

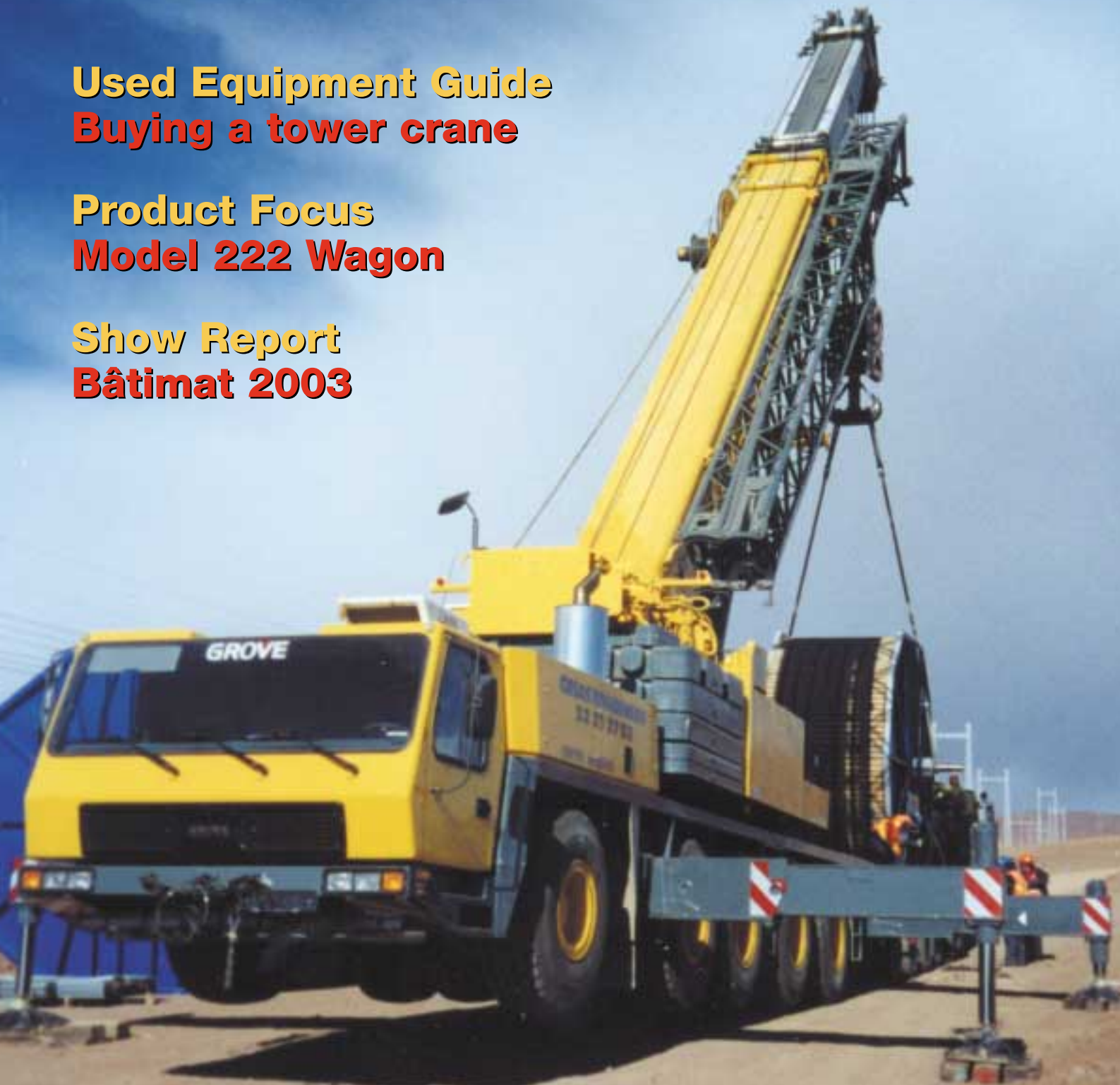
# LookingUP

MANITOWOC CRANE GROUP MAGAZINE

**Used Equipment Guide**  
**Buying a tower crane**

**Product Focus**  
**Model 222 Wagon**

**Show Report**  
**Bâtimat 2003**



# Copper Crane



# Potain MR 295

The Potain MR 295 meets the challenge of working on crowded jobsites with almost vertical luffing capabilities, high tip capacities, and a modular base design. Jib options from 45 – 60 meters and maximum capacities from 8 – 25 tons make the MR 295 a versatile tower crane. High hoist speeds, Vision Cab technology, and optional remote controls further compliment the MR 295.

**POTAIN** 

[www.mcgads.com/1054/](http://www.mcgads.com/1054/)

**Manitowoc**  
Crane Group

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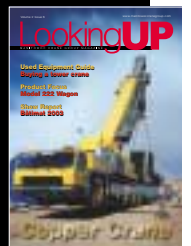
What should you look for when buying a used tower crane? Hans Olsson of Potain offers some answers.

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CraneMAN gets ready for bauma, while tower crane electricians are the subject of Manitowoc Crane CARE Corner.

## ON THE COVER:

Copper Crane: A  
Grove GMK5200  
(GMK5240 in the US)  
working at Collahuasi  
Copper Mine in Chile.



The big story this issue is undoubtedly the tie-up between Manitowoc Crane Group and the Japanese crawler crane manufacturer, Kobelco (see News story opposite). These alliances have been common in other manufacturing industries for some time, and it's easy to see why. By offering Kobelco-manufactured cranes at the lower end of its range, Manitowoc will now be able to commit more engineering hours and more personnel towards the development and manufacture of its larger cranes.

Which means that effectively Manitowoc will now be offering a wider range of cranes (three units at present to be offered below 150 USt compared with two previously) which have received a greater engineering input. All good news for the crane buyer. The new Kobelco-built units will be distributed through the usual Crane Group channels and will of course be subject to the same high-level of support provided by Manitowoc Crane CARE. The phrase "win-win situation" is much-overused these days, but it does describe this set-up perfectly.

Speaking of improved customer choice at Manitowoc Crane Group, we offer another

feature this issue that continues on the theme. We focus on a new version of Manitowoc's Model 222 crawler crane which is now available with the option of wheels instead of crawlers.

