; Xavier Bedini, Potain; Fergal Bent, Potain Ireland; Don McColgan, Mantis Cranes.*



## Show: ICUUE

**Location:** Louisville, Kentucky, US

**Date:** September 23 – 25, 2003

**Notes:** National Crane was out in force for the International Construction & Utility Equipment Exposition (ICUUE). Units on display included the 14110 and the 14127H, both from the popular 1400 Series and both rated at 30 t (33 USt).

# Dual purpose



*The new Manlift Toucan Duo is ideally suited to picking or maintenance work.*

**Elisabeth Serril**  
*reports.*



*In its lowered state the unit can pass through most narrow aisles.*

To better serve its customers, Manlift asked a cross-section of end users what they most commonly used their vertical mast platforms for. Was it maintenance? Or was it stock picking? For many, the answer was “both”.

With this in mind, Manlift has launched the Toucan Duo, designed specifically to handle both maintenance and stock work. The key to this dual ability is a loading shelf, located at the rear of the platform, measuring 0.5 m x 0.7 m (1.6 ft x 2.3 ft). This shelf can accommodate parcels of up to 70 kg (154 lb) enabling operators to handle their picking operations safely and easily at working heights of up to 6 m



(19.7 ft), replenishing or collecting from tall warehouse shelves with a minimum of fuss. This capability will be ideally suited to companies involved in warehouse order preparation.

Alternatively, if the vertical mast platform is needed for maintenance work, a skylight, paint pot or even a large ceiling panel can be accommodated on the Toucan Duo's shelf and safely held in position with the strap and removable tubing.

A control panel is located next to the loading shelf enabling the operator to adjust both the movement of the shelf and movement of the mast. Towards the front of the platform is another control panel, this

*The Manlift Toucan Duo is also well suited to maintenance work.*

*The Manlift Toucan Duo has a 70 kg (154 lb) loading shelf making it ideal for work in warehouses and DIY stores.*

one handling steering and drive. Even with a fully loaded shelf, driving and maneuvering the Toucan Duo can be done in complete comfort. For quick and easy access, both sides of the platform can be completely opened.

The Toucan range's trademark compactness is in evidence with lowered dimensions of 1.79 m (5.87 ft) height and 0.78 m (2.56 ft) width, which will allow it to pass through doorways, aisles and narrow storage racks. Maneuverability is assured thanks to a zero-rated inner steering radius. The unit conforms to all statutes laid out in the European standard for access equipment, EN280. ♦



*A number of representatives from Runco were present at SAIE to collect the new GMK7450.*

*The RT530E appeared at SAIE and is now being targeted at the Italian market.*

purposes perfectly because of its transportability in both urban and mountainous areas, and it has the ability to set up and operate in confined spaces," he said. "We have a growing demand for heavy and long-reach lifts in general construction, in power stations, petro-chemical works and erecting windmill generators, for all of which this machine is ideally suited."

Grove also used SAIE to show a rough terrain model, the 30 t (30 USt) RT530E. Italy is Europe's largest RT market and the exhibition of the RT530E signaled the start of a targeted campaign in the country. The Italian market is dominated by smaller, local manufacturers with low costs and there are also a number of regional laws governing the specifications of cranes used on site. For these reasons Grove has not been particularly strong in the Italian market in recent years.

But now, however, Grove has instigated a competitive pricing structure and where there were previously concerns over machine width, the RT530E now conforms to all local legislation. It is hoped that by meeting local requirements and by pricing competitively Grove can make an impact in the country, particularly given the company's already-strong reputation for product support.

The RT530E has a 29 m (95 ft) full power boom with a range of off-settable extensions available from 7.9 m to 13.7 m (26 ft to 45 ft). Maximum possible tip height for the unit is 45 m (147.6 ft). Power comes from a 113 kW (152 hp) Cummins turbo-charged diesel engine. ♦

# Bologna booms

*Manitowoc Crane Group used the recent SAIE exhibition to introduce its flagship unit to Italy and to target rough terrain crane buyers. Malcolm Early reports.*

**S**AIE is now widely regarded as Italy's premier construction show. It attracts all the major construction companies from Italy and a good number from outside the country. But unlike other construction shows, SAIE covers virtually all facets of the construction profession from software and office equipment, to materials and products and, of course, construction equipment. This year's event boasted 400 different product categories, 1850 exhibitors, 18 halls, 6 outdoor areas and

