

# Looking UP

MANITOWOC CRANE GROUP MAGAZINE

**News Report**  
**AED Conference**

**Show Preview**



**Job Site Report**  
**Big lift in China**

**Technical Update**  
**Grove MEGATRAK**

# Potain Igo T 70





# Grove's Newest Crane – the RT540CE

The RT540CE is the latest addition to Grove's rough terrain product line. Advantages include a maximum lift capacity of 35 t, a four-section boom reaching 31 m in length and a 13.7 m offsettable telescopic swing-away extension. Other features include an LMI with anti-two block system, dual-axis electronic joystick controllers and an all-steel cab.

For more information on the RT540CE: [www.mcgads.com/1099](http://www.mcgads.com/1099)

**GROVE**

**Manitowoc**  
Crane Group



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The Potain Igo T 70 is the first of a new range of self-erecting cranes. Turn to page 14 for the latest on this lifting innovation.



A lot of manufacturers talk about the importance of customer service. But even with the best of intentions, there is a big difference between saying and doing. In this issue of *Looking Up*, we feature a couple of stories that demonstrate how Manitowoc Crane CARE is turning its words into actions.

The first concerns a training course in Singapore for project management giant J Ray McDermott. A team of highly experienced professionals traveled to Crane CARE's Asia-Pacific headquarters to take the 'Introduction to EPIC' course for Manitowoc crawler cranes. Every attendee agreed the course was one of the best they ever attended. Big praise, considering

McDermott's reputation for training its staff to the highest level.

And this training wasn't just about going through the motions or checking boxes. It was put into practice on a Model 999 the company is using in the Middle East. Because of the training, that Model 999 is now working at its optimum level, with optimum uptime. Tangible performance benefits for McDermott.

The second story from Manitowoc Crane CARE covers the EnCORE program, designed to offer the best replacement parts to customers and dealers. Here a US-based customer (and dealer) used the program to repair a damaged hydraulic cylinder rod. The team from EnCORE worked day and night to get the rod fixed and back to the customer. The end result was a crawler crane back in action after seven days. The customer initially anticipated the crane would be inoperable for three to six weeks.

It's this kind of approach to customer service that sets Manitowoc Crane Group apart from competitors. And it does not go unnoticed. Also in this issue we talk to La Grange Crane, a Grove customer based close to Chicago in the US. The company's president, Judy Mooncotch, makes herself available to her customers 24 hours a day. She says, "we want that same level of customer support from our crane supplier." Given her company's recent investment in Grove machines, it's clear that MCG, and its dealer network, know the difference between saying and doing when it comes to customer service.

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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®, TWIN-LOCK™, MEGATRAK®, MEGAFORM™, EPIC®, VISION CAB™, MAX-ERTM and RINGER®.



# GTK moves closer to launch



Manitowoc Crane Group's eagerly anticipated GTK 1100 is moving closer to launch. The first cranes are under construction at the Manitowoc Crane Group facility in Wilhelmshaven, Germany. A new test pad, built solely for the GTK 1100, was completed toward the end of 2006.

The crane's innovative design and impressive lift capabilities mean it is already a hit, as Michael Preikschas, global product manager for the GTK 1100, explained.

"The market response to the GTK has been remarkable," he said. "Its ability to make picks at tall heights, plus its ease of transport is exactly what the industry wants. Interest in the new crane is strong globally and we see solid

potential for the GTK on a variety of sites."

The GTK's patented design makes it ideal for erecting wind turbines, or working in industrial or city center locations. It offers significant advantages on sites where set-up space is restricted or where users need to position loads to relatively tall heights – common requirements on today's job sites.

A major benefit of the GTK 1100 is that it transports on a minimum of four trailers depending on road regulations. It consists of a wheeled carrier and a telescopic luffing boom, both connected by an 81 m six-section telescopic mast. Four spreaders at the top of the mast connect to outriggers at the bottom of the base to provide stability.



## Industrial expansion

Manitowoc Crane Group has acquired Marine Travelift's line of Shuttlelift Carrydeck cranes. The acquisition improves MCG's position as the industry leader in the industrial crane market. It also strengthens Grove's position as a leader in the mobile crane market.

"This agreement will benefit the customers of both Shuttlelift and Grove, as the two leaders in this market come together,"

said John Wheeler, executive vice president for Manitowoc Crane Group Americas.

"Carrydeck customers will benefit from Grove's 60 years of mobile crane innovation and Manitowoc Crane Group will benefit from Shuttlelift's expertise in the industrial crane market."

MCG intends to continue selling the Carrydeck and YardBoss lines through existing dealer networks.

## New VP of marketing

Robert Hund has joined Manitowoc Crane Group's executive team as vice president of worldwide marketing. Hund brings more than 18 years' experience to the post. He reports to Larry Bryce, who was promoted to vice president of business development.



Hund will work closely with the regional leadership sales and marketing teams across all product lines. His focus will be on all aspects of marketing including product marketing, marketing communications, and operational marketing. He

will also be *Looking Up's* publisher.

Hund began his career as a manufacturing and systems engineer before working in marketing. He is well-seasoned in

Six Sigma, having managed a team of Master Black Belts, coaching and mentoring hundreds of others. Hund also holds excellent academic credentials including a bachelor's degree in mechanical engineering, a master's degree in industrial engineering and an MBA.

# Power lifting to the MAX



A Manitowoc Model 2250 crawler crane with MAX-ER 2000 has completed extension work at a power plant in Tampa, Florida, US. The crane's main lift was a 245 t power generator. Both crane and attachment belong to MCG customer, Crane Rental Corp, based in Orlando, Florida.

To place the generator on a 12 m high structure, Crane Rental Corp rigged the Model 2250 with 49 m of main boom, and the MAX-ER. The gross load was 252 t – 95% of the crane's load chart at a 15 m radius.

Alan Ashlock, president of Crane Rental Corp, said the crane's speed and ability to work in close quarters were vital.

"Lift capacity and a swift turnaround were essential," he said. "Installation of the MAX-ER 2000 was necessary in a matter of hours and this was easily achieved, even when working in close quarters at the power plant."

Manitowoc's MAX-ER 2000 attachment increases the Model 2250's capacity to 450 t.



## Potains at work in Seoul

Two Potain MC 310 tower cranes are working on the new Hyundai Hill State Apartment block in Samsung-dong, Seoul, Korea. Rental company Hanbul Tower, a long-standing Potain customer, supplied the cranes. It purchased them from dealer KIL.