Meanwhile Steve Brown reports from the first ever Manitowoc Crane CARE conference held late last year in Tennessee. This division of the Crane Group now employs over 650 people around the world and looks set to grow even bigger this year.

Other features of interest include a report on renovation work being conducted with six Potain tower cranes at the La Scala Theatre in Milan, Italy, and a job site report from Collahuasi Copper Mine where a Grove mobile played a central role in helping expand the plant.

Elsewhere, there's advice from Potain's Hans Olsson on what to look for when purchasing a used tower crane; a report from the Bâtimat show in Paris and an article explaining the importance of the recent ISO accreditations. All of which means the only thing that remains for me to do is to wish all our readers a very happy and prosperous 2004.



*Ben Shaw*

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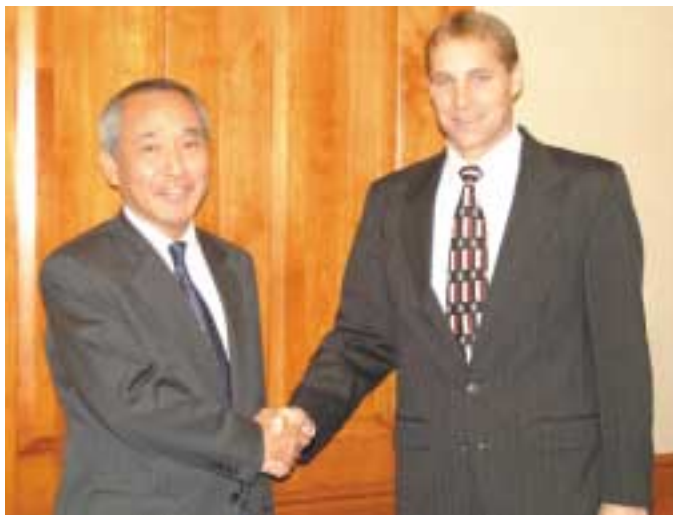
A number of trade and brand names appear in *Looking Up*. For ease of design, these are displayed without their superscript or subscript symbols. The most common names are: MANITOWOC CRANE GROUP®, GROVE®, POTAIN®, MANLIFT®, TWIN-LOCK™, MEGATRAK®, MEGAFORM™, EPIC®, VISION CAB™, MAX-ER™ and RINGER®.

# Manitowoc and Kobelco agree crawler alliance

Manitowoc Crane Group and the Japanese construction equipment manufacturer, Kobelco Construction Machinery have signed an agreement for the supply of smaller capacity crawler cranes in the Americas region. Under the terms of the agreement Kobelco will supply three models, all under 136 t (150 USt) capacity, to Manitowoc which will then badge them as its own and sell them through its existing distributor network.

These products will be differentiated from Kobelco's own product offering, which

will continue to be supplied in the Americas. At the time of writing, model designations for the new units have not been released. Speaking about the new deal Glen Tellock, president and general manager of Manitowoc Crane Group, said: "We are very excited about our alliance with Kobelco. They are an excellent partner to supply cranes because of their product quality and broad range of lifting products. The agreement between our two companies also serves as a base for future opportunities."



*Celebrating the new deal are Takashi Ishida (left), president and CEO of Kobelco Construction Machinery; and Glen Tellock, president and general manager of Manitowoc Crane Group.*

## Belgian RT renaissance

Rough terrain mobile cranes are experiencing a surge in popularity in Belgium with six new units delivered in recent months. Local dealer BLE reported a number of factors it said was responsible for the renewed interest. "Firstly, the favorable exchange rates have made these cranes very price competitive," said Paul Spaepen, BLE's managing director.

"Secondly, there are a number of companies which needed to replace older units in their fleets. And



*One of Aertssens' Grove RT600E units at work on the new high speed rail link between Antwerp, Belgium and Amsterdam, The Netherlands.*

thirdly, we're finding more applications for rough terrain cranes are demanded on Belgian job sites. All of which means that not only have our sales increased but also the number of inquiries we receive," he added.

## RTs SOLD IN BELGIUM IN 2003

MODEL	CAPACITY	CUSTOMER
RT530E	30 t/30 USt	Boutique
RT600E	45 t/50 USt	Daman
RT600E (2 units)	45 t/50 USt	Aertssens
RT700E	55 t/60 USt	SNCB-NMBS
RT890E	80 t/90 USt	Jan Denul



## WHERE IN THE WORLD

*You can find Manitowoc Crane Group at these events*

### The Rental Show (ARA)

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

### SAIE 2004

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

### bauma 2004

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

### bauma China

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

### SC&RA Conference

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

### SMOPYC

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

### CICA Annual Conference

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

### Conexpo-Con/Agg

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

### SC&RA Workshop

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

### Samoter 2005

May 5 – 8, 2005  
Verona, Italy  
[www.samoter.com](http://www.samoter.com)

# Bryn Thomas adds to fleet

Bryn Thomas Crane Hire of Flint (north Wales) has expanded its fleet of mobile cranes with the addition of four new Grove GMK all terrain cranes. A 100 t GMK5100 (120 USt GMK5120B in the US); two 50 t (55 USt) GMK3050 units; and a 35 t (38.5 USt) GMK2035 have all been added to the fleet, bringing the total number of cranes to 32. It also brings the total number of Grove cranes in the fleet to eight.

Three years ago Bryn Thomas took delivery of the



*Dylan Thomas (left), co-manager, and Bill Butler, business development manager from Bryn Thomas Crane Hire in front of the new GMK5100 (GMK5120 in the US)*

first GMK5100 in the UK, a crane the company describes as "an outstanding performer" and "totally reliable". The company's GMK3050 units have also proved popular in the fleet, as Bill Butler, business development manager explained, "Our GMK3050s are busy, high-utilization cranes, and we now have four of them spread around our three main depots. The cranes are difficult to beat for compactness and maneuverability, and their rugged simplicity makes them dependable and easy to operate."