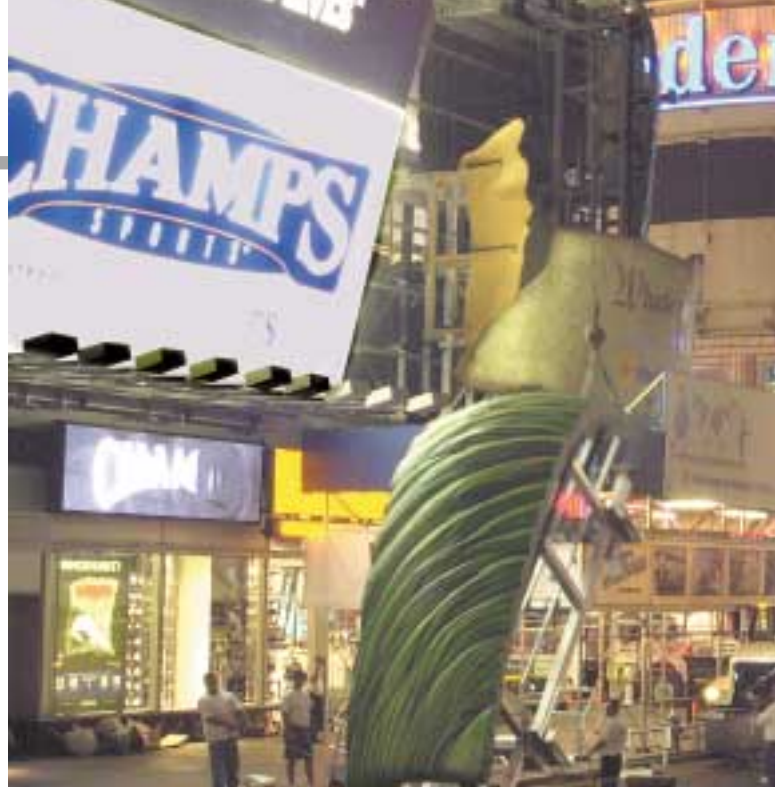
210 000 m<sup>2</sup> (2.2 million ft<sup>2</sup>) of exhibition space.

Manitowoc Crane Group displayed two units, including a 450 t GMK7450 all terrain (550 USt GMK7550 in the US) sold to crane rental company Runco of Cosenza. The unit was launched into Europe only in June and the Runco model is the first to be sold in Italy. The unit was sold through Grove's Italian distributor Fimi of Porto d'Ascoli. Carlo Runco, company president of the new owner was on hand to collect the crane at the show:

"The GMK7450 suits our



A 900A series National Crane boom truck removes sections of pipe as part of a utility project on Manhattan's east side near 69th Street and Madison Avenue. The 23.5 t (26 USt) crane is considered a true workhorse in the National line because of the 47.5 m (156 ft) tip height it can reach and because it has a large deck surface for carrying equipment. The crane is owned by Halcyon Construction of Pleasantville, NY.



# The lift

*New York City is often referred to as 'the city that never sleeps'. For the city's fleet of boom trucks from National Cranes that is certainly true, as lifting work continues around the clock. Tom Cioni reports on a typical 24 hours.*



An 1800 series National Crane lifting a piece of structural steel at the Jewish History Museum in Battery Park City, New York. The 36 t (40 USt) capacity crane is owned by Metro Rigging of Huntington Station, NY.

It's 2 am in New York City's Times Square and even here most things have quieted down. The streets are empty and most of the restaurants are closed. But a crew of riggers from Five Boro Boom Service and their 36 t (40 USt) capacity National 1800 are just starting their workday.

Five Boro Boom is lifting a 9.1 m (30 ft) section of a *Jack and the Beanstalk* sculpture onto the corner of a building for an advertisement for Washington Mutual bank. The crew arrived around 11 pm because the city only allows work in the congested Times Square area during off-peak hours. Once work begins, the green, metal framed sculpture piece is easily hoisted 30 m (100 ft) in the air by the 1800.

Hours later, in the sunny afternoon, the same 1800, but with a different crew, is on the city's Upper West Side lifting cellular equipment and spools of cable off a six-story apartment building.

*"It's the best of both worlds."*

"We run it day and night, it doesn't stop," says Dave Jaklitsch, president of Five Boro Boom Service.

Bob Morgan, National Crane's territory manager for the northeastern US and Canada for the past 22 years agrees: "The 1800 is a true 24-7 crane. No permits are needed; it can go over the bridges anytime of any day. Other types of cranes are limited to when they can use bridges," he says.

Five Boro Boom is one of a number of companies that have found New York City and National Crane boom trucks to be the perfect match. The boom truck's main advantage in the city, and elsewhere, is its ease of access and small footprint in congested areas. Boom trucks can get in almost anywhere in the city and usually have more than enough lifting capability.

"It's the best of both worlds. The National Crane boom truck provides the reach and capacity of a bigger crane, but the advantage of a standard truck chassis," says Mike Johnson, district manager for Garden State Engine & Equipment, of Somerville, NJ. Garden State and Johnson are New York City's boom truck dealers.

National Crane has a



*A National 1800 series boom truck lifts a 9.1 m (30 ft) piece of a Jack-and-the-Beanstalk sculpture onto the corner of a building in Times Square, New York City. The 36 t (40 USt) capacity crane is capable of reaching a 53 m (175 ft) tip height with its swingaway jib fitted. The crane is owned by Five Boro Boom Service of Maspeth, Queens, NY.*



*A National 1400 series boom truck with a swing cab on a Volvo chassis outside Hudson County Motors in Secaucus, NJ. The 30 t (33 USt) capacity unit has a maximum tip height of 50 m (164 ft).*

# cranes that never sleep

particular advantage in New York City, continues Johnson, because of its superior reach together with the highest lifting capacity.

National's newest crane, the 1400 series, has also been a hit in New York City. One of Five Boro Boom's 1400 units is out early this morning lifting a two-story section of staircase over a metal fence. Johnson, who says several 1400s were sold into the region after it was introduced in 2003, notes the crane is particularly suited for tree service work.

"Arborists love the 1400 series because they've got 38.7 m (127 ft) of main boom, with the capability of a 49.3 m (162 ft) tip height with the swingaway fitted, while still being very mobile," he says.