Main contractor on the project, which started in the second quarter of 2006, is Hyundai Construction Company. The project will last 18 months with the building eventually reaching 35 stories. The cranes will climb throughout the job, eventually reaching heights of about

110 m. The 12 t MC 310 cranes will also have their jibs extended to 60 m.

JT Kim, CEO of Potain dealer KIL, said Potain's MC 310 was the crane of choice for many housing projects.

"Around 70% of the construction market in Korea is private housing and the MC 310 is one of the most popular cranes for these jobs," he said. "It is perfect for handling rebar and concrete forms and its 70 m jib gives excellent coverage. Potain is a well respected brand in Korea and contractors trust the quality associated with it."

## ISO certified in the US

Both MCG's major US plants, in Shady Grove, Pennsylvania, and Manitowoc, Wisconsin have received ISO 9001:2000 certification. Although both previously sported this recognized standard of quality assurance, they are now together under a single certificate which covers both facilities. The certification is part of a wider, ongoing process at Manitowoc Crane Group to standardize business processes and minimize costs.

The certification process was run by Jonathan Miller, ISO administrator at MCG,

who used Six Sigma tools in the selection process, eventually settling on TÜV as registrar. Joe Bianchi, director of total quality at MCG Americas, and also part of the ISO certification team, said evidence of ISO would be apparent to customers.

"We are focusing on showing one face to our customers and this ISO certification helps us with that," he said. "It allows us to be more customer-friendly. And our customers know they have a crane produced under one common philosophy. There's a comfort in knowing things have been done 'the MCG way.'"

# RT performs for US forces



A Grove rough-terrain RT875E is carrying out construction work at one of the US's largest overseas military training areas. The area, Efficient Basing-Grafenwoehr,

is in eastern Bavaria, Germany and will soon house 3500 soldiers and their families.

The RT875E, sold by German Grove dealer KranAgentur Werner, belongs

to Wiesbauer, a well-established crane rental company, based in Bletighelm-Bissengen. It is working for local contractor, Zapf. The crane is currently assembling prefabricated elements for 835 houses and will be on-site for 16 months.

The 70 t RT875E combines a compact and powerful lifting capacity with versatile reach capability. It offers a four-section maximum boom of 39 m, and a maximum tip height of 71 m. The crane also has a removable counterweight, four main steering modes, and an E series cab.

In efforts to consolidate European command and control headquarters, the United States Army is moving military personnel from across Europe to Grafenwoehr. As well as new homes, the new site will include two schools, a chapel, sports fields and a small shop.

# Shawmut celebrates 50th anniversary

Manitowoc Crane Group distributor Shawmut Equipment Company will celebrate its 50th anniversary in 2007. The US-based company opened its doors in 1957 under the leadership of founder George O'Connell. Its first association with MCG began in the 1960s when the company started distributing Grove mobile cranes in Connecticut and Western Massachusetts. The company enjoyed excellent success with the Grove line and today also handles Manitowoc crawler cranes, National boom trucks and Potain self-erecting cranes.

The company's area of responsibility now covers the six New England states



*Shawmut management are celebrating 50 years in business. Left to right are: Kevin O'Connell, David O'Connell, Brian O'Connell and Joseph Vergoni.*

of Connecticut, Rhode Island, Massachusetts, Maine, New Hampshire and Vermont. It has offices in Manchester, Connecticut and Norfolk, Massachusetts.

Shawmut is a third generation family owned and operated business under the leadership of David O'Connell, Brian O'Connell, Kevin O'Connell and Joe Vergoni.

## Where IN THE WORLD

*You can find  
Manitowoc  
Crane Group  
at these events*



### SC&RA Annual Conference

San Antonio, Texas, US  
April 10 – 14, 2007  
[www.scranet.org](http://www.scranet.org)

### bauma 2007

Munich, Germany  
April 23 – 29, 2007  
[www.bauma.de](http://www.bauma.de)

### SC&RA Crane & Rigging Workshop

Kansas City, Missouri, US  
September 20 – 22, 2007  
[www.scranet.org](http://www.scranet.org)

### ICUEE 2007

Louisville, Kentucky, US  
October 16 – 18, 2007  
[www.icuee.com](http://www.icuee.com)

### SAIE 2007

Bologna, Italy  
October 24 – 28, 2007  
[www.saie.bolognafiere.it](http://www.saie.bolognafiere.it)

### BATIMAT 2007

Paris, France  
November 5 – 10, 2007  
[www.batimat.com](http://www.batimat.com)

### CONEXPO Asia 2007

Guangzhou, China  
December 4 – 7, 2007  
[www.conexpoasia.com](http://www.conexpoasia.com)

# Long-term commitment

*Manitowoc Crane Group used a US conference to recognize the service of four of its distributors.*  
**Chris Bratthauer reports.**

The Annual Meeting of the US-based Associated Equipment Distributors saw construction equipment distributors from across the country gather to discuss the latest issues. At the event, delegates attended seminars, met with industry peers and – most importantly – met with manufacturers. Manitowoc Crane Group was a prominent figure at this year’s event and used it to discuss distributor requirements and also recognize individual achievements.

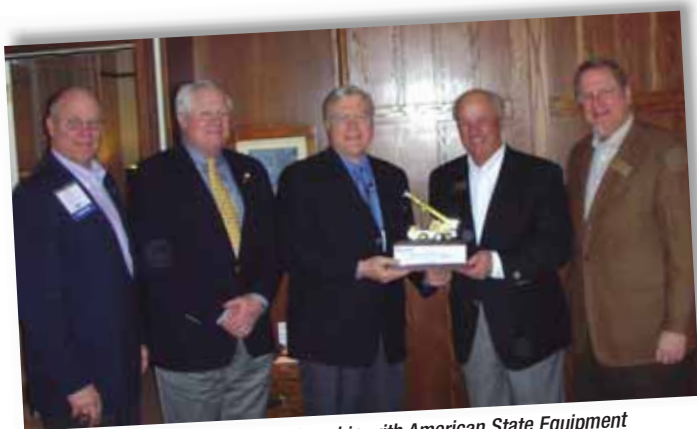
This year four distributors received commendations for their excellent service to Manitowoc Crane Group and its customers. American State Equipment Company, which covers areas in Wisconsin and Michigan, received recognition for 45 years as a Grove distributor from 1962 to 2007.

Another long-serving MCG distributor, H&E Equipment Services, received a commemorative award for its 40 years serving the brand. The company covers a wide

range of territory, stretching from Louisiana to Montana.