## South African celebration

South Africa-based Potain dealer SA French celebrated 21 years in business with an open house which attracted over 100 customers and suppliers. To commemorate the occasion a certificate of thanks was presented by Manitowoc Crane Group to the company's two business partners, Kim Cottle and Quentin Van Breda. There were also awards for WBHO and Group Five, two of the

biggest construction companies in South Africa and two long term customers of Potain.

Also in attendance at the event were Ernie Aylward, director of ETCS, the new dealer for the Cape Town area, and Henry Wells, director of Crane Load-Tech, the Grove dealer for South Africa. The event took place at the SA French facility in Spartan, Johannesburg.

## New Topless City

Potain is extending its range of MDT City cranes by launching the MDT 128 in early 2004.

One of the key features of the new tower crane, like the successful MDT 178, lies in its simplified setting up procedure, which can be largely carried out at ground level. The main masthead section complete with cab and controls is a single factory-assembled unit. It can

therefore be installed in one piece. Just three pins are required to connect the main jib and counter-jib (complete with all hoist and trolley winches). Ease of setting up is further facilitated by the use of plug-in connections for all controls, safety systems and power connections. Faster and simpler to erect, this crane also provides easier access for servicing and maintenance.

Available with either a 4.5 m (14.7 ft) chassis or a 3.8 m (12.4 ft) or 4.5 m cross, and with 1.6 m (5.2 ft) mast sections, the MDT 128 will have a maximum load capacity of 6 t (6.6 USt) and a 55 m (180 ft) under-hook height. Its capacity at full jib length of 55 m will be 1.6t (1.7 USt).





## Golden Terraces

A new multifunctional complex is being constructed in the heart of Warsaw, Poland with the aid of nine Potain cranes. The €400 million (US\$479.5 million) Golden Terraces project is being constructed by Swedish construction group Skanska.

Managed by Streif Baulogistik Polska (the Polish subsidiary of German company SBL) and partly by Potain Polska, the crane fleet comprises:

- Three MD 365 B units with jib lengths of either 60 m (196 ft) or 75 m (246 ft);
- One MD 285 B which handles 4.15 t (4.5 USt) at its jib end of 55 m (180 ft);
- One MDT 162 which handles 1.8 t (1.9 USt) at its jib end of 60 m (196 ft);

- One MDT 222 which handles 5.2 t (5.7 USt) at its jib end of 45 m (147 ft);
- One MDT 302 which handles 2.3 t (2.5 USt) at its jib end of 75 m (246 ft);
- Two self-erecting HD 32 cranes.

Because of the large number of cranes working in such a tight space, all top slewing models have been equipped with Potain's top tracing technology to prevent any mid-air collisions.

Upon completion at the end of 2005, the Golden Terraces will comprise offices, shops, restaurants, movie theatres, a 105 m (344 ft) high hotel, green areas, waterfalls, around 10 000 m<sup>2</sup> (108 000 ft<sup>2</sup>) of windows and about 1700 parking places.

## MCG hosts Chinese delegation

The Manitowoc Crane Group – Manitowoc facility in Wisconsin, US was host to a group of Chinese buyers recently. The 15 strong delegation included representatives from hydropower engineering and water resource bureaus, including the China Yangtze Three Gorges Corporation. This major civil engineering site is where two MD 2200 Potain tower cranes, com-

plete with concrete conveyors, are currently at work.

The delegation received product presentations and a plant tour to see Manitowoc crawler cranes being built. These activities were followed by a demonstration of the Model 18000 lattice boom crawler crane. Visitors had a chance to put the 600 t (660 USt) crane through its paces and ask detailed questions about the product from one of the experts in attendance. The Chinese delegation was treated to an Edelweiss dinner cruise on the Milwaukee River in the evening, capping a day to remember at Manitowoc.



## CRANE PEOPLE

**Name:** Igor Gritsenyuk

**Region:** EMEA

**Division:** Grove, Potain, Manitowoc Cranes



Igor Gritsenyuk has been named director of the Russia-CIS area for Grove, Potain and Manitowoc Cranes. This area includes Russia, Ukraine, Latvia, Estonia, Lithuania, Byelorussia, Kazakhstan, Moldova, Georgia and Armenia. He will be based in Moscow where he will serve as the general manager of the local subsidiary. He will be in charge of sales development for the three brands.

Igor is a Russian national and has seven years experience in construction equipment, serving most recently as general director and project manager for the mobile crane manufacturer Baltic Construction Company. He speaks Russian, English and German. He will report directly to Frans Vanwinkel, vice president sales and marketing for Manitowoc Crane Group (EMEA).

**Name:** Klaus Kroepfel

**Region:** EMEA

**Division:** Grove, Potain, Manitowoc Cranes



Klaus Kroepfel has been appointed director of the north west Europe area for Grove, Potain and Manitowoc Cranes. This area includes Belgium, Iceland, Ireland, Israel, Scandinavia, The Netherlands and the UK. It also covers Luxembourg for the sale of tower cranes. He will be based in Breda in The Netherlands where he will be responsible for developing the Potain and Grove lines and well as the Manitowoc Cranes line in conjunction with the crawler crane sales organization for EMEA.

Klaus is German and served time in the navy as an officer. He spent seven years at the European Vinyl Corporation, where he rose to customer service manager, before leaving in 2002 to join Deutsche Grove. He most recently served as sales administration manager. Klaus speaks German and English and he will report directly to Frans Vanwinkel, vice president sales and marketing for Manitowoc Crane Group EMEA.

# Giant Grove fleet

*Saudi Aramco owns a fleet of over 300 cranes, of which more than 250 carry the Grove badge.*

**Looking Up** *hears about the company's latest deliveries.*



One of the world's largest oil companies, Saudi Aramco, has recently taken delivery of another sizable order of Grove mobile cranes. The Saudi Arabia-based multinational owns a fleet of over 300 cranes, more than 250 of which have been supplied by Grove through its regional dealer Kanoo Machinery.

Traditionally the Saudi Aramco Roads and Heavy Equipment Division, which is responsible for the oil giant's fleet, has favored rough terrain cranes. Indeed, it has one of the largest fleets of rough terrain mobile cranes found anywhere in the world. However,

***A total of 46 all terrain cranes have been shipped to Saudi Aramco over the past two years.***

recent times have seen the company turn its attention to all terrain units as it looks to further strengthen its lifting fleet, and replace a number of its older truck cranes and rough terrain cranes.