The National 1400 series,

along with all other National models, are capable of supporting one and two-person manbaskets for tree and utility work. National's internal anti-two block configuration, meanwhile, is

*"We run it day and night, it doesn't stop,"*

critical for tree work since there are no wires to get tangled with branches. Most National Crane models now offer this internal anti-two block wiring.

Another model from the National Crane line, the 900A series boom truck, is hard at work in New York City as well.

"The 900A is a work-horse in the National Crane

line. It's got the right balance of boom length and brute strength, and it even has a section of open deck for hauling equipment to and from job sites," Johnson says.

Bob Morgan says National's boom trucks are so successful in New York because of their technical advantages, but also because Garden State – and Mike Johnson – are so attentive to their customers.

"[Customers] know that if something goes wrong – because it does happen in this business – that Mike will be there to support the machines he's sold. They know he'll get help, repair and even provide a back up machine if needed," Morgan says. "Heck, I've even known Mike to go out there and fix machines himself." ♦



*A National Crane 1300 series boom truck lifts air conditioning units onto the roof of a bank under construction in White Plains, NY. The 27 t (30 USt) capacity crane can reach a tip height of 49.3 m (162 ft) tip height. The crane is owned by AJ Cianciulli Inc of Yonkers, NY.*

The new GMK3055 from Grove can operate in a 'Taxi' configuration for maximum maneuverability or a 'Maxi' configuration for optimal lifting duties. Ben Shaw reports.



# Two *in* one

For rental companies and others that run all terrain (AT) cranes, the units from 50 t to 60 t (55 US t to 66 US t) are often referred to as "bread and butter" machines. That is, the units that work and bring in money on a daily basis.

But the demands of the modern crane industry mean today's users are looking for more versatility in their cranes. Certainly they want a crane that can carry out the

everyday lifting work, but they also want a crane that can handle other specialist jobs – where extra capacity is required or where the crane is required to set up in restricted space.

### Taxi or maxi

With this in mind Grove has developed its 'Taxi/Maxi' concept where cranes are designed to handle the "bread and butter" work in their Taxi configuration, but also more difficult projects,

where space is tight or where extra capacity is required, in their Maxi configuration. In doing this the company is essentially giving the end user two cranes in one. The first crane designed for the Taxi/Maxi concept was the 75 t GMK4075 (90 US t GMK4090 in the US) which was launched in 2001. The second is the newest AT model from Grove, the 55 t (60 US t capacity) GMK 3055.

This new 3-axle unit boasts two characteristics

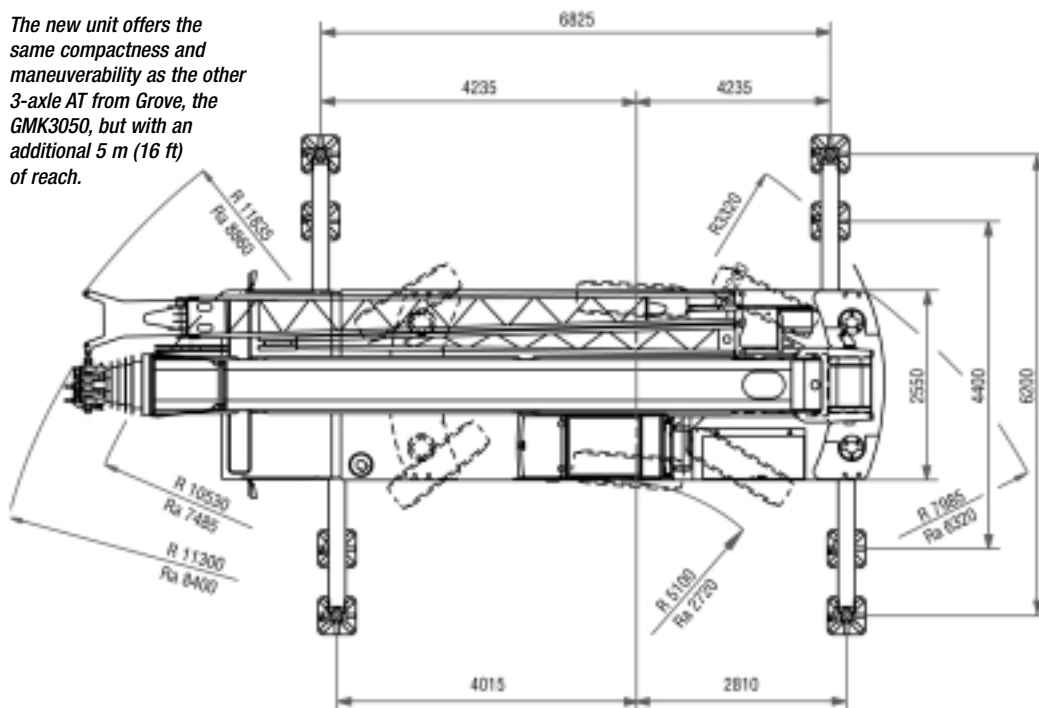


which automatically make it an industry leader – it has the longest boom, 43 m (141 ft), and the shortest carrier, 8.68 m (28.5 ft), in the 50 t to 60 t (55 US t to 66 US t) class. And it's thanks to Grove's patented TWIN-LOCK technology that the crane is able to offer these class-leading capabilities. TWIN-LOCK is a single-cylinder, electronically-controlled pinning and extension system, which means that only one hydraulic cylinder is used to extend each boom section before pinning it in place.