The third MCG distributor recognized at the AED Annual Meeting was Anderson Machinery, based in Texas. The company opened its doors in 1957 and began representing Grove 20 years ago, in 1987.

The fourth company recognized was Kirby-Smith Machinery, based in Okalahoma, and with branches in Missouri and Kansas. The company was recognized at AED for its five successful years as a Manitowoc distributor. ♦



*Commemorating 45 years of partnership with American State Equipment Company. Left to right: Bob Hixon, MCG; Carston Larson, American State; Steve Kraut, American State; Dave Birkhauser, MCG; John Wheeler, MCG.*



*Commemorating 40 years of partnership with H&E Equipment Services. Left to right are: Bob Hixon, MCG; Hubert Louque, H&E; John Engquist, H&E; Dave Birkhauser, MCG; John Wheeler, MCG.*



*Commemorating 20 years of partnership with Anderson Machinery. Left to right: Kirk Anderson, Anderson Machinery; Bob Hixon, MCG; Jim Anderson, Anderson Machinery.*



*Commemorating Kirby-Smith Machinery's five years as a Manitowoc distributor. Left to right are: Ed Kirby, Kirby-Smith; Bob Hixon, MCG; Glen Townsend, Kirby-Smith.*

**Name:** Jean-François Amet

**Region:** EMEA

**Location:** Alfena, Portugal



Jean-François Amet has been named as Manitowoc Crane Group's Iberia sales area director and co-general manager of the company's Portugal office. He reports to Frans Vanwinkel, vice president of sales and marketing for EMEA.

Previously Jean-François headed up MCG's financing brand, CraneCREDIT, for EMEA. He is now responsible for managing sales and after-sales support for MCG customers and dealers across Spain and Portugal, as well as Portuguese-speaking Africa – Angola and Mozambique. Jean-François graduated from the Ecole Supérieure de Gestion in Paris, France and also holds a diploma in finance.

**Name:** Jen Jacoby

**Region:** The Americas

**Location:** Shady Grove, Pennsylvania, US



Jen Jacoby has been promoted to product specialist for the Potain brand. In her new role she will create and update sales aids for Potain Americas sales staff. She holds a degree in international business with a minor in French from Elizabethtown College in the US. She is currently working on her MBA at Shippensburg University.

**Name:** Arnim Schön

**Region:** EMEA

**Location:** Dubai, UAE



Arnim Schön has joined Manitowoc Crane Group as regional sales manager for Manitowoc crawler cranes in the Middle East. He reports directly to David Semple, sales director for MCG Middle East, as well as to Remo Arcangeli, sales director for Manitowoc crawler cranes in EMEA. His duties include developing and managing the direct sales of new and used Manitowoc cranes to customers across the Gulf states. Arnim is a mechanical engineer and business management graduate with over 10 years work experience.

**Name:** Scott Story

**Region:** Asia-Pacific

**Location:** Sydney, Australia.



Scott Story has joined Manitowoc Crane Group as Australia's Manitowoc Crane CARE manager. In this new role, Scott will have overall responsibility for the parts, service, and training for all Manitowoc Crane Group products in Australia and New Zealand. Scott has worked in the crane industry in Australia and New Zealand for 18 years. In addition to his technical training, he is currently completing an MBA. Scott will provide leadership to the Crane CARE teams in Sydney and Melbourne and will grow the business further.

**Name:** Christophe Taton

**Region:** EMEA

**Location:** Charlieu, France



Christophe Taton has joined Manitowoc Crane Group as director of the Charlieu facility in France. In his new role, he will take full responsibility for the plant, including manufacturing, quality assurance and human resources. Christophe reports to Denis François, senior vice president of operations for MCG EMEA.

An engineering graduate, Christophe also holds an MBA from EM Lyon business school in France. He has 12 years experience in the automotive industry and has worked in the UK and France. He speaks both English and French.

**Name:** Amy Crouse

**Region:** The Americas

**Location:** Shady Grove, Pennsylvania, US



Amy Crouse has been hired as marketing communications specialist for MCG Americas region. She is based in Shady Grove, Pennsylvania and reports to Chris Bratthauar, marketing communications manager. Her responsibilities include literature creation, trade show and event administration, photography, dealer and customer communications and marketing communications assignments for the Americas.

**Name:** Giuseppe Pompeo

**Region:** EMEA

**Location:** Langenfeld, Germany



Giuseppe Pompeo has joined Manitowoc's EMEA sales department, and is responsible for crawler crane sales in North and Eastern Europe. Giuseppe reports to Remo Arcangeli, sales director for Manitowoc in EMEA. He will act as a primary contact for crawler sales and will provide technical advice on Manitowoc's crawler product to both dealers and end-users. Giuseppe is a qualified machine fitter and has over 15 years of professional experience as a mechanical engineer and technical customer adviser.

**Name:** Olivier Valat

**Region:** EMEA

**Location:** La Clayette, France



Olivier Valat has joined MCG as plant director of the La Clayette manufacturing facility in France. He reports to Denis François, senior vice president of operations for MCG EMEA. Olivier's responsibilities include safety, security, production management, process engineering and maintenance. He has 10 years experience in the industrial timber and sheet metal industries. Olivier has a degree from the ECAM business school in Lyon, France. He speaks fluent French and English.



Employees of the marine installation division of J Ray McDermott, undertook Manitowoc Crane CARE's 'Introduction to EPIC' training course. The employees travelled from their base in Batan, Indonesia to attend the course late last year. The company completed the course for a new Manitowoc Model 999 crawler crane in its fleet.

The training took place at the Manitowoc Crane Group Asia-Pacific headquarters in Singapore. Leading the sessions was HG Kim, training manager for Manitowoc Crane CARE in Asia-Pacific. Much of the training took place in the containerized MTU (mobile training unit) which travels across Asia providing on-location courses for customers.

### Good balance

In total, eight staff from McDermott attended the course. The course provided a balance of both theoretical and practical elements.

Steve Sheldrick, McDermott's plant and equipment manager, said the course was of real value.

"The staff on this course agreed it was one of the best they have been on," he said. "They were particularly

# Expert training

*Pictured are the eight McDermott graduates with two Manitowoc Crane CARE staff, who also attended the course. The Manitowoc Crane CARE training staff are also pictured.*

impressed with HG Kim and his ability to communicate with the different nationalities attending the course. They also said the course gave them inside knowledge of the crane before it arrived on site. Previously there was an element of 'trial and error' when a new crane arrives on site."