At the end of 2002 the company took delivery of 19 all terrains, comprising 15 of the 50 t (55 USt) GMK3050 units; two 100 t capacity GMK5100 units (120 USt GMK5120B in the US); and two 200 t capacity GMK6200 units (250 USt GMK6250 in the US). In 2003 the company

took delivery of a further 27 machines including another nine GMK5100 units.

As part of the deal Saudi Aramco has specified all its new cranes be fitted with a state-of-the-art data-logging system, which has been specially developed by Grove to meet Saudi Aramco's fleet management requirements. As the crane fleet is so widely dispersed around Saudi Arabia, Aramco is planning to use GPS (global positioning system) technology to send operational data on the cranes back to a control center on a daily basis.

Manitowoc Crane CARE also makes up an important part of the Saudi Aramco deal. A substantial product support and training program, which involves personnel from both Grove and Kanoo Machinery, is running in both Saudi Arabia and also at the Manitowoc Crane Group – Wilhelmshaven facility in Germany.

Saudi Aramco's favorable

***Some of the latest Saudi Aramco units ready for shipment to Saudi Arabia.***

reports of its Grove all terrains' performances have reached other companies in the area too. Local contractors Al-Oasis Contracting & Trading Est and H K Al-Sadiq Est have both taken new Grove machines in recent months based on positive feedback from Saudi Aramco and from watching the company's cranes in action. Al-Oasis has purchased a GMK5100 and a 220 t GMK6220-L (250 USt GMK6250-L in the US), while HK Al-Sadiq has taken delivery of a GMK5100.

Saudi Aramco is the national oil exploration and production company in Saudi Arabia. It is one of the world's largest oil companies both in terms of crude oil production (10 million barrels per day) and crude oil reserves (over 250 billion barrels). ♦



ISO certification ensures a company constantly evaluates its processes, from manufacturing to product support.

## WHAT IS ISO?

ISO is the International Organization for Standardization, a network of national standards institutes in 147 countries. ISO 9001:2000 is designed to demonstrate what a company does to enhance buyer satisfaction by meeting customer and applicable regulatory requirements.

# Quality as STANDARD

*What is ISO really about? Looking Up investigates.*

The ISO 9001:2000 certificates awarded to the various Manitowoc Crane Group facilities are designed to ensure the highest level of quality across a company's operations. These latest awards are based on previous ISO standards and require companies to focus on both consumer satisfaction and operating efficiencies. In addition, the new standards put emphasis on continuous improvement in operations – everything from listening to customer feedback to relationships with suppliers.

The audit process to achieve ISO certification involves all members of staff. In keeping with ISO's philosophy of continuous improvement, it is essential every member of staff understands processes at the company and analyzes their efficiencies. In addition,

each employee has to examine their own role at the company and evaluate it.

To manage the audit, improvement teams were created at each location. These teams reviewed all operations, management and support

processes before taking corrective action where necessary. Specific issues were also tackled to see where improvements could be made.

Take for example spare parts delivery. To improve customer service, process teams looked

at the history of spare parts delivery, concentrating on those instances where the customer was not satisfied. Any employee involved in the delivery of spare parts (be it warehouse, dispatching, delivery, service etc) was asked to look at their role in the process and suggest ways of improving the service. By gathering all this information the improvement teams were able to put measures in place to eradicate problems which had previously caused customer dissatisfaction.

It may sound obvious. Many will say "but we're already doing that" or "we already have someone in charge of quality assurance". But that would be missing the point. ISO 9001:2000 is not simply about good intentions – they're about providing a structure of management. The management method covers the measurement, interpretation and adjustment of processes in relation to set targets. With ISO in place Manitowoc is able to evaluate where it is, how it is performing and where it needs to be.

The whole ISO accreditation is best summed up by Glen Tellock, president and general manager of the Manitowoc Crane Group: "Quality is not a static unit. It needs to be frequently re-assessed. By constantly examining the way we operate, we can ensure we provide the best equipment and best support to our customers." ♦

## 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: spare parts</i>
Baudemont, France	<i>Manitowoc Crane CARE: training</i>
Sunderland, UK	<i>regional office</i>



*This year's Bâtimat exhibition was a great success for Manitowoc Crane Group. Marie-Ange Paltz reports from Paris.*

# BETTER *than ever*



**O**ver 480 000 visitors attended the Bâtimat exhibition in Paris this past November, a 4% increase on the last show held in 2001. And many in the lifting business chose to meet with representatives from Manitowoc Crane Group to view its products and services.

Included among MCG's display were two self-erecting Potain tower cranes, Manlift Toucan 800 and P21 access platforms, plus Manitowoc Crane CARE with its spare-parts and training services.

The two self-erectors on display included Potain's latest model, the Igo MB 13, which was parked alongside an Igo 26. A milestone of the Igo 13 is it becomes the first self-erector to have its own chassis, plus permanent wheels and axles. These remain on the crane during operation, allowing quick levelling and unfolding thanks to a combination of mechanical jacks and hydraulics. The Igo MB 13 is an ideal crane for companies involved in house building and other such activities.



The Igo 26, meanwhile, boasts an under-hook height of 20 m (65 ft). It provides all the key features of the Igo range such as rapid installation and set-up, as well as the adjustable-spread chassis.

These models and the other MCG exhibits certainly caught the eye at Bâtimat. Indeed, such was the buzz that the Igo MB 13 on display was sold on the opening day by MCG dealer Besançon SA to a

carpentry company named Locatelli located in the Doubs area of France. The Igo 26 was likewise subject to intense interest and the model on show was bought by a customer on the island of Martinique.

Commenting on the show Philippe Durand, sales network manager for tower cranes in France, said: "This has been the best Bâtimat ever. Over six days we welcomed hundreds of guests to our stand, mainly from France, but also from overseas. We had visitors from Morocco, Tunisia and Algeria, as well as from parts of Eastern Europe. Our sales figures

## GROVE FRANCE FOUNDER VISITS BÂTIMAT 03

It has been said that the lifting industry is an addictive business, one that never completely leaves you. Such is the case with André Faes, founder of Grove France, who although semi-retired made time to visit with MCG staff and customers alike at Bâtimat.