Because there is only one hydraulic cylinder inside the boom (as opposed to the six cylinders that would be required on a standard full power boom) it means there is more room. And because of this, Grove is able to include six boom sections on its new 3-axle unit, whereas the majority of 3-axle all-terrain cranes can manage only five.

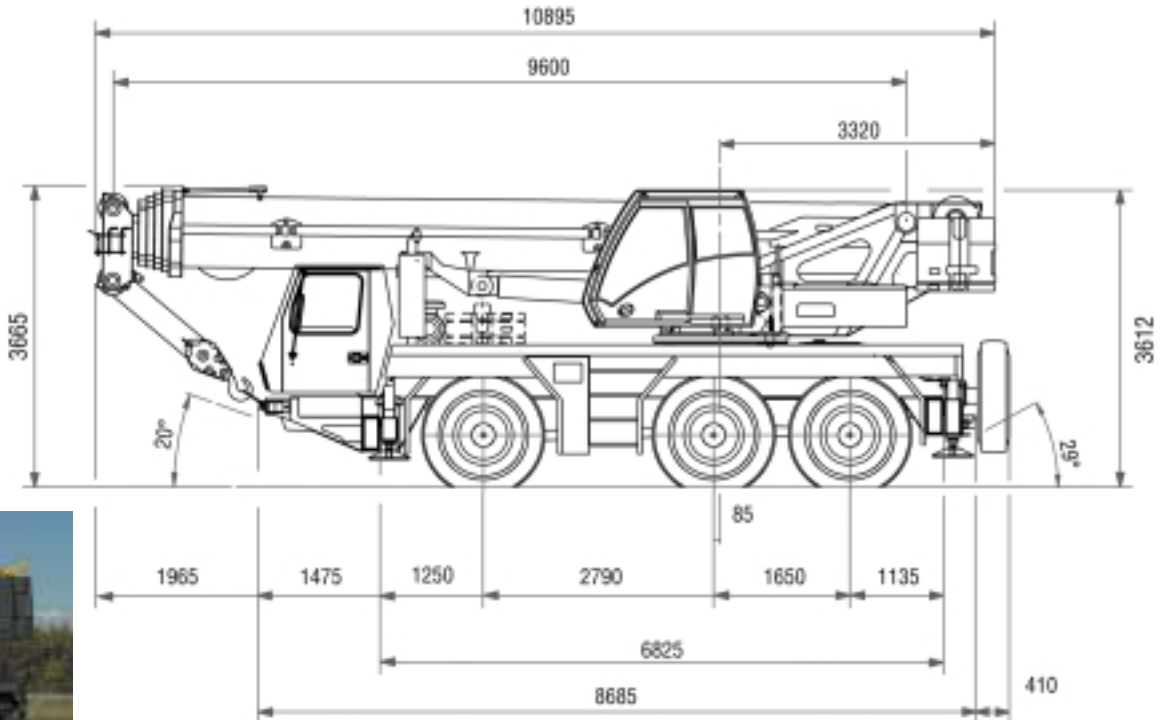
Consequently, the six

The new unit offers the same compactness and maneuverability as the other 3-axle AT from Grove, the GMK3050, but with an additional 5 m (16 ft) of reach.



Right: The number at the bottom is the important one. A carrier length of just 8.68 m (28 ft).

Left and below: The new GMK3055 leads the way in the 50 t to 60 t (55 USt to 66 USt) class.



boom sections (as opposed to the standard five) can be made shorter, and therefore the crane's carrier can also be shorter. And there is one other important benefit TWIN-LOCK brings the GMK3055. Because there is only one hydraulic cylinder inside the boom it means the crane is much lighter than it would be with a full power boom. This weight saving can be used to accommodate additional counterweight, offering improved lifting capabilities.

This is particularly important in the context of the Taxi configuration, as end users want a crane as strong as possible, with as many options as possible, but one which does not exceed local axle weight limits. In Europe, the world's biggest AT market, most users have to stay below an axle weight limit of 12 t (13 USt).

To conform to these limits, the GMK3055 can be equipped with 7.6 t (8.4 USt)

of counterweight, a 15 m (49 ft) swingaway jib, a standard single sheave hook-block, 16R25.00 tires and operate in 6x6x6 drive/steer configuration. When set up in this manner the unit will outlift any crane in its capacity class. And not only that, it will outreach any crane in the capacity class, thanks to a maximum hook height of 58 m (190 ft) and a maximum reach of 44 m (144 ft).

### Multiple options

A variety of other counterweight options are available which still bring the crane in under 12 t (13 USt) per axle, but if axle loadings are not an issue, or if the user wants to send a support truck with the GMK3055 then its capacity can be increased yet further up to a maximum of 11.6 t (12.8 USt) of counterweight. In this, its Maxi configuration, the AT comfortably beats the majority of cranes in its class.

Of course the new unit includes all the Grove features you would expect including the patented,

unique MEGATRAK suspension system, the ECOS electronic control system and a hydraulic luffing jib, capable of 0° to 40° movement. Power comes from an upgraded driveline which includes a Mercedes Benz OM401LA engine capable of developing 260 kW (349 hp) at 1800 rpm and a ZF automatic transmission.