The trainees will accompany McDermott's Model 999 to its next assignment, an offshore project in the Middle East. The crane works on the company's derrick pipe-lay barge KP-1.

Ian Drummond, relief chief engineer on KP-1, said the Model 999 was a crucial part of the vessel's operations.

"The Model 999 is an excellent crane with a proven track record. However, our staff, including myself, require the right skills to optimize the crane's performance and uptime," he said. "Manitowoc Crane CARE's practical training and classroom sessions gave us the knowledge to do this. It was a valuable exercise that will deliver tangible performance benefits." ♦



*The MTU offers practical hands-on training for a host of MCG applications.*

*Staff from international project management giant, J Ray McDermott, hailed their latest Manitowoc Crane CARE course as "one of the best they have attended". Stephen To reports.*

EnCORE is a program from Manitowoc Crane CARE that gives dealers and customers the most effective replacement part options. For the customer that could mean a brand new part or a remanufactured, rebuilt or repaired component with warranty.

There is also a repair/return option for when replacement parts are not available. This is exactly the option that MCG dealer Ring Power and its customer Johnson Brothers' Construction chose after a hydraulic cylinder rod from a Manitowoc 777 suffered damage on its way for chroming.

What follows is a timeline of the repair process that demonstrates EnCORE's commitment to superior customer service.

### Friday, December 1

As part of a routine rebuilding process, Ring Power, a Manitowoc dealer in Tampa, Florida, US sent a hydraulic cylinder rod from its customer's Manitowoc 777 to Alabama for chroming.

Unfortunately, the rod was damaged in transit. Replacement rods were not readily available, so repair was the only option. Since this was a large rod, Mike Boyd, shop foreman for Ring Power's Tampa, Florida branch thought it was best to contact an MCG authorized repair center.

### Wednesday, December 6

Boyd contacted EnCORE and its exclusive hydraulic cylinder repair partner, Garrod Hydraulics, York, Pennsylvania, US.

# Repair and Return

*Manitowoc Crane CARE's EnCORE program helped a down crane get back to work in record time. John Bittner reports on a remarkable turnaround.*

Bill Jackson, manager of the EnCORE program for Garrod, was ready, willing and able to help. When asked, "how soon can you complete the repair?", he answered "how quickly can you get the rod here?"

### Thursday, December 7

The rod left Tampa on a semi-trailer for the 1600 km (1000 mile) run up to Pennsylvania.

### 1:00 am, Saturday, December 9

The rod arrived at Garrod. Employees were planning to work on the rod that Friday evening but the rod did not arrive until the early hours of the next morning. But nevertheless, Garrod employees were waiting. After the rod was unloaded, the crew immediately submerged it in the strip tank to remove all the old chrome where it

sat for the remainder of the night. Later that morning, other Garrod crew members began the repair process. The damaged rod had one flat side, so Garrod technicians first had to rebuild the rod to make it round again and then machine it to obtain the precise diameter. Throughout the weekend, the crew welded, machined, and re-chromed the rod.

Under normal circumstances, this process would take about five days to complete working a single shift. But, given the time sensitivity of this project, the workers came in around the clock throughout the weekend to finish the job in a day and half.

### 2:00 pm, Monday, December 11

The delivery driver loaded the newly repaired and re-chromed rod and started the 16-hour drive back to Tampa.

### 6:00 am, Tuesday, December 12

The rod arrives back in Tampa, where Ring's technicians began reassembling the crane.

### Wednesday, December 13

The end result: After thinking the crane would be out of action for three to six weeks, it is back to work after only seven days of downtime. All thanks to the skill and commitment of the EnCORE staff.

Want to know more about how EnCORE can benefit your business? Contact your local MCG distributor. ♦

## Garrod Hydraulics

Manitowoc Crane CARE selects only the best for its EnCORE program, and Garrod Hydraulics has excellent credentials. Founded in 1978, the company is now one of the largest industrial hard chrome plating shops on the US East Coast. Garrod's commitment to quality was formally recognized in 1999, when it became the first US-based cylinder service and repair company to be certified to ISO 9002. Garrod remains relatively small by design so it can offer ultimate flexibility and responsiveness.

# bauma begins

*Manitowoc Crane Group has big plans for bauma 2007. Dave Barton finds out more.*

Preparations are well underway for bauma 2007. The industry is already looking forward to the Munich event which will welcome hundreds of thousands of visitors this April. The latest products from the construction equipment

industry will be unveiled, with many manufacturers planning big launches.

Leading the way in the lifting industry will be Manitowoc Crane Group which will show an array of new cranes from across its product range. But according

to Philippe Cohet, executive vice president for MCG in EMEA, bauma 2007 will be about more than simply showcasing new equipment. He says the plan is to show the industry how advancements at MCG are benefiting customers



*The last bauma, in 2004, photographed from the air. This year's show promises to be even bigger.*

and moving the lifting industry forward.

"The key goal for us is to demonstrate what our new cranes mean to our customers and their businesses," he says. "MCG is proud to be one of the most innovative companies in our industry. However, this is not 'innovation for innovation's sake'. These cranes will help customers work quicker, smarter and in a more profitable way.

"Our product development is driven by our desire to constantly improve customers' return on investment," Cohet says. "Whether that is through minimizing the cost of ownership or maximizing productivity, it is a continuous initiative. At MCG it incorporates a number of common features."

These common features to which Cohet refers comprise a series of stated aims, including:

- ◆ Making cranes compact and easy to move for simple



*The MCG stand from 2004.*



## bauma 2007

**When:**  
April 23 – 29, 2007.

**Where:**  
New Munich Trade Fair  
Centre, Munich, Germany

**MCG stand:**  
1105 Open Area South

and quick access to sites

- ◆ Making cranes easier to erect and dismantle
- ◆ Ensuring easy access to replacement parts
- ◆ Designing user friendly operator and control systems
- ◆ Producing ergonomic cabs, so lifting operations are safer and more productive
- ◆ Maximizing reach and lift performance for better utilization

These design philosophies will be evident on Grove mobile cranes, Manitowoc crawler cranes and Potain tower cranes at bauma 2007. Among the Groves on show will be three mobile cranes – two all-terrains making their trade show debut, and a rough-terrain.