Having spent the major part of his life importing and selling cranes, Faes is something of a legendary figure in crane circles. He started out importing Lima cranes from the US shortly after the second war ended, moving onto an appointment with the then UK-based Coles Cranes.

The rest is history, as they say. Faes went on to found a French subsidiary of Coles near Paris in 1963, expanding the company on the back of telescopic boom technology. That led to a move on to a 16 000 m<sup>2</sup> (172 222 ft<sup>2</sup>) site located at Cergy Pontoise. Today, this facility is owned by Manitowoc Crane Group.

When Grove purchased Coles in 1985, Faes played a major role during the transition in France. Ten years later his skills were called upon again after Grove purchased the mobile crane production facility of German conglomerate Krupp in Wilhelmshaven.

Faes stepped down from the helm in 1992, aged 64 years, leaving Grove France in the very capable hands of Gilles Marchand, who had been with the company since 1980. Today, Marchand is a sales manager for Manitowoc Crane Group, handling French and African markets. He attributes much of the success Grove continues to enjoy in these markets to André Faes. "The success of Grove in France is down to excellent service and the exceptional continuity of our managing team. André Faes played a major role in making that happen and we thank him sincerely in helping make the company what it is today."



*André Faes (left) founder of Grove France with Gilles Marchand, MCG sales manager for French and African markets.*

from the show are exceptional and we expect many further sales on the back of the excellent discussions we had during the event." ♦

*The first ever Manitowoc Crane CARE conference was held in Nashville, Tennessee, US.*

*Service doesn't stop when Manitowoc Crane Group sells a crane. In fact, it's just starting, as Steve Brown finds out.*



# Full Cycle



*Delegates attended a series of presentations.*

**T**here's a new strategy in place at Manitowoc Crane Group, a strategy designed to ensure continuous support throughout a product's life cycle. Glen Tellock, president and general manager of Manitowoc Crane Group, puts it like this: "There's an expectation when a customer buys one of our cranes. That expectation is that we will go beyond the parts service provided by others."

The company has responded with Manitowoc Crane CARE, an initiative designed to ensure it has the best customer support available anywhere in the construction business. "We're



benchmarking ourselves against leading construction equipment and component manufacturers – not just companies in the lifting industry,” says Tellock. “That’s why we’ve created a business unit dedicated to product support in order to elevate our level of customer service.”

The business unit he refers to encompasses disciplines ranging from engineering through to sales, service, parts and warehousing. What all of this means for the customer is exemplary customer support thanks to the four components that comprise Manitowoc Crane CARE: service, parts, technical assistance and training. The result is better uptime and service available over-the-counter, as



opposed to next day delivery and a crew standing idle while the crane awaits repair.

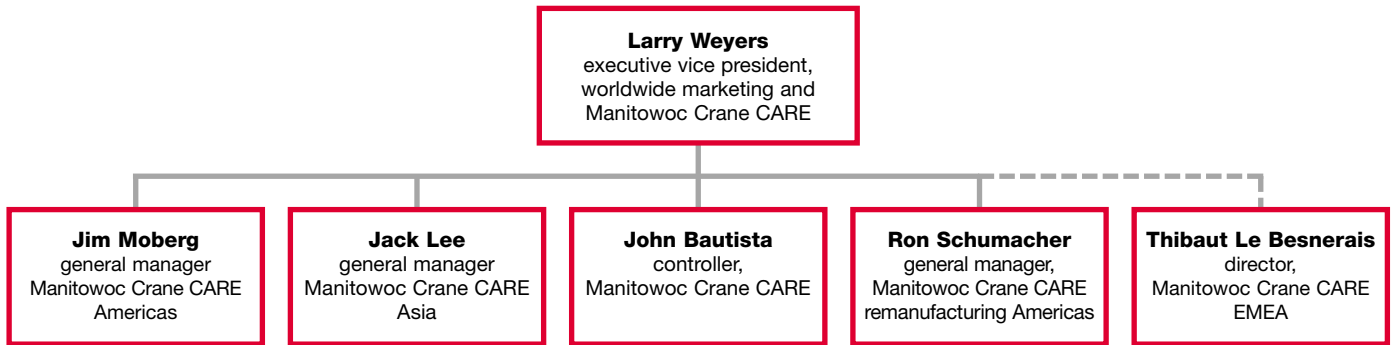
“Wherever, Whatever, Whenever, We’re There” is the tag accompanying Manitowoc Crane CARE’s debut. More than 650 individuals around the world are working hard to fulfill those words, improving customer profitability by providing a true cradle-to-grave service.

Manitowoc Crane CARE is focusing its efforts on the Americas and Asia-Pacific to ensure the creation of best practices and procedures. Once Manitowoc Crane CARE procedures are established in the Americas and

Asia-Pacific regions, they will be incorporated worldwide. An experienced management team has been appointed (see box story) for both areas. Indeed, the first Manitowoc Crane CARE conference in the Americas was recently staged in Nashville, Tennessee, rolling out the program to US dealers.

Glen Tellock can rightly be proud of what’s been achieved with Manitowoc Crane CARE to date, but he doesn’t seem one for resting on his laurels. “We will continually strive to offer the ultimate in customer satisfaction,” he says by way of summing up. ♦

# Manitowoc Crane CARE MANAGEMENT



**Larry Weyers**

As EVP, Weyers is responsible for the overall direction of Manitowoc Crane CARE. He oversees the worldwide integration of Manitowoc Crane CARE as well as its remanufacturing activities.



**Jim Moberg**

Reporting to Larry Weyers, Moberg is responsible for Manitowoc Crane CARE in the Americas. He takes charge of customer service, training, technical publications and parts, among others. Moberg is located in Shady Grove, Pennsylvania, US.



**Jack Lee**

Based in Shanghai, China, Lee is responsible for all Manitowoc Crane CARE activities in the Asia Pacific region, including parts, service, training and technical documentation.