Although the new unit is currently available, for most users the first opportunity to view the GMK3055 will be bauma 2004 where it is guaranteed to generate a lot of interest. One point worth noting is that the new GMK3055 does not replace the 50 t (55 USt) capacity GMK3050 from Grove, which continues to prove popular in fleets around the world. The GMK3055 is targeted at those customers looking for enhanced performance from their 3-axle all terrain and the additional 5 m (16 ft) of reach advantage the GMK3055 has over the GMK3050. Because for some people size really does matter. ♦

## GMK3055: TECHNICAL SPECIFICATION

**Maximum capacity:**  
55 t (60 USt)

**Maximum main boom length:**  
43 m (141 ft)

**Luffing jib:**  
8.7 m – 15 m  
(29 ft to 49 ft)

**Maximum tip height\*:**  
58 m (190 ft)

**Maximum outreach:**  
44 m (144 ft)

**Carrier length:**  
8.68 m (28 ft)

**Power:**  
Mercedes OM401LA  
260 kW (349 hp) at  
1800 rpm

**Features:**  
TWIN-LOCK, MEGATRAK,  
ECOS, MEGAFORM,  
Hydraulic luffing jib.

\* with full luffing jib attached.

## PRODUCT EXPO

*Terry Growcock (left), chairman and chief executive of The Manitowoc Company, parent company of Manitowoc Crane Group, talks to Mark Honnen of MCG dealer Honnen Equipment.*

*Visitors gather to watch some of the equipment demonstrations.*



# Family

# gathering

*In September this year several hundred people traveled to the Manitowoc Crane Group facility in Shady Grove, Pennsylvania, US for the company's latest Product Expo.*

**Tim Cody reports**

**T**his year's Product Expo at Shady Grove marked the first time products from all divisions of Manitowoc Crane Group had been on display in the US since the acquisition of Grove last year.

The day prior to the Product Expo, the facility staged a special Open House for over 100 crane and rigging professionals attending the SC&RA's

Crane & Rigging Workshop in nearby Washington DC. The SC&RA guests were given a demonstration of the full line of MCG products and also a tour of the Shady Grove factory before traveling back to the US capital.

The next four days were given over to the Product Expo and between this event and the SC&RA Open House, the facility welcomed almost 600 visitors, mostly from the US, but also from Canada, Mexico, Ecuador, Brazil, Guatemala and even as far away as Nigeria. In total over 30 models were displayed and visitors were encouraged to climb aboard

and operate the machines for themselves.

In addition to showcasing the array of MCG product, the event also marked the launch of the new 80 t (90 USt) capacity RT890E rough terrain from Grove (see box story). In addition, Grove displayed a variety of units from its all terrain, rough terrain, truck crane and industrial ranges. The largest on show was the 450 t GMK7450 (550 USt GMK7550 in the US) shown in the colors of US-based rental giant AmQuip.

There were three units on display from Manitowoc Cranes: the 250 t (275 USt) Model 999, the 136 t (150 USt) Model 555 and the 120 t (132 USt) Model 1015 duty cycle



***The RT890E from Grove, makes its first public appearance at the Product Expo.***



*An aerial shot of the Product Expo.*



*The Manitowoc Model 555 crawler crane was shown with its luffing jib for the first time.*

year's Product Expo had been a great success: "The comments we received from our guests about our products, our people and our facilities were extremely positive. We were happy for

such a great turnout and enjoyed talking with all the friends who took the time to visit with us." ♦

crane. Most notable of these was the Model 555 which was seen for the first time with its new luffing jib.

National Crane showed its popular 1400 and 1400H units, both rated at 30 t (33 US t). Also on show was the 21 t (23 US t) capacity N8100D, a unit that is now being built exclusively at the Shady Grove facility. Full production of the National Crane line will move to Shady Grove by the end of 2003. The N8100D on show sported the colors of Shawmut Equipment Company.

Potain's presence at the Product Expo focused on the company's range of self-erectors. The 6 t (6.6 US t) HDT 80 on display was sold to Canadian rental specialist Cropac.

In addition to the numerous products on show there were special displays for Manitowoc Crane CARE, CraneCREDIT and The Manitowoc Store. David Birkhauser, senior vice president sales, Americas at MCG, said this

## CUSTOMER VIEWPOINT

**A**mong the 600 or so visitors to this year's Product Expo was Steve McReynolds, president and owner of Groves Equipment based in Texas, US. McReynolds runs both Grove mobile cranes and Manitowoc crawler cranes so was naturally interested in this year's Product Expo.

"I was always impressed with the Open Days I used to attend at Shady Grove and up at Manitowoc, so I didn't expect this first combined event to be any different. The two companies have always done a good job and now they're together in the Manitowoc Crane Group I'm sure they'll continue to progress," he says.

McReynolds was in Shady Grove to take a look at the facility just like the rest of the visitors, but there was one crane he was paying special attention to – the new 80 t (90 US t) capacity RT890E. That's because Groves is one of the first

*Steve McReynolds (left) of Groves Equipment with Frank Angelo of H&E Equipment Services in front of the new Grove RT890E.*



customers for the new machine. And McReynolds was quick to sing its praises.

"The best thing about the RT890E is the improved height for transportation and the improved boom length. We can remove the counterweight and auxiliary winch for transportation and that saves us about 0.3 m (1 ft) in height – which is a lot. Grove was

really committed to making the machine highway-friendly and it's worked. Also, the overall boom length has improved and with the new MEGAFORM boom this machine is already getting positive feedback from our customers."