One of the new ATs is the five-axle 100 t GMK5095, which has a 60 m main boom. Also appearing in public for the first time is the four-axle GMK4100-L (a long boom version of the GMK4100 (GMK4115 in the US)). This also has an impressive 60 m main boom. Both the GMK5095 and the GMK4100-L incorporate Grove's new carrier cab.

Representing Grove's RT range will be the RT540CE – launched late in 2006. This 35 t crane has a 31 m four-section boom.

From Manitowoc, visitors to bauma 2007 will see its latest crawler crane – the Model 14000. The 200 t Model 14000 is a fully hydraulic crane offering maximum boom of 86 m and maximum luffing jib of 113.8 m. The Model 14000 also features MCG's patented Can-Bus with EPIC control system, for maximum lifting efficiency.

### New additions

Among the Potain cranes at bauma 2007 will be five new or recent additions – three top-slewing tower cranes and two self-erectors. From the top-slewers, visitors will see the MDT 218, a new addition to the Topless range of city cranes. Two versions are available – an 8 t and a 10 t version. Also on stand will be the MCT 88, the first Topless model from Potain's MC range of city cranes. Launched late last year, the crane has a 5 t maximum capacity. New from

*“MCG is proud to be one of the most innovative companies in our industry... These cranes will help customers work quicker, smarter and in a more profitable way.”*

**PHILIPPE COHET, EXECUTIVE VICE PRESIDENT FOR MCG'S EMEA REGION**

Potain's luffing jib range is the MR 295 – available in three versions – H16, H20 and H25 – with capacities of 16 t, 20 t and 25 t.

A new range of self-erecting cranes is to launch at bauma, the Igo T range. All cranes in the range will have climbing masts, with the first being the 4 t capacity Igo T 70. Also new at bauma is the 1.8 t capacity Igo MC 13. This is a highly maneuverable crane that can be towed at speeds of up to 25 km/h, carrying full counterweight, without exceeding 12 t per axle.

Aside from the cranes on

show, Manitowoc Crane CARE and CraneCREDIT will both feature their services. From Manitowoc Crane CARE there are new products including backup and CCTV cameras, on-line services and live demonstrations of crane greasing systems. A Manitowoc Crane CARE service van will also be present on the stand.

Another first from MCG at bauma will be video podcasts, uploaded daily to the company website – [www.manitowoccrane.com](http://www.manitowoccrane.com). These broadcasts will profile full machinery on show and include interviews with MCG staff and customers. ◆



*The Manitowoc Crane Group will have an array of products on show, as it did in 2004.*



# Climbing higher

*A new Potain line of self-erecting cranes with climbing masts, the Igo T range, is set to launch.*

**Eliza Arnould** *reviews the first of the new cranes, the Potain Igo T 70.*

*The all-new Potain Igo T 70.*

With the popularity of self-erecting cranes continuing to grow in new markets, and contractors finding more applications for them in established markets, users are demanding ever greater flexibility. Potain's latest response to these market demands is the Igo T range of self-erecting cranes. The first of the new range is the Igo T 70, which will launch at bauma.

**Variable height**

The Igo T range features climbing masts for variable working heights. In the case of the Igo T 70 a two-section telescopic mast can increase its height through the addition of auxiliary sections. These sections allow the crane to vary its working height between 23 m and 32 m in increments of 3 m or 6 m.

Further lifting flexibility is available through different jib lengths. The crane has a maximum lift capacity of 4 t and can lift 1.3 t at its

*“The Igo T 70’s ability to distribute heavier loads in shorter cycle times translates directly to cost and time savings for users.”*

**DAVID HAVARD, POTAIN’S PRODUCT MANAGER FOR SELF-ERECTING CRANES**



*The new self-erector offers a telescopic climbing mast for adjustable working height.*

longest radius of 40 m. It can lift greater loads at its tip however, if the jib is shortened.

**Strong chart**

The crane has a strong load chart which shows particularly impressive lift capability towards the tip. This strong load chart is combined with Potain's established LVF hoist technology to help boost site productivity even further. The LVF hoist winch automatically adapts and optimizes hoist speed to the load on the hook.

David Havard, Potain's product manager for self-erecting cranes, says this offers considerable time savings on load cycles.

“The Igo T 70’s ability to distribute heavier loads in shorter cycle times translates directly to cost and time savings for users,” he says. “This lifting capability combined with the flexibility in working height and ease of transport means the crane has a wide appeal. As well as the in-built Potain quality the Igo T 70 also benefits from quality of design. The crane is very compact in transport and can even travel on a low loader trailer.”

**Easy set-up**

Unlike other self-erecting cranes in its class, the Igo T 70 self-erects with the aid of a hydraulic system, making it much easier to set-up. Operation on site is made easier with an integrated remote control complete with indicator. The Igo T 70 will be most suited to collective residential projects, such as apartment blocks, and public works projects. ♦



Igo T 70

**Maximum capacity:**  
4 t (4.4 USt)

**Maximum Height under hook:**  
32 m (105 ft)

**Maximum radius:**  
40 m (131.2 ft)

**Maximum load at jib nose:**  
1.3 t (1.4 USt)

*Left: This self-erecting crane is ideal for small construction sites.*

# Committed *to service*

*A strong commitment to customer service has been the key to success for La Grange Crane. Leslie Shalabi speaks to company president, Judith Mooncotch.*

La Grange Crane, southwest of Chicago in Hodgkins, Illinois, US, has one top priority – its customers. In fact, La Grange's dedication to customer service has meant that almost all of its business today comes from repeat customers. Judith Mooncotch, president of La Grange Crane, and her staff are available to customers 24 hours a day.

La Grange is a full-service crane rental company, which has



equipment ranging from boom trucks to large all-terrains. While La Grange has had other mobile crane brands in its fleet, Mooncotch prefers Grove cranes for a number of reasons. Service, she says, is a top selling point.

“Our philosophy here is to be available to our customers at all times,” Mooncotch says. “We want that same level of customer support from our crane supplier.”

### Large range

La Grange has over a dozen Grove cranes in its fleet, including both all-terrain and truck-mounted units ranging from the 250 t

GMK5275 (US designation) to the 55 t GMK3055 and the 36 t TMS500E. All the units are supplied through local MCG dealer Walter Peyton Power Equipment with whom La Grange works very closely.