**John Bautista**

Bautista is responsible for financial management of Manitowoc Crane CARE. He was previously the senior financial analyst for the Manitowoc Crane Group.



**Ron Schumacher**

Schumacher is responsible for remanufacturing operations in the Americas and growing the business. He was most recently general manager, crawler cranes, at Maxim Crane Works. In addition, Ron will be responsible for business development opportunities as it relates to remanufacturing and our dealer network in the America’s Region.



**Thibaut Le Besnerais**

Le Besnerais is responsible for Manitowoc Crane CARE in Europe, the Middle East and Africa (EMEA). He reports to Jean-Yves Bouffault, executive vice president for EMEA.

# Lattice crane on **WHEELS**



*The first unit, destined for shipbuilder Northrop Grumman Newport News, undergoes testing on the Manitowoc Cranes test pad.*



*For dockside work the unit can be fitted with an elevated cab.*



*A maximum of 58 m (190 ft) of main boom and 18 m (60 ft) of jib can be fitted to the Model 222 Wagon.*

*Engineers at Manitowoc Cranes have combined a Model 222 crawler crane with a wheeled carrier to create the Model 222 Wagon.*

**Looking Up** learns more.

**T**he Model 222 Wagon, which combines wheeled mobility with crawler crane strength, is not the first such crane to do so. Indeed, the Model 777-T, which was introduced in 1998, did exactly the same thing. And as the Model 777-T boasts lifting capabilities similar to that of the 181 t (200 USt) capacity Model 777, so the Model 222 Wagon has a lifting chart that compares favorably with the 91 t (100 USt)

capacity Model 222 crawler crane.

The first of these new units recently completed testing at the Manitowoc Crane Group – Manitowoc facility in Wisconsin, US and has since been delivered to new owner Northrop Grumman Newport News, a leading US shipbuilder based in Newport News, Virginia.

#### **Dockside handling**

Jeff Dreger, inside sales representative at Manitowoc Cranes and one of those closely

involved in the development of the Model 222 Wagon, says the unit will be best suited to handling work on dockside and marine locations. “The first machine will spend most of its time on the flight deck of an aircraft carrier,” he explains. “But in general, I see this unit having most appeal to shipbuilders and other dockside contractors. Its wheeled mobility gives it a real advantage over other dockside lifting options. The second Model 222 Wagon is currently being built and we have had

inquiries for a number of other units.”

Maximum capacity for the unit is 91 t (100 USt), and as mentioned previously the lifting chart follows that of the Model 222 crawler crane relatively closely. A total of 61 m (200 ft) of main boom can be accommodated, while a maximum of 18 m (60 ft) of jib can be fitted, although maximum main boom with this jib setting is 58 m (190 ft). The mobile unit is set on an 8 x 4 carrier with a 3.9 m (12.8 ft) wheel-base and a 3.7 m (12 ft) front and rear axle track. ♦

# Six cranes in an OPERA HOUSE

**B**uilt in the 18th century, by Giuseppe Piermarini, the La Scala Theatre is considered one of the finest and most famous opera houses in the world. The theatre is deeply cherished by Italians and opera fans, providing the impetus for a large renovation to preserve and modernize this monument.

Started in January 2002, renovation work is led by two main contractors, the Cooperativa di Lavoranti Muratori and Cooperativa di costruzioni, who formed a consortium called SCALA 2004 SRL. They are following the directions of architect Mario Botta, who has built numerous museums all over the world.

Modernization of the theatre mainly involves renovating the whole monumental area, including the transformation of the old stage into a museum exhibit, re-construction of the scenic tower, improved security, electrical and fire systems.

A total of six Potain tower cranes are participating in the renovation work:

- Two MD 208 models, which can handle a maximum of 2.45 t (2.7 USt) at their jib end of 60 m (196 ft);
- One MC 85 B tower crane, erected at 39 m (128 ft), which provides a maximum capacity of 2.2 t (2.4 USt) at its jib end of 35 m (115 ft);

## *Six Potain tower cranes are currently helping renovate the La Scala Theatre in Milan, Italy. Marie-Ange Paltz reports*

- One MC 50 B, erected at a height of 30 m (98 ft) and with a maximum capacity of 1.6 t (1.7 USt) at its jib end of 30 m (98 ft);
- One MC 68 B, with a 3 t (3.3 USt) capacity.

In addition to these top slewing tower cranes, an Igo 32 self erector is on site. It features a height-under-hook of 22 m (72 ft) and a jib length of 30 m (98 ft).

The cranes are helping rearrange both the spaces of the Theatre Hall and the Scenic Tower. In addition, they will help to build three

movable platforms for the orchestra floor.

This US\$55.77 million (€47.22 million) contract is scheduled to be completed by December. Tourists from

around the world will therefore have to wait until that date to visit the Museo Teatrale alla Scala, which represents one of the major parts of the renovation project. This museum, founded nearly 100 years ago, is a world famous due to its many treasures, including costumes worn by Maria Callas and Rudolph Nureyev. ♦



*Potain cranes are aiding construction work at the Theatre Hall and Scenic Tower.*

*The US\$55.77 million (€47.22 million) contract is scheduled to be completed by December.*





The crane was used to help construct a 15 km (9.3 mile) long conveyor system.

A Grove all terrain crane owned by Chilean rental company Rivadeneira played a central part in expansion work at Collahuasi Copper Mine.



# Copper crane

The crane was required to work seven days a week, spending two months in total on site.



**W**ith copper prices having risen some 12% in recent months, following more than a decade of decline, open pit mining facilities in northern Chile are using the momentum to expand or renew production facilities. The result has been a huge increase in the demand for equipment and this is especially true in the lifting business. Crane rental companies such as Grúas Rivadeneira of Copiapó report improved activity and record levels of utilization for certain machines.

One notable installation contract recently completed by Rivadeneira was the installation of a new crushing plant at Collahuasi Copper Mine. Contractor Sigdo Koppers opted to use the rental company's flagship crane, a 200 t capacity Grove GMK5200 (240 USt GMK5240 in the US) to complete the work on time and without fault.