# Bridge over the clouds

*The world's tallest bridge is under construction on the A75 autoroute in southern France. Helping build the landmark structure is a fleet of seven Potain tower cranes. Marie-Ange Paltz reports.*



**F**rom January 2005 the drive time between Paris and Barcelona is set to get considerably shorter. That's because from that date the Millau Viaduct in southern France will be open and with it a swift route across the River Tarn, and its surrounding gorge, which presently separates the main highways running to Paris and Barcelona. Central to the construction

of this landmark bridge are seven Potain K5/50C tower cranes belonging to main contractor Eiffage Construction. The project is one of the biggest underway in Europe at present and is particularly noteworthy as once completed, the bridge will be the highest in the world. There are seven concrete piers making up the bridge, each being constructed with the help of one of the Potain tower

cranes. The heights of the individual piers vary from 75 m to 245 m (246 ft to 803 ft). The highest pier with its mast structure on top will measure 355 m (1165 ft) – 14% taller than the Eiffel Tower. The crane assigned to this pier will reach a height under hook of 265 m (869 ft). The cranes are mostly being used for pouring concrete and positioning formwork. Each has been equipped with Potain's Vision Cab, 150LCC50 winches

and the Top Tracing zone limiting system. In total the cranes will need to handle some 36 000 t (39 683 USt) of reinforcement steel and help pour a total of 85 000 m<sup>3</sup> (111 176 yd<sup>3</sup>) of concrete. Potain has two personnel located permanently on site to handle all service and maintenance requirements of the cranes for the duration of the project. The distance between each of the piers is 340 m (1115 ft) and the bridge will span a total of 2.5 km (1.55 miles) once completed. The masts will rise to 90 m (295 ft) above the level of the road and will then be cable-stayed to the road. The road itself will have a gentle slope of 3.035% north to south and a gentle curve. Drivers in this region are already looking forward to shortened journey times and the view from the bridge will certainly be a spectacular one. The view of the bridge itself will also be a pleasant sight thanks to the involvement of acclaimed UK architects Foster and Partners. ♦

*Once complete the Millau Viaduct in France will be the world's tallest bridge.*



**K5/50C**  
**TECHNICAL SPECIFICATION**

**Maximum capacity:**  
 20 t (22 USt)

**Maximum jib length:**  
 60 m (197 ft)

**Maximum capacity at maximum jib length:**  
 6.2 t (6.8 USt)

**Height under hook for the cranes from Pier 1 to Pier 7 (P1 to P7):**  
**P1:** 114 m (374 ft)  
**P2:** 265 m (869 ft)  
**P3:** 241 m (790 ft)  
**P4:** 160 m (525 ft)  
**P5:** 154 m (505 ft)  
**P6:** 131 m (430 ft)  
**P7:** 95 m (312 ft)



# THE future OF football

*A new stadium under construction in Munich, Germany is set to become one of the world's most advanced soccer arenas. Playing a central role in the building work is a Manitowoc Model 999 crawler crane. Looking Up reports.*

**T**he Olympic Stadium in Munich has played host to some of Germany's most memorable sporting events. From the 1972 Olympic Games and Germany's World Cup victory of 1974 to some of Europe's most important modern-day soccer games, the Olympic Stadium has witnessed them all. But its status as a European landmark is soon to be usurped by a new stadium in the city. When the Allianz Arena opens in 2005 it will play host to Munich's two soccer teams, TSV 1860 Munich and the internationally famous Bayern Munich. It is set to become one of the world's most advanced sports stadiums.

Helping with the construction work on the new structure is a Manitowoc Model 999 crawler crane owned by German rental company Helling. Working for main contractor Alpine Bau, the 250 t (275 US t) unit is being used to lift pre-fabricated concrete

sections which will make up the front and middle stands. In all around 2400 of these sections will have to be placed, each measuring

*The crane has been rigged with a 30.5 m (100 ft) main boom and a 36 m (118 ft) luffing jib.*





*The Manitowoc Model 999 is mostly being used to lift prefabricated concrete sections.*

around 8 m (26 ft) in length and weighing 15.5 t (17 USt).

For the work the crane has been rigged with a 30.5 m (100 ft) main boom and a 36 m (118 ft) luffing jib and carries a total of 135 t (149 USt) of counterweight. The Model 999 is the first Manitowoc in Helling's fleet and the Allianz Arena is its first job but already the crane has impressed its new owner:

"This crane is simply perfect for this job. We can move it easily from place to place – some days we have to take it right across the arena," says Markus Helling, managing director of Helling. "It saves time compared with other cranes because there is no disassembly required to move it around."

Work for the crawler crane will continue until May of next year, while the stadium itself will open in 2005 before hosting the opening game of the

***At the controls of the Model 999.***



***Markus Helling (left), discusses the crane's performance with Volker Krautwig, one of Manitowoc Crane Group's sales directors for EMEA.***

World Cup in 2006. Once completed, the Allianz Arena will be able to accommodate 66 000 people including 2200 business seats and 104 VIP boxes capable of hosting 1400 guests. One feature that makes the stadium particularly noteworthy is its smooth diamond-shaped translucent exterior. This can be lit in different colors depending on which team is playing in the stadium at the time.