By diversifying its fleet, La Grange is well poised to handle virtually any type of lifting job. La Grange’s cranes worked on the John Hancock Building in Chicago, as well as O’Hare Airport. But they also help framing contractors build houses and telecommunications companies erect cell phone towers. La Grange regularly performs steel and precast concrete erection jobs and camera crews often use

*“Our operators are not just a number, we really listen to what they have to say. And they consistently go above and beyond for us in the field. Without our operators La Grange would not be what it is today... Our guys wash, wax and care for their cranes as if they owned them.”*

**JUDITH MOONCOTCH, PRESIDENT OF LA GRANGE CRANE**

their cranes when filming movies in Chicago.

Safety is another reason customers keep returning to La Grange. When they hire a La Grange crane, they know that crane is coming with an operator who has significant experience in the field and has undergone extensive safety training. All of La Grange’s operators have licenses from the City of Chicago Department of Buildings. And they have received 40 hours of hazardous waste training in accordance with the US government’s safety regulation body, OSHA. In addition, they have completed training programs with Three Rivers Safety courses, Argonne National Laboratory and Stepan Chemical.

### Long serving

Of the 40 oilers and operators, she has on staff; many have worked with the company for over 20 years. Mooncotch credits the company’s policy of listening to its operators as

one of the main reasons for employee longevity.

“Our operators are not just a number, we really listen to what they have to say,” she says. “And they consistently go above and beyond for us in the field. Without our operators La Grange would not be what it is today.”

Once an operator runs a piece of equipment, he typically stays with it. And those operators take great pride in “their” equipment.

“Our guys wash, wax and care for their cranes as if they owned them,” Mooncotch says.

Mooncotch has been around cranes her entire life. Her father was a steel erector, and after she married in 1963, she and her husband started La Grange Steel Erectors. They began renting out their idle cranes and slowly the steel erection business faded away in favor of rental. La Grange became a full-time rental company in 1981.

In 1998, when her husband retired, Mooncotch took over at the helm of La Grange. Her daughter, also named Judy, is active in all aspects of the business. The senior Mooncotch plans to turn over the business to her daughter some day. ♦



*Judy Mooncotch, with her daughter (also Judy Mooncotch) takes delivery of a new GMK5275 at Manitowoc Crane Group’s Crane Expo event in Shady Grove in October 2006.*

# On Trak



*The MEGATRAK suspension system provides Grove GMKs with cost saving benefits. Chris Bratthauar explains more.*



*A cross-section showing the inside of a Megastrut.*

In the crane business, the focus is usually upward – how much the crane can lift and how high it can lift it. But in the case of Grove’s GMK all-terrain cranes there is one very important feature underneath. Here is where the patented MEGATRAK suspension system lies, that offers superior ground clearance giving the crane true all-terrain capabilities.

### **Unique system**

Originally developed and launched in 1989, this unique suspension system was designed as an alternative to conventional rigid axles, which have limitations on and off-road. Today, MEGATRAK is standard on the full line of Grove’s GMK all-terrain cranes.

With MEGATRAK independent suspension, large hydrogas units called Megastruts attach the wheels to the chassis. The strut bolts directly onto the top and bottom of the crane’s frame so the cylinder moves vertically with no lateral movement between the hubs. Therefore, the tires are always on the ground regardless of the terrain.

“MEGATRAK ensures our all-terrain cranes drive like a car,” says Doyle Bryant, director of product marketing at Manitowoc Crane Group Americas. “It doesn’t matter what the other axles are doing, the strut will only react to the input given to it.”

Power to the wheels is

delivered through a prop shaft (also called a half shaft or cardon shaft) connected to a differential unit mounted under the chassis frame. It is this arrangement that eliminates the need for axles while allowing ground clearance of 300 mm.

### **Close control**

The operator has control of MEGATRAK from inside the cab, through a switch interface or the newer ECOS touch-screen monitor.

“Operators can raise or lower the struts to go under or over obstacles. Or can adjust the body height so the crane can be set up on uneven ground,” Bryant explains.

The MEGATRAK design

*“MEGATRAK ensures our all-terrain cranes drive like a car. It doesn’t matter what the other axles are doing, the strut will only react to the input given to it.”*

DOYLE BRYANT, DIRECTOR OF PRODUCT MARKETING AT MANITOWOC CRANE GROUP AMERICAS



the downtime needed for repairs. MEGATRAK reduces driveline wear and tear and the associated costs.

With conventional axles, the driveline changes angles as the axles follow the terrain. This means increased wear on the U-joints

and results in more maintenance. With MEGATRAK the driveline remains aligned, which decreases wear and extends life.

Regardless of the model in the GMK range, all MEGATRAK components are the same.

### Lower cost

By utilizing common components – struts and prop shafts – owners and dealers are not stocking several different model specific parts, reducing inventory costs.

Manitowoc Crane Group’s innovation has hit the headlines in recent months with the announcement of Grove’s new GTK crane. However, MEGATRAK is a good example of the company’s long heritage of innovation. Although the technology is now over 15 years old, it remains the most advanced suspension system on the market but, more importantly, the most cost effective. ♦

allows for a number of increased efficiencies on GMK all-terrain cranes. One fundamental improvement comes from the chassis itself. The MEGASTRUTS mount on the side of the crane, not underneath where traditional axles would go. This allows for a deeper, stronger frame, which translates directly into increased load capacities.

The absence of axles under the crane also contributes to the increased ground clearance on these crane models.

### Even distribution

Because all of the axles are always in use, weight distribution is more even on cranes with MEGATRAK. This is important for roading and maneuverability on cramped jobsites because all of the wheels are steerable as well.

In many other all-terrain crane ranges, steering comes on some, but not all axles. Therefore, to emulate the GMK cranes, these rival all-terrain cranes need to raise one or more of the mid axles. Not only does this take more time and require more operator involvement,

it also forces the entire weight of the crane on the axles that remain on the ground. This means an increase in ground pressure, tire pressure and pressure in the steering lines to compensate for these stresses.

Crane maintenance is a large expense for any owner, in both parts and



Detail of the Megastrut, which removes the need for conventional axles.

# Moving up in Mexico

*The number of Potain tower cranes is growing in Mexico, as vertical construction booms in Mexico City.*

**Leslie Shalabi** reports.

*This Potain MCI85B is working with a 50 m jib.*

## Potain MCI85B

**Maximum capacity:**

5 t (5.5 USt)

**Height under hook:**

35.7 m (117 ft)

**Maximum jib:**

50 m (164 ft)

**Maximum load at jib end:**

1.3 t (1.4 USt)





Developers in Mexico City are building residences in commercial areas and vice versa, in an effort to reduce commuting time. Since space is scarce in this megalopolis, much of this construction is vertical, making Mexico City a prime market for tower cranes.