A crucial segment of the job called for Sigdo Koppers to install a 15 km (9.3 mile) long conveyor system between Rosario and Ujima with the Grove AT. Manuel Rivadeneira Sarria, general manager of Grúas Rivadeneira, picks up the story. "Each section had to be mounted on piles. It wasn't easy because on average the pieces measured up to 1.8 m (5.9 ft) wide, 29 m (95 ft) high and weighed in at 32 t (35 USt). The job called for precision,

Rental company Rivadeneira sent its flagship unit, a Grove GMK5200 (GMK5240 in the US) for work at the Collahuasi Copper Mine in Chile.

demanding a machine that could lift these heavy weights at a radius of 12 m (39 ft), yet the crane performed beautifully."

Rigged with 60 m (197 ft) of telescopic main boom and a 70 t (77 USt) counterweight, the five-axle machine worked seven days per week to complete lifting work inside two months. "We recorded utilization levels of more than 150 hours lift time per month on that job," says Rivadeneira. "The figure is exceptional for our operation."

Collahuasi Copper Mine is capable of producing more than 398 000 t (435 000 USt) of copper per year. The mine was commissioned in April 1999 at a cost of US\$1.76 billion (€1.47 billion). ♦

# Keep on truckin



*Lampson Australia's new Model 18000 has covered a grueling 6000 km (3728 miles) within a three month period. Ben Shaw reports.*

*Space was extremely tight on the project. Inset: The MAX-ER counterweight had to be raised off the ground before the crane was able to slew.*

Lampson Australia's initial work routine for its new Manitowoc Model 18000 reads like some kind of testing schedule. Transporting a 600 t (660 US t) capacity heavy lift crane some 6000 km (3728 miles); assembling it on three different job sites and subjecting it to a grueling series of heavy lifts is hardly a gentle introduction. But then part of the reason Lampson Australia chose the unit in the first place was because it knew the Model 18000 was up to the task.

First job for the unit took

place at the Olympic Dam refinery in South Australia, some 580 km (360 miles) north of Adelaide. Despite the name, the location is actually one of Australia's largest

***"The Model 18000 has been absolutely excellent"***

copper mines, run by Western Mining Corporation. The crane arrived here in August and stayed for a total of six weeks primarily to replace the plant's electrostatic precipitator. It was rigged

## LAMPSON AUSTRALIA ADDITIONS

Lampson Australia has added the following crawler cranes from Manitowoc to its fleet in 2003:

MODEL	CAPACITY	UNITS
<b>Model 222</b>	91 t (100 US t)	2
<b>Model 777</b>	181 t (200 US t)	1
<b>Model 888</b>	209 t (230 US t)	1
<b>Model 999</b>	250 t (275 US t)	2
<b>Model 2250</b>	272 t (300 US t)	2
<b>Model 18000</b>	600 t (660 US t)	1

with 73 m (240 ft) of main boom together with maximum counterweight and MAX-ER attachment.

As with many projects in industrial locations, the hardest part of the operation was not the lifting work, but rather setting up the crane, as Phil Lunn, managing director of Lampson Australia explains: "On the Olympic Dam project we had to wait until the MAX-ER counterweight wagon was raised above the ground before we were able to slew. The proximity of surrounding steelwork meant that planning the crane's set-up had to be carried out to within millimeters."

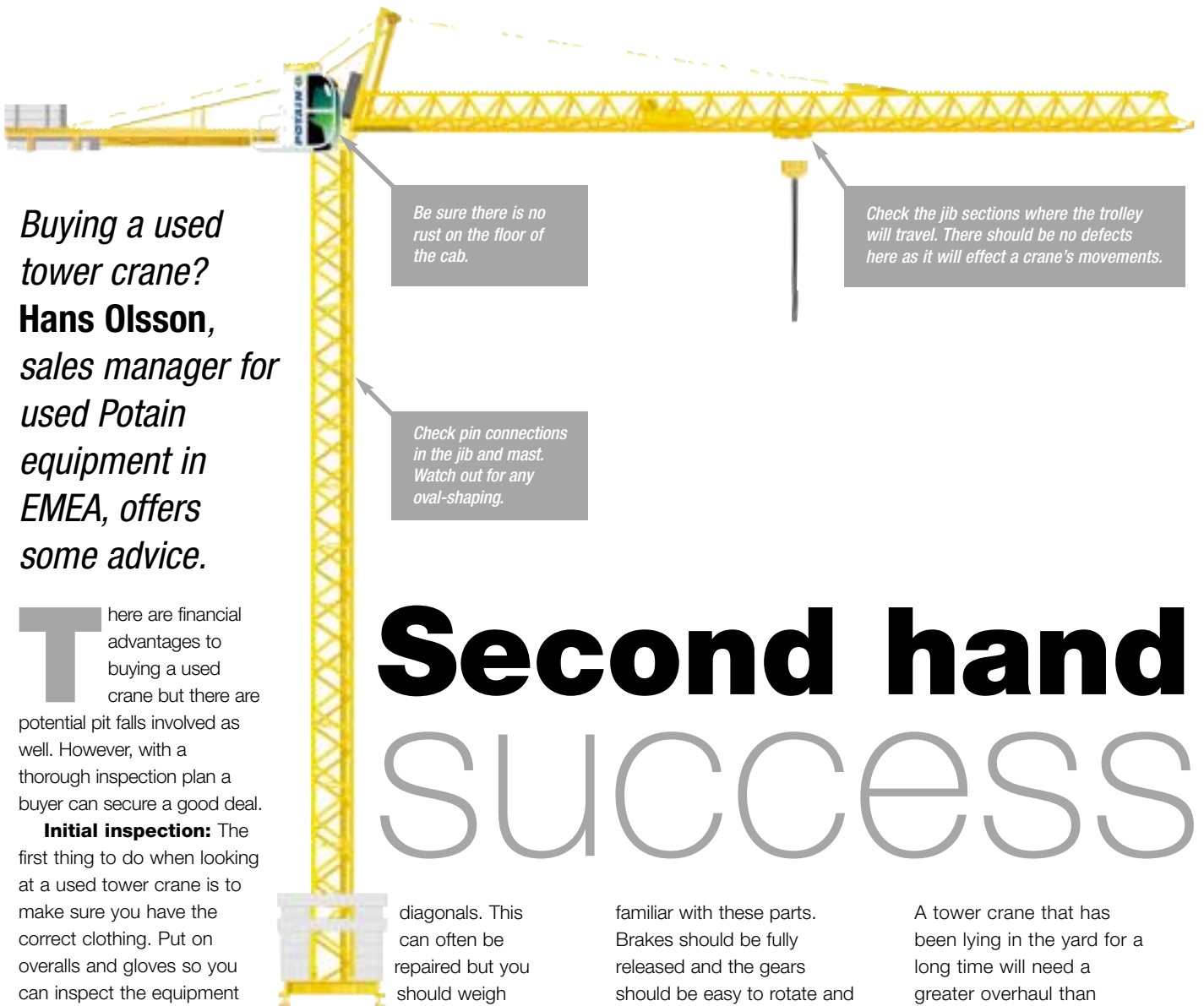
After the Olympic Dam project the crane was moved