Of course to create such a spectacular structure requires a lot of hard work, and it is the industry of the Model 999 which has most appealed to Markus Helling. "The work rate of the Model 999 is fantastic. I have to say I'm more than happy with it. With this crane its most appealing feature is not simply its lifting capabilities – it is incredibly compact and its working speeds are excellent."

An excellent work rate and great strength. If the Model 999 were a soccer player it would be a great midfielder. ♦





Quek Chang Yeow, general manager of Manta Equipment's Singapore office.

# Singapore *Strategies*

*In the Asia Pacific region the name Manta is virtually synonymous with Potain. Ben Shaw speaks to Quek Chang Yeow from the company's Singapore office.*

**F**or the past 25 years Manta Equipment Company has represented Potain in Hong Kong and Macau. The company lays claim to an impressive 80% of that market and it estimates that in its 25 year history it has supplied Potain tower cranes to over 90% of contractors in Hong Kong.

Recent years have seen the company extend its influence opening offices in China, Malaysia and Singapore. The Singapore office was among the most recent to open, in 1997, and is currently under the charge of general manager, Quek Chang Yeow.

Although the company has been active in Singapore only five years the established brand name of Manta and the support of Potain have ensured the company has risen to the top of the tower crane market in Singapore.

"Potain is a good brand that is recognized everywhere," says Quek. "As such we find that contractors are more than happy to pay the price to have Potain equipment on their sites."

Singapore has been hit hard by the economic troubles of recent years and Quek, understandably, reports that sales of tower cranes are "slow". However, the company has used these lean economic times to focus on its rental activities in the country.

"Our rental utilization is at around 90% and I would say our rates are average," explains Quek. "We have the youngest tower crane rental fleet in Singapore, nothing is more than five years old. We run the full range of MD top-slewing cranes with K masts, which are among the most advanced tower cranes in Singapore. We also have 10 luffing jib cranes, a mix of MR 220 and MR 150 units."

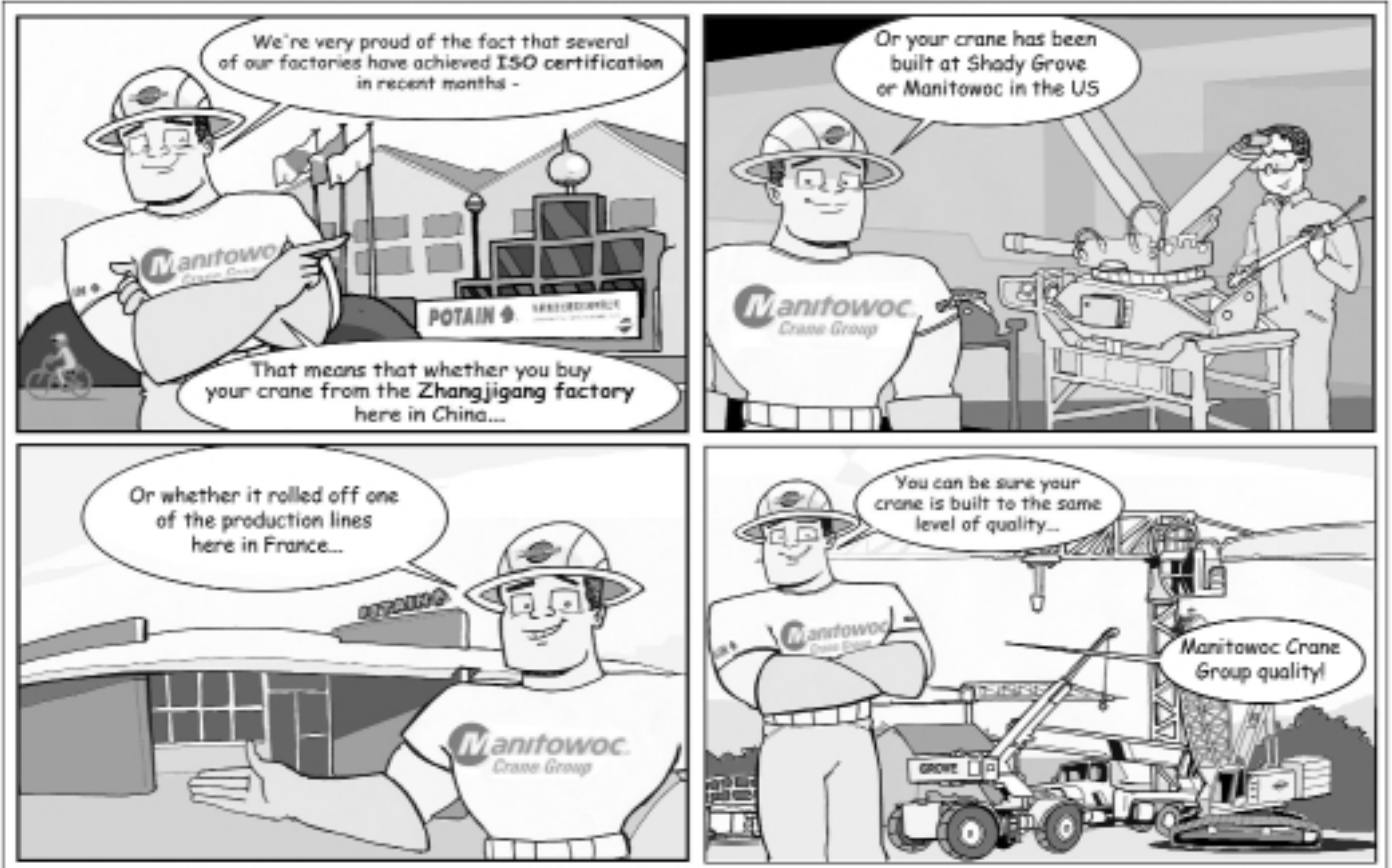
Among the major projects Manta is currently involved with are the Shantohway City office project and a residential development for Singapore's government-controlled Housing Development Board (HDB). The company also has a number of units at work on the new terminal at Singapore's Changi Airport, as reported in the last issue of *Looking Up*.