**High-rise**

On the western outskirts of the city, in an area called Santa Fe, developers are constructing a luxury gated community – ‘Cumbres de Santa Fe’.

Helping in the construction is a Potain

MCI85B tower crane. It is responsible for delivering rebar, concrete forms and in some cases the concrete itself. The MCI85B is working with a 50 m jib at a 30.7 m height under hook. Capacity is 1.3 t at the tip and it has a 5 t maximum lift capacity.

Antonio Miranda Torres is job superintendent for Constructora Atco, general contractor on the project. He says that new Potain tower cranes bear no resemblance to the older tower cranes that appear elsewhere in Mexico.

“These modern, easy-to-operate Potain cranes are often replacing very old



*A Potain MCI85B at work in Mexico City on the Edificio Basalto, part of Cumbres de Santa Fe, a luxury gated community.*



*Potain cranes' ease of operation is making them popular with Mexican contractors.*

*“These modern, easy-to-operate cranes are often replacing very old equipment... Our operator feels this crane is a lot easier to operate than the older machines. It's smoother and feels completely different.”*

**ANTONIO MIRANDA TORRES, JOB SUPERINTENDENT, CONSTRUCTORA ATCO**

equipment, which is why Constructora Atco is one of the first companies in Mexico to buy one of these cranes. Our operator feels this crane is a lot easier to operate than the older machines. It's smoother and feels completely different.”

The first phase of a high-rise apartment building, known as ‘Edificio Basalto’, began in June 2006. The 80 m tall building will be home to spacious luxury apartments.

The 17-story structure is made of steel reinforced concrete, with four levels of parking underground and a heliport on the roof. The contractor will climb the crane as the building work advances, floor-by-floor.

**New life for Potain**

The MCI85B is one of a number of Potain models well suited to the Mexican market. The cranes are sold through

Potain dealer Sermitter.

According to Cedric Peronnet, general manager for Sermitter, interest in Potain cranes is growing.

“Thanks to the availability of the Zhangjiagang-built Potain cranes, MCG is able to better compete in the Mexican market,” he says.

“When Sermitter established in Mexico City, 27 years ago, we represented Potain because there was a huge potential market for tower cranes. That is still the case today, as construction spending has not slowed in Mexico’s capital city.”

Orders for several Potain tower cranes are booked for delivery in 2007. Sermitter currently has 15 tower cranes in its rental fleet, and the use of those cranes is helping to promote Potain sales in a market where vertical construction is quite literally ‘on the up’. ♦

# Big lift in Beijing

*A Manitowoc Model 21000 made its biggest lift to date at an industrial plant close to the Chinese capital Beijing. Stephen To reports.*

China's steady growth continues and Manitowoc Crane Group continues to supply the cranes vital for much of the development. The country's strong demand for energy means new build and rebuild work on large industrial plants is widespread. Last year oil giant Sinopec took delivery

of a Manitowoc Model 21000 crawler crane for exactly this kind of project. It has worked almost continuously ever since.

### **Largest lift**

One of the most recent jobs for the crane – the largest in the Manitowoc line – took place at the Beijing Yanshan Petrochemical complex,



*There was a big turnout at the special ceremony to commemorate the lift of the hydrogenation cracking unit.*





*The Model 21000 places the 812 t hydrogenation cracking unit.*

## Job site report



*“The Model 21000 worked effortlessly and made lifting the cracking unit look easy. It gave us great confidence. We invited senior management from refineries around China to see this lift and it was a credit to Manitowoc and the ingenuity of its engineers.”*

**MA ZENGTAO, MANAGER, SINOPEC'S CRANE FLEET**

close to the city of Zhoukoudian. On this project the crane was responsible for all major material handling. It also conducted its largest lift since delivery, placing an 812 t hydrogenation cracking unit (a large vessel used to process oil).

For this major lift the Model 21000 used its MAX-ER attachment which increased its capacity to 907 t. Main boom used was 54 m and the vessel measured 4.6 m in diameter and 35 m tall. The whole process, from picking the load to final positioning, took less than 30 minutes.

### **MAX-ER impresses**

Ma Zengtao, manager of Sinopec's crane fleet, said the ease of operation and extra lift capacity offered by the MAX-ER impressed all who saw it.

“The lift went ahead without a glitch,” he said. “The Model 21000 worked effortlessly and made lifting the cracking unit look easy. It gave us great confidence. We invited senior management from

refineries around China to see this lift and it was a credit to Manitowoc and the ingenuity of its engineers. The MAX-ER attracted lots of interest and has proven a profitable investment.”

The hydrogenation cracking unit will process oil, turning it into gasoline and kerosene. It has a throughput of 10 million t per year and its installation was the most important part of the rebuild work. ◆

## Model 21000

**Maximum capacity with MAX-ER:**  
907 t (1000 USt)

**Main boom on this job:**  
54 m (177 ft)

**Weight of vessel:**  
812 t (895 USt)

**Height of vessel:**  
35 m (115 ft)

**Diameter of vessel:**  
4.6 m (15 ft)

**Throughput of vessel:**  
10 million t per year  
(11 million USt per year)

# Irish *ingenuity*

*Dublin-based Meade Crane Services is a prime example of modern Ireland's forward-thinking mindset. **Dave Barton** reports on how the firm maximizes its expanding Grove all-terrain crane fleet.*

*The GMK6300 is able to work very well on jobsites where access can often prove difficult.*





The GMK6300 operator cab

Meade Crane Services is a rental company based just outside the Irish capital, Dublin, in the sedate village of Rathcoole.

Over half of Meade's fleet are Grove cranes. The fleet currently includes a variety of all-terrain cranes bought over the past three years: GMK2035, GMK3055, GMK5100, GMK5130-1, and its most recent addition; a GMK6300 delivered in July 2006. With a GMK4100-L on order, the Meade fleet is being updated with new Grove products.

Of late, the six-axle GMK6300 has been proving its worth. The 300 t machine provides the 'up-and-over' capability necessary for a host of jobsites. Perhaps most beneficial for Meade is the luffing jib which was decisive in the model's selection.

"These days people want long booms and radius. We looked at a few competitor machines, but nothing offered as much capacity and radius

in tandem as the GMK6300," Meade says. "The luffer gives it a totally different dimension. It provides increased height and radius capacity that other cranes just don't offer."