4000 km (2485 miles) west to the mining town of Kalgoorlie for work at another mining operation, this time a nickel refinery, before being moved a further 2000 km (1243 miles) north to the Telfer Gold mine east of Port Hedland, where it currently remains.

With the Model 18000 currently in place at its latest destination, Phil Lunn has time to assess the past three months: "The Model 18000 has been absolutely excellent," he says, "we chose it because it's a compact unit with good lifting capabilities. We can get it into really tight locations and it lifts really well. The fact that it's so easy to transport is just a bonus really." ♦



*The Model 18000 at work in South Australia.*



Be sure there is no rust on the floor of the cab.

Check the jib sections where the trolley will travel. There should be no defects here as it will effect a crane's movements.

Check pin connections in the jib and mast. Watch out for any oval-shaping.

*Buying a used tower crane? Hans Olsson, sales manager for used Potain equipment in EMEA, offers some advice.*

**T**here are financial advantages to buying a used crane but there are potential pit falls involved as well. However, with a thorough inspection plan a buyer can secure a good deal.

**Initial inspection:** The first thing to do when looking at a used tower crane is to make sure you have the correct clothing. Put on overalls and gloves so you can inspect the equipment thoroughly. Next, before getting close to the crane, stand back and take a look at how it has been stacked. Has it been stored with ground clearance? The answer should be yes. Is the slewing section in a standing position? This will ensure the crane hasn't been in continuous contact with water – this is particularly important in cold countries. These initial inspections can give you an idea of how professional the crane owner is.

**Structure check:** Take some time to check the structure. You may find damage on some of the thinner parts, such as the

diagonals. This can often be repaired but you should weigh these costs up against the purchase price. Pay attention to the jib sections and the area along which the trolley will travel. Defects here may effect the crane's operations. Be especially sure to check pin connections in the jib and mast. Any oval-shaping of the holes will likely mean expensive repairs. Rust should not be the biggest problem on a tower crane because the structure is so large.

**Mechanisms check:**

The key components to check are the gearboxes and the motors and you will need to make sure you have someone with you who is

familiar with these parts. Brakes should be fully released and the gears should be easy to rotate and silent. You should subject motors to a 'Megger' check to test their linings.

**Cab check:** If you are buying a used Potain tower crane you should take some time to have a look at the cab as the panel housing the electrics is kept in here. Look out for rust on the floor and walls and check functions such as heating or air conditioning.

**Ask questions:** Ask the seller where the crane has worked recently. If it has been near the sea or in a chemical works the paintwork may be damaged. Ask when the crane was last erected.

A tower crane that has been lying in the yard for a long time will need a greater overhaul than one that was dismantled last week.

**Buy safe:** You should feel comfortable with the company selling you the crane. At Potain we consider the trust and security we offer the buyer is one of our strongest selling points in the used equipment business. We have excellent product knowledge and an international network to support us.

There are hundreds of good quality tower cranes in the used equipment market. With a bit of research and some thoughtful planning, there are some good value buys to be had. ♦

# Second hand SUCCESS



## CraneMAN'S TOP PICK



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



**Model:** Potain MDT412-L20  
**Year:** 2001  
**Jib:** 75 m (246 ft)  
**Mast:** 66 m (217 ft)

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

**Notes:** There are two of these units currently available. The other unit offers all the same specifications and has a 2000 year of manufacture. Both cranes are currently in Hawaii.

**For more information contact:**

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## Maniowoc CraneCARE CORNER

**This issue we take a look at maintaining tower cranes' electrical equipment.**

- 1 The electrician working on the crane power system must be a professional. They must be specifically trained to maintain tower cranes according to the standard ISO 12480-1:1997.
- 2 Avoid using any feature that requires electricity and power off the crane, unless power is required as part of the inspection and maintenance procedure.
- 3 Throughout the maintenance process you should determine a safe area around the machine, indicating access to the area is restricted to authorized personnel only.
- 4 You should wear your personal protective gear (gloves, hard hat, safety harness, protective clothing etc), and use insulated or insulating tools that meet your national regulations.
- 5 Refer to the specific operating instructions for the crane you maintain. Only the original spare parts or those validated by the manufacturer are guaranteed to function properly. The entire responsibility for the use of other parts lies with the repairer.
- 6 When you stop the crane for maintenance work, block any restart of the machine and indicate so on the master switch with a visual warning. On Potain tower cranes, a mechanical lock blocks the control and prevents powering up. If the tower crane is fitted with a Hoist Winch Control, use it so that the technician can use the winch without needing the help of a crane operator.
- 7 During power system maintenance (on the cabinet and electrical circuits), always keep in touch with the crane operator, if he/she is present. If you need to drive the crane during electrical maintenance, you must have the skills and authorizations to do it.
- 8 For corrective maintenance, you should always proceed in three stages:
  - Find and localize the failure
  - Eliminate the failure
  - Adjust the equipment, and check that both the repaired equipment and the rest of the equipment work properly
- 9 Before you leave the crane, close all electrical cabinets, and ensure the crane is switched off according to procedure.
- 10 Render an account of your service call and log it in the crane follow-up notebook.

**GMK 3055**  
Preliminary  
Information



**GMK 3055  
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