Even though Manta is involved in most of the high profile jobs in Singapore, Quek is quick to acknowledge that business could be better. "The market in Singapore has been flat for a long time so we're looking at diversifying," he says. "We're currently looking at used equipment sales and also at other expanding into other countries. If you rely on Singapore you'll never survive."

Which can only mean the future will see the brand name Manta spread even further across Asia. ♦



Outside the company's Singapore office.



## CraneMAN'S TOP PICK



Each issue CraneMAN picks out a hot selection from Manitowoc Crane Group's extensive stock of used equipment.



**Model:**  
Manitowoc Model 888

**Max capacity:**  
208 t (230 USt)

**Boom:** 67 m (220 ft) of #22 boom

**Year:** 2000

**Location:** North Carolina, US

**Notes:** This unit is in excellent condition and has very low hours. Features include Cummins M11 Turbo Diesel engine, Series II counterweights, hydraulically powered crawler extend/retract, LMI system, air-conditioned cab and detachable upper boom point. The crane is currently disassembled and ready to ship.

**Price on application**

**For more information contact:**

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Fax: +1 717 593 5104

E-mail: [tmccallum@grovetworldwide.com](mailto:tmccallum@grovetworldwide.com)



## Manitowoc CraneCARE CORNER

**This issue we offer advice on maintaining and using hooks**

- 1 Before use, hooks must be inspected by an experienced rigger.
- 2 Remove a hook from service if any of the following are in evidence:
  - cracks, nicks or gouges
  - twist exceeding 10° from plane of unbent hook
  - damage or malfunction to the latch
  - throat opening exceeding 15%
  - Wear exceeding 10% of original dimension
  - damage from heat
  - unauthorized repairs
- 3 Cracks, nicks and gouges should be removed by a qualified person (grinding lengthwise, following the contour of the hook).
- 4 If removing the damaged area results in a loss of more than 10% of the original dimension, the hook must be replaced.
- 5 Never repair, alter, or reshape a hook by welding, heating, burning or bending, unless approved by the hook manufacturer.
- 6 When lifting ensure the hook, not the latch, supports the load. The sling or lifting device must always be seated properly in the bowl of the hook.
- 7 Never side load, back load, or point load a hook. All reduce hook strength and create an unsafe condition. Point loading can reduce hook capacity as much as 60%.



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# LookingUP WIN A CRANE MODEL!

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Complete our reader survey and you could be one of ten lucky readers to receive a FREE crane model – custom-painted to your specifications! Simply fill in the form and send or fax it back to the contact address at the bottom. The lucky winners will not only win a model painted in their choice of colors, but will also feature in an upcoming issue of *Looking Up*.

The Editorial Team at *Looking Up* is committed to bringing you the very latest news and views from Manitowoc Crane Group. Whether it's a review of the latest product launch, information on how MCG cranes are being used on job sites around the world, or MCG technology explained in an easy-to-understand manner we aim to bring you stories you want, in your language, straight to your desk. That's why we've

invested so heavily in our in-house magazine, strengthening the Editorial team, giving it a completely new look, producing it in seven language versions and boosting the circulation by over 100%.

To help us in our quest to continually improve *Looking Up*, we'd like to get your input. Please take a few minutes to answer the questions below – after all, it's your magazine. And who knows, you may even win a custom-painted model!

Best regards

The *Looking Up* team



**1 Have you been receiving a copy of *Looking Up* in a regular and timely manner?**

Please circle YES NO

**2 *Looking Up* is written in English and translated in six languages.**

**How would you RATE THE WRITTEN TEXT in the magazine you receive?**  
Use a scale of 1 to 5 (where 1 equals a very low quality and 5 equals a very high quality).

	1	2	3	4	5	No opinion
Written text	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**3 Please rate the following sections of *Looking Up* in terms of the DEGREE OF INTEREST they hold for you.**

Use a scale of 1 to 5 (where 1 equals no interest and 5 equals a very high level of interest).

	1	2	3	4	5	No opinion
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People News	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Dealer Profile	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Technical Update	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**4 How would you rate the DESIGN, LAYOUT, LOOK & FEEL of *Looking Up*?**

Use a scale of 1 to 5 (where 1 equals a very low quality and 5 equals a very high quality).

	1	2	3	4	5	No opinion
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Page layout	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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Overall look & feel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**5 What additional areas/subjects would you like to see in the magazine.**

Continue on a separate sheet if necessary.

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**6 Do you have any specific stories you would like to be considered for inclusion in the magazine.**

Continue on a separate sheet if necessary.

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**7 Do you have any other comments that you wish to make about *Looking Up* magazine?**

Continue on a separate sheet if necessary.

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