### Close quarters

Access is a crucial consideration to all sites. Many projects around Dublin are sites. This means that work often happens in close proximity to established buildings. One recent

*"These days people want long booms and radius. We looked at a few competitor machines, but nothing offered as much capacity and radius in tandem as the GMK6300."*

### FERGUS MEADE, MEADE CRANE SERVICES

example of how the GMK6300 overcomes such problems was on the extension of The Grand Hotel in Malahide, one of Dublin's leading hotels.

The GMK6300 was lifting three large steel structures – the casings for a footbridge to link the existing structure of Malahide's Grand Hotel to a new adjacent building. Meade's staff rigged the GMK6300 with full counterweight of 80 t for the job.

Space was limited on three sides, and the crane backed into a space marginally wider than the machine itself. However the GMK6300 was the only crane of its size with the required 51 m of jib, and getting into this tight position was easy with Grove's crab steering and MEGATRAK suspension. Each section of the footbridge, weighing 6 t, was placed without problem.

Although this job was

## GMK6300

**US designation:**  
GMK6350

**Maximum capacity:**  
350 USt (300 t)

**Maximum boom:**  
197 ft (60 m)

**Maximum tip height:**  
374 ft (113 m)\*

**Maximum counterweight:**  
88 USt (80 t)

\*With luffing jib on main boom.

typical of the day-to-day work Meade Crane carries out, it demonstrates the can-do attitude of the company and its team.

### MCG partner

The other integral member of the Meade team is MCG's Wales and Ireland sales manager, Ross Wilson. Wilson is a seasoned Grove professional. He maintains a close relationship with his customers, ensuring they continue to enjoy the buying experience. This is something Meade appreciates.

"Though our confidence in the Grove brand stems from the reliability of the cranes themselves, it is maintained by the people who reinforce the experience. Ross Wilson has worked with us for over 25 years and remains an asset to our operation. People buy from people they like and can trust." ♦



Part of the team: Ross Wilson, MCG (right), presents Fergus Meade with a scale model of his GMK6300.

# Custom Solution

*Hi-tech Pump and Crane, a National Crane dealer in Texas, US specializes in customizing boom trucks for use in the oil fields. Chris Bratthauar reports.*



*Some of the Hi-tech team. Left to right are: Gene Wallin, Patrick Reed, Paul Reed.*



The oil industry in the Houston area is booming. This is good news for Hi-tech Pump and Crane of Channelview, Texas US, a National Crane dealer that specializes in modifying boom trucks for use in oil fields and other applications.

## Support tool

Unlike crawler cranes or hydraulic cranes, boom trucks are not so much a focus of lifting, but more a support tool in a much larger system of equipment. For many of Hi-tech's oil field customers, the boom truck is an essential part of a multi-million dollar equipment package.

*“Customers come to us for our engineering expertise and knowledge of their business. They stay with us because of the quality of our work and our dedication to customer support.”*

**PAUL REED, OWNER HI-TECH PUMP AND CRANE**

Hi-tech works with their customers to maximize the boom trucks capabilities within the larger solution.

Gene Wallin, an engineer at Hi-tech, explains how the dealership applies its engineering expertise.

“We mount the crane and integrate it with the hydraulic system,” he says. “But we

also help determine which electrical or hydraulic options can be added, to make the whole package work better for the customer.”

## Power source

For example, one of Hi-tech's oil drilling customers uses hydraulic tools in the field and needs a portable source

of hydraulic power. Hi-tech added a separate hydraulic system on the boom truck, so the customer could run the tools. They also added hydraulic hose reels and built special storage racks to transport the tools. All of these tools were very heavy, so Hi-tech extended the truck bed and added axles to help the truck comply with highway weight restrictions. This customer runs its operation around the clock, so Hi-tech added a lighting package to simplify nighttime work.

While the dealership has its share of customers that buy boom trucks ‘off the shelf’, as well as a rental fleet of almost 30 trucks, Paul Reed owner of Hi-tech Pump and Crane, says about 70% of its business is custom modification. He says the key to his success is to know your customer and provide a quality product.

“Customers come to us for our engineering expertise and knowledge of their business,” Reed says. “They stay with us because of the quality of our work and our dedication to customer support.” ♦

THE  
MANITOWOC  
CRANE GROUP  
PRESENTS:

**CRANE  
MAN**

AT MCG, ENGINEERING  
EXCELLENCE  
IS SECOND TO  
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MEGATRAK  
SUSPENSION ENSURES  
THAT OUR ATs ARE  
TRULY MADE FOR  
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LINE PULL  
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CONSISTENT THANKS  
TO STRONG  
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WHEN YOU BUY FROM MCG,  
YOU KNOW THAT QUALITY  
IS ALREADY INTEGRATED!



Ken Falk (left) with Ramon Vasquez of rental company Auriga in Mexico.

**LU:** How long have you worked for Manitowoc Crane CARE?

**KF:** For almost 18 years. I started as a field technician with Krupp in 1989.

**LU:** What qualifications do you have?

**KF:** I began my career as an apprentice and then journeyman mechanic with US Steel Corp. In the mid-

80s, I began field service work. I have been traveling to troubleshoot and repair heavy equipment for 20 years. I also speak both English and Spanish, so I do quite a bit of work in Latin America.

**LU:** What is the most challenging job you have worked on?

**KF:** The toughest jobs are

# At your service

Looking Up speaks to Ken Falk, a US-based Manitowoc Crane CARE specialist.

the longest jobs. For me that's been field-fitting MEGA-WING LIFTS for the GMK7450 (GMK7550 in the US). I have worked on two projects, one that lasted five weeks and the other that was eight weeks. Not only are you installing the attachment and adding 160 t (176 US) of counterweight, but also you have to lift maximum capacity test loads. It is a very long process, but at the same time it's also very rewarding.

**LU:** What qualities do you need to be a good service technician?

**KF:** First and foremost, you must have the support of your family. Without that, it would not be possible to do this job. You also need perseverance. Things do not always go as planned in the field, so you must be able to stick it out and solve the problem in what are not always ideal conditions. Then, I would say the willingness to learn. That is why I like this job; I am constantly learning new things. ♦



World travelers always know what to pack.



When you've been bringing innovation to the global crane market as long as Maniowoc Crane Group, you tend to have a few breakthroughs. Come see our latest at bauma 2007. You'll find all our newest ideas in lifting, innovations created not for their own sake, but to help our customers achieve their goals: higher returns on investment; greater productivity; more profits.

No matter what we come up with in products and services, it's all really designed for one thing. Making sure your business gets where you want it to go.

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